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STRETCHING YOUR [®] by Philip J. Goldberg Chairman, Institute for Financial Planning Inc. TO PLAY ... EASY TO S100.00 WINNER: Carrie Blackwell. OTHER WINNERS: JOIN THIS FUN GAME "MAKE MONEY" \$500 Horace Styers, Joyce Phifer, Peggy Childers, Grace Bak-I would like to tell you about ting fre some of the methods manufac- Finally, I would like to remind turers use to make you think you are getting a bargain. This A-spends millions each year to put er, Sue Welch, Vickie Short, Mrs. Kate Blanton, Martha Pick up a "MAKE MONEY" envelope When you match both the left half and are getting a bargain. This A-merican way of salesmanship is with each visit to WINN . DIXIE. the right half of any of these denomi-F. Hope, Mrs. W. A. Earp, Christine Perkins, Jerry Paul, Adults Only Please. nations, you win that amount in cash their products in the most attrac-\$100 Becky Moore, Sonja Welch, Cornelius Young, Mr. Wilan unavoidable form of economic competition. Generally, it proby turning in both halves at your friendly WINN-DIXIE store. tive packages possible. Standing In Each sealed "MAKE MONEY" enliam Smith, Thurmon Peterson, Mrs. Clyde C. Bundy, the congested, competitive duces benefits for the public since manufacturers are convelope is a half of a "MAKE MONEY" shelves of the supermarkets, bill - either \$500.00, \$100.00 or \$1.00. Win Up To \$500 Cash! Jim Grice, Lillian Crothers, June Moore, Linda Brown, drug stores and department stores, products, more than ever drug Save all your half bills. stantly improving their products Paul Williams, Kathleen Scism, Mrs. Arron Campbell, to win your vote at the cash regre, must act as their own si-\$10 Please disregard void date on "Make Money" Bills . . . All bills are valid Helen Jenkins, John Paul and James H. Champion. ister. However, by being aware lent salesman. Therefore, wheregardless of void dates!! of the devices manufacturers use ther you are buying a cake mix to sell their products, you can or a deodarant, you will find PRICES AND OFFERS EFFECTIVE IN KINGS MOUNTAIN STORE help stretch your dollars. them handsomely packaged. Be I'm sure you have noticed the Taxe of division interest w careful - be wise and thrifty. line above the price of a gar-ment which indicates that its box. Buy the one that gives you ROUND-UP # FINEST BEEF! box. Buy the one that gives you comparative value is considera-bly more than the selling price. the most for your money. If you have any questions on Obviously, this is done to create how you can STRETCH YOUR DOLLARS more effectively, send the impression that you are getting an exceptionally good buy. But what is a comparative valthem to me at the Institute for Financial Planning, Inc., P. O. ue? It is only an imaginary a-mount put on the price tag by the manufacturer or retailer pretending that this garment is considerably under priced. It does NOT mean that the cost includer parts or chirt that Box 3176, Grand Central Station, New York, N. Y. 10017. **VA** Officers coat, jacket, pants or shirt that you are planning to buy would cost that comparative amount elsewhere. Do not be influenced Set Visits BRAND" Here, In Shelby by this selling device. A true GOVERNMENT GRADED Veterans who wish to take adbargain, as I have written in a previous column, is somethin vantage of a new law concern you buy today that actually sold for more yesterday. ing veterans who served between \mathbf{O} October 8, 1940 and Dec. 31, 1956, One of the most popular sales stimulants used today is the pre-mium. You are familiar with these as steak knives, dishes, bed will have an oportunity to do so March 15, when a Veterans Com-OOD STOR mission district officer will be at the Cleveland County Courthouse 03 sheets, and clocks that are given at 315 E. Warren street in Shel-away by manufacturers if you by. ONLY U.S.D.A. CHOICE SOLD HERE buy a particular product, or for Also, an officer will be at saving a certain number of box Kings Mountain City Hall March tops or coupons. Frankly, most 18 from 10:30 a.m. to 3 p.m. to W-D BRAND U. S. CHOICE of these premiums offered by assist veterans and their dependmanufacturers are really good ents. RLOIN STEAK 16. 