

## Why YELLOW PAGES Are Essential To Your Marketing Strategy AUTO PARTS & SUPPLIES-USED & REBUILT

The average display ad at the AUTO PARTS & SUPPLIES-USED & REBUILT heading generates 890 calls annually



The average display ad at the AUTO PARTS & SUPPLIES-USED & REBUILT heading generates \$63,667 in annual sales revenue



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The Return on Investment for the average sale at the AUTO PARTS & SUPPLIES-USED & REBUILT heading is \$31.40 for every \$1 invested in Yellow Pages display

In order to break even on an ad placed at the AUTO PARTS & SUPPLIES-USED & REBUILT heading, the advertiser needs to receive 55 calls annually.

STUDY COMMISSIONED BY THE ASSOCIATION OF DIRECTORY PUBLISHERS AND ANALYSIS PREPARED BY CRM ASSOCIATES