

Immunization Laws Will Be Enforced

State health officials are urging parents to make sure their children have had all immunizations required by state law before school starts again.

"This is particularly important for parents who have moved to North Carolina from another state within the past few months or parents who have children entering kindergarten or the first grade for the first time this fall," said Dr. J.N. MacCormack, chief of the Epidemiology Section for the N.C. Department of Human Resources' Division of Health Services.

"They may need to get their children's immunization records from their physician or local health clinic before school starts. The records should be verified and signed or stamped by a physician," continued MacCormack.

He noted that the new immunization requirements went into effect July 1. Under the new requirements, children must receive three doses of DTP (diphtheria, tetanus and pertussis, also known as whooping cough) vaccine by age one year, one booster dose of DTP vaccine during the second year of life and a second booster dose on or after the fourth birthday; three doses of TOPV (trivalent oral polio vaccine) by age two and a booster dose of TOPV on or after the fourth birthday, and one dose of measles, mumps and rubella vaccine by age two.

"Even though these are new requirements, they are now in line with what immunization experts have been recommending for years," said MacCormack. "If your child has been vaccinated according to the recommended immunization schedule, which is

now the required schedule, then there should be no problem meeting the requirements."

Under the old schedule, only three doses of DTP vaccine were required by age one year; three doses of TOPV by age two; and one dose each of measles and rubella vaccine by age two.

He pointed out that the immunization law requires students to be vaccinated within 30 days after the opening of school. After that deadline, students will not be allowed to attend school until they are properly immunized. The majority of children affected are those entering licensed day care centers, kindergarten and the first grade. The law allows exemption only for medical or religious

reasons.

"Children entering licensed day care centers may not have completed the basic series depending on their age," said MacCormack. "In this situation, the parents must provide the operator of the licensed day care center with a verified updated record when the child receives the vaccines."

He also noted that students entering North Carolina's colleges and universities for the first time this fall must provide their school with a record of immunization against rubella, measles, tetanus and diphtheria.

Immunizations are available from private physicians and free at local health departments.

Childbirth Classes Are Offered

For those expecting a new baby, Albemarle Hospital's two expectant family classes may be just the thing to get ready. Both are free of charge and offered monthly at the hospital.

Big Brother and Sister Class helps toddlers age three and up to prepare for their new role as a sibling with demonstration, discussion and role playing. Natural Feeding Class helps mothers to be prepared for breast feeding the baby. Both classes are recommended for those within three months of the delivery date.

Natural Feeding Classes will be offered each month on Thursday evenings from 7 to 9:30 p.m. Class dates are: September 10, October 8, November 12 and December 10. Big Brother and Sister Classes are offered monthly on Sunday afternoons from 3 to 4 p.m. Class dates are: September 13, October 11,

November 15 and December 13. Participants in the classes need only attend one session.

Both classes are taught by Jean Blystone, R.N., patient educator and are held in the AHEC building at the hospital. To register, call Blystone at 335-0531, extension 5271, or call the hospital's public relations office at 331-4455.

Vets' Queries Are Answered

(Editor's Note: The following are representative of questions answered daily by Veterans Administration counselors. Full information is available at any VA office.)

Q - I am a female veteran. Can I obtain gender-related medical treatment at a VA facility?

A - Yes, provided you meet the general eligibility requirements for medical care. Women veteran coordinators have been designated at each VA medical center and many regional offices to counsel women veterans seeking treatment.

Q - My spouse and I do not live together, neither do I contribute to his support. Can I claim him as a dependent on my pension claim?

A - No. A married veteran with no children is considered a veteran without dependents if not living with and not contributing to the support of her spouse.

Q - I own a manufactured home on a rented lot. I would like to purchase a lot for it. Can I do this using the VA guaranteed loan program?

A - Yes. A VA guaranteed loan may be used to buy and improve a lot on which to place a manufactured home you already own and occupy.

Family Offers Its Thanks

The Fayton Family wishes to thank the members of the American Legion Post 40 for the use of their most elegant building, for the use of their facilities, and for the scrumptious meal that was so well prepared and so appealing. Again, we, The Faytons say thank you.

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LIVE CLOSE TO THE WATER in this 3 bedroom, 2 bath brick home with fenced yard, extra outside storage, beautiful large fireplace and large kitchen. A bargain at\$69,900.



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BRAND NEW AND READY FOR a young couple or a retired couple. 3 bedrooms, 2 baths, large great room and back deck are only a few of the features to be found in this home in the Macedonia area. Come see it today.....\$55,000.



QUIET NEIGHBORHOOD with above ground pool. Great starter home. 2 bedrooms, living room and kitchen.....\$48,000.



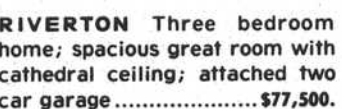
PERFECT STARTER HOME WITH PRIVACY. Don't miss the chance to see this immaculate and spacious two bedroom home located in Cape Colony...\$46,000.