89# buys. Manufacturers do not make a profit on the set of steak knives, the clock, or children's Under the amendment to the present non - service connected disability and dependent pension toys offered. These are given alaw, which allows certain W-D U. S. CHOICE way for other reasons. Chiefly, changes in amounts of pension, to have you try the manufacture certain veterans may apply for new insurance or add to any BONE er's product or to keep you uspresent service insurance. ing it if you are a regular custo-OUND ROAST 10. 794 me However, the wise shopper will not be lured into buying a pro-duct merely to get a gift. The shopper must decide whether the product is the one needed; does C. E. WARLICK it do the most effective job; can INSURANCE W-D Vacuum Packed you get an equally good one for BACON ... PKG. 49¢ less money; or can you buy larger size competitive products for the same money? Therefore, you **GROUND BEEF** AGENCY should be guided by your needs. price, quantity and performance FRANKS 1-LB. PKG. 39 rather than being stimulated to buy because of receiving a bonus. On the other hand, there are occasional premium offers which Insurance arer so lavish that it is almost obvious that the cost of these vour choice with a \$5. ASTOR MAXWELL HOUSE Protection items must be included in the price. For example, watch out for the carpet company which will do three rooms of your house for a flat price, and then Business you a beautiful end table. If you inspect this offer carefully, you will find the three rooms are li-mited to a certain amount of Auto yardage. If you check the quality of this carpeting and the amount · Home that you are to be given, you can PKG. frequently buy it somewhere else Dial 739-3611 at a better price. Be suspicious of the developer who is selling his homes with a "free" air-conditioner. Generally SOFT-WEVE WHITE OR ASSORTED PALMETTO FARMS PET EVAPORATED 110 W. Mountain St. NOTHING so costly is given a **Clip These Coupons** way free. This. too, is usually in 4:23-tfn cluded in the basic price of the house. Be sure to have a quali-fied home inspector give you a UPSET OR very accurate appraisal of the value of the house before you AX GREEN STAMPS 100 NERVOUS Limit 4. please buy it. This is the single larg-est investment you will make in A \$10.00 or More your entire lifetime. STOMACH? Order VOID AFTER MARCH 6, 1965 Limit dhe counce 1-LB. 29¢ Q TALL CANS Be wary of those washing ma-chines, television sets and lawn PKG. ¢ New medical achievement absorbs acid like a sponge. Settles your stomach like nothing else can. TRIALKA's formula Limit one coupon per adult customer. OF 2 mowers offered free if you re model your basement or add a is so effective doctor's reco ulcer sufferers. For heartburn, gas and stomach distress due end it for room. Compare their prices with companies not offering any high SUPERBRAND (6 DELICIOUS FLAVORS) priced incentives. You will find that you are paying for all the items that you are allegedly get-AX GREEN STAMPS الله معند المعند الم معند المعند معند المعند المع 50 ECR TRIALKA. HALF GAL. A this coupon & purchase ARGE SIZE REG. RISE SHAVE CREAM OR EXTRA COOL SHAVE CREAM DID AFTER MARCH STN YOUR COCL. WINN-BERE STOMACH RELIEF SO FAST YOU'LL FORGET WHY YOU TOOK IT!" STOMACH ULCERS Cake Pan OID AFTER MARCH BUSTO EXCESS ACID **UICK RELIEF OR NO COST** TRIALKA 35¢ 50 Ask About 15-Day Trial Offer! Jy GREEN STAMPS 50 Jx GREEN STAMPS Jx GREEN STAMPS With this coupon & purchase of 3-Lts. PKG. W-D HEADS Over five million packages of the WILLARD TREATMENT have been add for relief of symptoms of distress artising from Stownerk and Desedental Ulcove due to Ex-gen Add—Peer Digestion, Sour or Upon 1º COM-61-8-421-NEWS-TR4 GARDEN FRESH 57 Flounder Fillets JUICY FLORIDA LB. 12 Ground Beef CARRO Griffin D AFTER MARCH 6 thich fulle TASTE O' SEA **Drug Company** MEDICAL PHARMACY, INC. AN GREEN STAMPS 50 50 JA GREEN STAMPS A GREEN STAMPS 50 KINGS MOUNTAIN DRUG CO. 1:28-3:18 2:4-3:11 Fish B. BOX TASTE STATE AND 57 ふろ Fish Sticks **Chicken Livers** Spot Remover DON'T LET A STORM STRIKE YOUR POCKETBOOK - INSURE Sticks Storm damage may happen any time, but at all times, A GREEN STAMPS With this coupon & purchase of 50 50 EXTERA dy GREEN STAMPS 50 JX GREEN STAMPS proper farm insurance coverage can make sure you don't 24 suffer financial loss. Cost is low. Check with us. 2 1-1b. STATES 4.7 LB. SIZE W-D BARING 87 THE ARTHUR HAY AGENCY Blueberry Pies Loin Steaks D AFTER MARCH STR "ALL KINDS OF INSURANCE"

