

Q. Some super markets run two and three-page ads. I have noticed that Food Town does not. Is there a reason? A. C.

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- A. Yes. Newspaper ads cost money, and Food Town's ad budget does not allow for two and three-page ads.
- Q. Why is Food Town's budget for advertising not as large as other super markets? B. F.

- A. By keeping advertising costs down, Food Town can pass this money on to customers in the form of lower prices.
- Q. What do newspaper ads cost? Is the difference between one, two and three pages that much? G. Y.
- A. Yes. The cost difference is great. For example, it costs on the average approximately \$750.00 for a one-page ad, \$1,500.00 for a two-page ad, and \$2,250.00 for three pages. By running only one page Food Town cuts its ad costs by \$1.2 million per year.
- Q. Does all this cost-cutting in advertising mean that Food Town can offer lower prices? L. F.
- A. According to Ralph Ketner, president of Food Town, this is precisely Food Town's reason for keeping advertising costs down.

