ASKUS



Got A Question About Supermarkets, Buying Groceries, Etc? Write to P.O. Box 1330 Salisbury, N.C., 28144. We Tell It Straight.

Q. Why do some stores sell bulk produce and others don't?

A. This is a decision made by top management of each company. Food Town knows that from a sanitation standpoint, it is in the customers' best interest to buy self-service produce.

Q. Why do supermarkets put merchandise up so high so that you can't see the item or the price?

A. Limited space requires maximum use of space. Most supermarkets do not

 Q. Are super markets making more profit today? B.S.
 A. Profits are at a record low. The latest published figures show that net profit after taxes is less than a penny on the dollar of sales. The exact figure is 0.86 per cent of sales. That means that on a \$30 food order the typical super market keeps 26 cents as net profit.

Q. If super markets aren't making more profits, how can they afford to build big new stores? T.M.

A. Super markets must build stores to survive. Because their profits are low, they must sell more merchandise to more people, more efficiently. Larger stores with more merchandise make this possible.

Q. What is meant by the term "loss leader"?

A. A loss leader is something sold below cost. For example, if three-pound Crisco costs \$1.58 and sold for \$1.49, this would be referred to as a "loss leader".

Q. Why does Food Town use parcel pickup service?

A. Food Town's experience has proven that the cost of loading your groceries by use of parcel pickup is much less than the "roll-out" system used by many others. This savings is passed on to Food Town customers in lower prices.

Food Town is now back to regular shopping hours for your convenience - 8 a.m. to 9 p.m. Monday thru Saturday



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