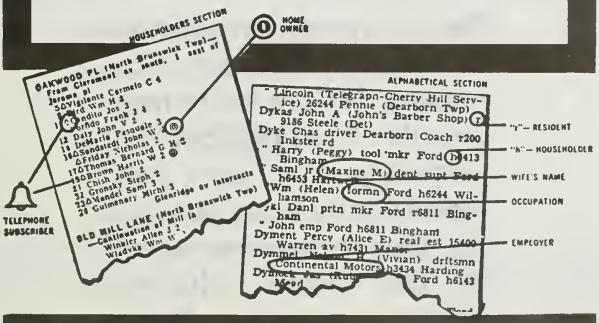
DIRECTORY SYMBOLS AND DESIGNATIONS



IN ADDITION to names and addresses, your City Directory contains much detailed information concerning the people of your community. In order to list this information certain symbols and designations have been developed which enable important statistics to be compressed into the smallest possible space. You will receive far greater benefits from your City Directory if you familiarize yourself with the symbols and what they stand for.

In checking credit applications, in conducting direct mail advertising programs, in planning sales campaigns, in building prospect lines, and in scores of other ways your City Directory will prove of invaluable assistance.

KNOW YOUR DIRECTORY SYMBOLS