Nursing in Raleigh.
The Gotorths are
Git
 tend Duke University on
NROTC scholarship this


 is a member of the choirin and the
Scott To Launch and officially welcome in June
as Dairy Month in Cieveland seeveral terents oto be the first of of ed
during the month by the cleve. commitiese
Bail teonk, Kings Mountain
dairmman, is chairman of June


 Scott is a son of the late Go
enror and
w and United States Senate
 B former member of the statee
Board of Conservation and Deelopment, and an army veteran
19535. He is a Presbyterian eld.
Youth Corps
 pals. Mr. Poston said application
bianks will be in the hands of Chanincipals within n a few days.
Chass said he was highly pleased to receive
signed contract ty youngsters can have gainful efits of work experience, during
the summer vacation. The agen.
cies served will benefit mutualTourisn is the main industry Lemons are themain
Lemons ar
citric acid. $\qquad$

## The Kings Mountain Area Needs And Deserves

Q. What are the 3 most important rules for
A. 1. Your advertising message should be newsy, frierdly, 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
customers and prospects consistently. 3. Insist on audited circulation reports that Inse you the racrs arcout the aedience that
your sales messages will have when you buy your sales messages will
newspaper advertising.
Q. Is there a measure for the value of news-: paper circulation to an adver tiser 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 Audir Bureau or Circulations.
of
Q. What doos A.B.C. do for nor
A. At regular intervals one of the Bureau's large
staff of experienced circulation auditors makes a thorough audit of the cireulation records of each publisher member. The results of each
audit are published in an easy-to-read audit are published in an easy-to-read A.B.C.
report for your use and protection when you buy newspaper advertising.
Q. What aro the FACTS in A.B.C. reporta?
A. A.B.C. reports tell you how much circualtion,


Q. Are all publications eligible for A.B.C membership?
A. No. Only those with paid circulation. This is important to advertisers because it is ovidence
that the paper is wanted and read.
Q. mant to to $A$ A.B., ,
A. The A.B.C. is a cooperative, non-profit association of 3, is0 advertisers, advertising agencies
and pubishersin the United States and Canada. and publishersin the United State
Organized in 1914 . Brought or-
der out of advertising chaos by der out of advertising chaos by
establishing a definition for paid $\qquad$ or measuring, auditing and re-
portingst the circulations of newspapers and periodicals.
about NEWSPAPER ADVERTISING

