## THE EMPORIA GAZETTE W. A. WHITE, EDITOR AND OWNER W. E. HUGHES, MANAGER EMPORIA. KANSAS September 27, 1926. My dear Simons: You may have seen our twenty-four page paper the other day which was the office pride. Eugene T. Lowther, whom I think you may have met at some of the newspaper gatherings, was responsible for the advertising end of the paper. I want to be sure that I am paying him enough. He has not asked for a raise, but I want to give all that is coming to a young man in a town like Emporia. He has charge of the advertising and does that practically exclusively. What do you pay for a similar service in

What do you pay for a similar service in

Lawrence, and what would you think would be a fair wage
in Emporia for a young man who has charge of our
advertising? We have made a practice of keeping our
men whom we train here in Emporia. I get disturbing
rumors of high wages in the oil fields of Oklahoma
and Texas which we Kansans cannot pay. But I do want
to pay the highest Kansas price.

I shall be grateful for your confidential advice.

Mr. W. C. Simons, Lawrence Journal, Lawrence, Kansas. Sincerely yours,