

- Q. What are the 3 most important rules for profitable newspaper advertising?
- A. 1. Your advertising message should be newsy, friendly, informative, easy to read. Give facts and news about your merchandise and service.
  - 2. Advertise regularly. Make your advertising do what successful salesmen do-call on customers and prospects consistently.
  - 8. Insist on audited circulation reports that give you the FACTS about the audience that your sales messages will have when you buy newspaper advertising.
- Q. Is there a measure for the value of newspaper circulation to an advertiser such as the standards a merchant uses in buying merchandise-for example, like STERLING on silver?
- A. Yes-in the well known circulation standards of the AUDIT BUREAU OF CIRCULATIONS.

### Q. What does A.B.C. do for me?

A. At regular intervals one of the Bureau's large staff of experienced circulation auditors makes a thorough audit of the circulation records of each publisher member. The results of each audit are published in an easy-to-read A.B.C. report for your use and protection when you buy newspaper advertising.

### Q. What are the FACTS in A.B.C. reports?

- A. A.B.C. reports tell you how much circulation, where it goes, how obtained and other FACTS that help you buy advertising as you would make any sound business investment-on the basis of known values and audited information.
- Are all publications eligible for A.B.C. membership?
- A. No. Only those with paid circulation. This is important to advertisers because it is evidence that the paper is wanted and read.

## Q. What is the A.B.C.?

A. The A.B.C. is a cooperative, non-profit association of 3,450 advertisers, advertising agencies and publishers in the United States and Canada. Organized in 1914. Brought or-der out of advertising chaos by establishing a definition for paid circulation, rules and standards for measuring, auditing and re-porting the circulations of news-papers and periodicals. Keport

Q. Is this newspaper a member of the Audit **Bureau of Circulations?** 

A. Yes. We are proud of our circulation. We want you to know the FACTS about the audience your selling mes-sages will have when they appear in these pages. Ask for a copy of our latest A.B.C. report CULA"

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No, we don't do the planning or the actual building, but we provide the financing you need to pay the carpenter, roofer, plumber, electrician, architect, concreter, landscaper, lumberman, painter and mason.

It does take plenty of specialists to build a house, and our speciality is M-O-N-E-Y.

The weather has been tough, but spring is springing, and it's time to get going.

We're ready, willing and able to provide mortgage financing for:

- 1) The new home you want to build.
- 2) The new home you want to buy.
- 3 The repairs and redecoration you need to make your present home more comfortable and more commodious.

If you want fast, courteous service, Call 739-4781.

# Kings Mountain S.&L. Assn.

Ben H. Bridges, Secretary-Treasurer