

# OPERATING DECISIONS AND THE INCOME STATEMENT

**P**apa John's and Pizza Hut follow different operating strategies:

- Number-one Pizza Hut regularly creates new pizza varieties (such as the Big New Yorker, the Twisted Crust, the Stuffed Crust pizza you can eat backwards, the "FZone" calzone, and the "4forALL" with four individually topped pizzas in one) to attract customers to its eat-in, take-out, and delivery services. It now also offers a variety of pasta dishes. The company releases a new variety, advertises like crazy, waits for the customers to rush in, and hopes they will return.
- Papa John's focuses on producing a limited variety of pizzas for pickup or delivery. The company believes it can build strong customer loyalty and repeat business by advertising the simple slogan, "Better Ingredients. Better Pizza."

## FOCUS COMPANY:

### Papa John's International

IT'S MORE THAN DOUGH, CHEESE, AND TOMATOES

[www.papajohns.com](http://www.papajohns.com)

Despite these different strategies, Papa John's, ranked number three through aggressive expansion, aims to become the number-one pizza brand in the world by building the strongest brand loyalty. Papa John's believes this requires extensive local marketing efforts supplemented with radio and television advertising. In 2008, for instance, Papa John's aired nine national television campaigns to compete against its rivals. In 2009, as part of its 25th anniversary, Papa John's launched a new reality TV-style "Papa's in the House" ad campaign in which founder John Schnatter personally delivered pizzas to real customers' homes.

To reach new markets, the company continues to expand its company-owned and franchising operations. By adding new restaurants, Papa John's quality control centers increase their efficiency, taking advantage of volume purchasing of food and supplies and thus lowering operating costs. At the same time, Papa John's spends additional resources in developing and motivating its team members.

However, one of the most significant effects on a pizza restaurant's financial performance for a period is the cost of cheese. When cheese prices are low, the pizza chains compete by offering low-price deals. When cheese prices are high, they use other gimmicks. For example, Papa John's became the first pizza chain to offer 24/7 online ordering

# Financial Accounting Libby 7th Edition Answer Key

## Chapter 3

**G Thomas**



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