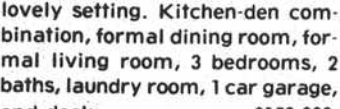
HISTORIC DISTRICT. Enjoy the convenience of being just minutes from schools and shopping in this lovely setting. Kitchen-den combination, formal dining room, formal living room, 3 bedrooms, 2 baths, laundry room, 1 car garage, and deck.....\$150,000.



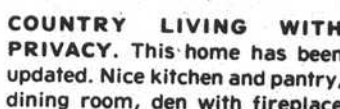
WESTOVER. 3 bedrooms, bath, great room with fireplace, kitchen, dining area, screened porch and detached garage.....\$42,500.



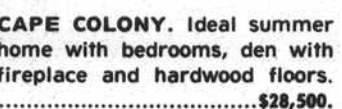
RIVERTON Three bedroom home; spacious great room with cathedral ceiling; attached two car garage.....\$77,500.



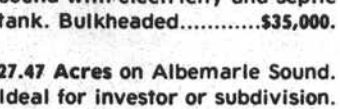
RECENTLY RENOVATED. Doublewide nestled on 2.2 acres. Three bedrooms, two baths, den, living room, dining room. Located in Perquimans County near Five-Mile Y.



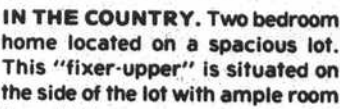
COUNTRY LIVING WITH PRIVACY. This home has been updated. Nice kitchen and pantry, dining room, den with fireplace.....\$55,500.



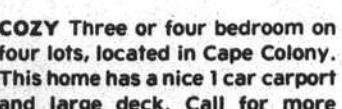
CAPE COLONY. Ideal summer home with bedrooms, den with fireplace and hardwood floors.\$28,500.



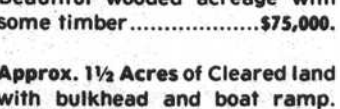
WATERFRONT PROPERTIES
100 x 200 Lot Cleared and bulkheaded lot on the Albemarle Sound with electricity and septic tank. Bulkheaded.....\$35,000.



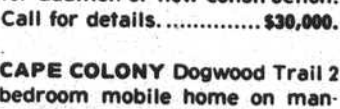
CHOWAN BEACH. Only few blocks from water. Nice retirement home with 3 bedrooms, 1 bath. Large workshop and carport.....\$49,900.



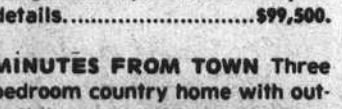
COZY Three or four bedroom on four lots, located in Cape Colony. This home has a nice 1 car carport and large deck. Call for more details.....\$48,500.



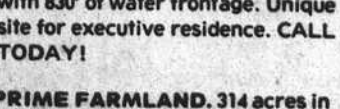
27.47 Acres on Albemarle Sound. Ideal for investor or subdivision. Beautiful wooded acreage with some timber.....\$75,000.



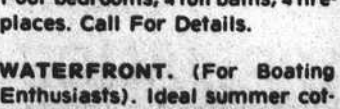
IN THE COUNTRY. Two bedroom home located on a spacious lot. This "fixer-upper" is situated on the side of the lot with ample room for addition or new construction. Call for details.....\$30,000.



GREAT NEIGHBORHOOD This beautiful three or four bedroom home is in move-in condition with custom draperies and accessories. Large family room with bar and fireplace, stereo system and more. Large fenced yard. Please call for details.....\$99,500.



Approx. 1 1/2 Acres of Cleared land with bulkhead and boat ramp. Ideal location with privacy. This lot is ready for your dream home!\$46,000.



CAPE COLONY Dogwood Trail 2 bedroom mobile home on man-made lake across the street from Albemarle Sound. Located on two lots. Perfect vacation or starter home.....\$15,000.

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MORE NET PROFIT

Question: My business has been growing but it seems as though I add more people and equipment without increasing my net profit. What am I doing wrong?

Answer: Let's see what happens in a typical company as the business grows. Suppose that a company is netting \$50,000 on total sales of \$1,000,000 (a 5% net profit). If this company has a 40% gross profit (markup on items sold), a \$100,000 increase in sales should add \$40,000 to the bottom line. I say "should" because the increase in sales may cause the need for more equipment, space, or inventory. Perhaps this company should take a closer look at managing how the company grows. Growth for growth's sake can be financially unhealthy. A better way to increase net profit might be to increase the gross profit on all or most of the items sold. A 4% increase in the selling price would add \$40,000 (\$1,000,000 x 4%) to this company's bottom line if the price increase doesn't cause a loss of customers.

Suppose this company sells a top quality product and provides excellent service. These are major factors in the competitive world. If 30% of the current customers account for 70% of the total sales, they are probably dealing with the company for reasons other than just low prices. Sell these customers on the fact that a slight increase in prices is necessary to maintain the quality of product and service that they expect and deserve. Good customers would like the company to be around in the future and should appreciate and understand the need for increasing prices.

When you add equipment, increase your staff, or increase your capital investment in inventory, you have increased the level of sales at which you can break even. If your company is now feeling the need to increase its capital investment, perhaps your manager should look first at increasing the price for which the product or service is sold. Just maybe!

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