WILMINGTON MORNING STAR, WILMINGTON, N. C., TUESDAY, APRIL 24, 1925.



An invitation tennis tournament (men's doubles), will be held at the

Country club on next Saturday after-Country club on next saturday inter-neon. All club members desiring to en-ter are requested to notify J. F. Post before Friday at noon, and are re-quested to list names of players in-



## "Conversation Circulation"

In the days when "Conversation Circulation" statements were the basis on which the advertiser bought space, the advertising solicitor who put up his story in the most pleasing manner generally got the business. In case the advertiser questions the figures he might possibly go to the newspaper office and look over the circulation records with his own auditors. But neither he nor his auditors knew the intricacies of newspaper circulation records or the possibilities for judging figures.

Circulation differences and arguments caused bitter battles between many newspapers. Ingenious schemes were used by unscrupulous publishers to put up the appearance of a larger circulation than they had. The prevalence of these practices brought out the necessity for a reputable agency to audit and report on circulation matters.

The Audit Bureau of Circulations was started eight years ago by a nucleus of the leading advertisers, agents, newspaper publishers. To day it has a membership of 1,800. The purpose of the bureau is to make fair and impartial audits of circulation records and it is now accepted as the Standard Authority among space buyers throughout the United States and Canada.

Every publisher-member of the bureau is required to make semi-annual statements setting forth the actual net paid circulation. Once a year the bureau sends an auditor to the office of each publisher to check and if necessary correct his circulation statements. Study the A. B. C. reports of the publications you are considering and it will not be necessary to argue about competitive circulation.

The Wilmington Morning Star is a member of the A. B. C. and would be pleased to submit a copy of the latest circulation report

The Wilmington News has applied for membership in the Audit Bureau of Circulations, first audit to be made at the end of the paper's first six month's existence. In the meantime, circulation records are open for inspection.

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