

mail

aug 29. 1936

Here is something in  
which I believe you  
will be especially  
interested just now.  
I wonder if we might  
hear from you, also,  
by return mail?

Resp.,

E. E. Huff, Mgr.

Mailed Aug 29, 1936 [5]

# Of Direct Importance to You

AS THE OWNER OF FARMS YOU CANNOT PERSONALLY MANAGE OR SEE AFTER THROUGHOUT THE YEAR

FOR some reason you have not yet joined that large number of satisfied absentee farm owners who have had us take farm investment worries off their hands, increase farm rentals each year and build up the re-sale value of their farms.

Is there some information you would like that we haven't supplied? Would you like for us to send a field man to look over your farms, make a report with any suggestions that may appear advisable, and submit our proposition for their management, this without the slightest obligation upon your part, of course?

Would you like for us to submit a list of farm owners whom we are serving regularly, that you might write them personally to know how valuable our services have been to them? Would you like a list of other references, such as banks, individuals, etc.?

If you'll tell us, these will be gladly supplied at once.

You want your farm properties to make you money, to pay you the largest possible annual return, and to be so managed that from year to year they will not depreciate in value but, instead, will grow in re-sale value. And this is exactly the type of service we are rendering, this year and every year, on Oklahoma farms to owners throughout the United States.

As the 1936 farming season draws to a close, notwithstanding the worst drouth in history our farms because of trained and business-like management are standing head and shoulders above the average of their communities. *There is a sound reason.* Our field men are trained in Western agricultural schools, and experienced in every branch of successful farming in Oklahoma. Good tenants welcome the direction of skilled field men who bring to them practical new farm methods which increase the income of the tenant as well as the land owner. Such practices consist of plans of crop rotation based on the most desirable arrangement of fields and crops suited to the land and to follow each other; contour farming, which aids in holding soil moisture and prevents loss of soil by erosion, increases crop yields and farm values; economical maintenance of buildings and fences using tenant labor; increasing the usability of the farm and its appearance; all of which materially improves farm rental incomes and re-sale values.

All this works to your advantage, Mr. Land Owner. It means money to you, this

year and the years to come. As we look back over the records we certainly do have reason to be proud of our success in serving land owners everywhere. No better evidence of their appreciation of the value of this service could be found than in the fact that these landowners continue to have us manage their farm properties from year to year—with increasing profits to them.

Will you please look over the partial list of farms under our management published herewith for the purpose of showing you a 1934-35 comparison. It is not possible, of course, to show in such a table one of the most important factors of all, viz., *stopping depreciation and wastage of the farm land and improvements*, and the turning of this hitherto sadly neglected factor right around by proper soil care and proper attention to the upkeep of improvements to INCREASE YOUR FARM VALUE. *This increase of itself runs into thousands of dollars!*

Two distinct services are available to our clients —

(a) Complete farm management, which includes tenant selection, soil analysis, direction in the preparation of land for the particular crop best adapted for each particular type of soil on the farm, continuous supervision throughout the year in cultivation, harvesting, marketing of the products of the farm, collection and remittance to you of rentals, direction and supervision of land fertilization, upkeep of improvements, and general welfare of the farm in every respect. The fee of this service is 10% of the rentals, with minimum fee of \$50 per year.

Our (b) service is rent collection only, for which a commission of 10% is charged.

Virtually all of our clients use the (a) Service, Complete Farm Management, as this is continually proving far more profitable to every land owner.

**N**OW, in conclusion, may we say this: Your farm property represents a considerable investment, several thousand dollars. The average tenant farmer — almost always a failure himself financially — even though conscientious and a good worker, is not equipped by education or business experience to handle such a large sum of money for you, protect it from depreciation, make it grow in principal, and at the same time make it pay you a suitable income.

Our organization can do this, is doing it for other landowners everywhere, it is our specific business, and we know definitely that we can serve you to your benefit.

**Study These Actual Records**

Acres	Farm Name	Total Rent 1934	Total Rent 1935
160	Alcorn River Farm	139.44	419.30
320	Alcorn Hill Farm	345.50	414.98
216	Paul Lambert	410.55	437.50
540	Terral Farm	387.26	735.26
94	Bessie Lewis	55.67	83.08
160	Dahl Farm	222.93	262.15
150	Judge Hayes	192.00	270.35
200	Tabler Farm	100.33	130.19
170	Hurst Farm	503.88	591.61
300	Whalen Driskill	587.63	715.39
110	Briscoe	99.75	105.99
100	Briscoe	69.47	93.23
160	Baum Farm	87.93	151.60
80	Farley Farm	85.25	132.12
190	Rose Farm	166.39	139.80
160	Mee Farm	349.77	281.44
80	Gromer Farm	83.24	100.00
100	Jones Farm	50.00	25.00
88	C. K. Lambert	79.66	58.63
200	Eason Walker	184.82	262.69
190	A. J. Palmer	350.46	350.00
200	George A. Smith	55.88	106.79
180	M.E. Smith (flood)	444.12	166.07
177	Shott Farm	88.38	115.35
310	Triplett Farm	306.24	299.28
90	Triplett 90	68.53	96.90
157	Tangeman	128.96	187.35
320	Witherspoon	309.30	292.22
200	Eason Crop Farm	200.00	201.77
160	Johnson Farm	16.12	245.88
160	Overgaard Farm	34.38	60.04
88	James Farm	21.81	45.53
40	Fleet 40	13.00	28.43
160	Goerte	33.25	71.57
6010	34 Farms	\$6270.90	\$7677.51

Of the above 34 farms, total acres 6010, average 177 acres each, range from 40 acres to 540 acres.

**77% of these Farms Gained in Income!**

**T**O make the most money for you next year we need by all means to start in with your farm properties at once. Good tenants who are looking for better farms are making application **Now** for 1937, and if your tenant should be moved he must be notified by October 31.

Write us at once, sending a description of your farm properties. We will make prompt investigation and send our recommendations immediately. No obligation to you, of course.

It will help you greatly if you will do this now, while our men are in the field supervising harvesting and marketing. A postal card will do. MAIL IT AT ONCE!

WRITE FOR COMPLETE INFORMATION, SENDING A DESCRIPTION OF YOUR FARM PROPERTIES

## FARM SERVICE COMPANY

Citizens-Farmers Nat'l Bank Bldg.

Chickasha, Oklahoma

WHAT WE ARE DOING FOR  
OTHERS WE CAN DO FOR YOU!

Write Us Today!

Would You Like To Make More Money  
Out of Your Farm  
Properties?

