Jony Food Corporation

Family owned grocery store chain with various location in the Bronx, New York offers customers...
- Excellent customer service
- Competitive pricing
- Seasonal deals

Major Vendors
- Krasdale – major credit vendor
  ![Krasdale](image)
- Jetro – major cash vendor
  ![Jetro](image)

Inventory Credit Cycle
- Generate Purchase Order of Inventory
- Sale of Inventory to clients
- Received vendor invoice to be paid in full

Highlights
- Participate in highest profit period
- Successfully use aggregated demand to obtain amazing deals
- Capitalize on key seasonal periods – such as Christmas, and New Year’s Eve
- Fraud prevention due to close monitoring of vendors and clients
- Promote healthy relationship between vendors to encourage future deals
- Ensure timely cash disbursement for inventory purchased on credit
- Reduce loss of perishables by cutting price

My Involvement
- As assistant manager I trained new employees
- Implemented new project “Operation Demand” to use aggregated demand to increase negotiation leverage for discounts
- Unloaded delivery trucks housing an average of 800 boxes of various products
- Continuously updated Accounts Payable Subsidiary ledger open for credit vendors
- Organized inventory by lane for greater accessibility
- Monitored vendors for accuracy and faithfulness in reporting
- Timely payment of smaller local vendors

Typical everyday vendor invoice from small independent vendors
![Vendor Invoice](image)

Experienced Acquired
- Knowledge about ongoing successful business cycle
- Real practice of theory learned in class
- Insight on the importance of relationship strengths between vendor and buyer
- Effective marketing plans to encourage seasonal sales
- Understanding of strategic scarcity to prevent frequent purchase orders

Innovative Inventory Ordering System
- Scanning system

Typical everyday vendor invoice from small independent vendors

Strategic scarcity to acquire benefits of buying in large quantities
Timely cash disbursements to maintain relationship with vendors
Close monitoring of vendors during delivery

Huge Increase in Profit Levels

Undergraduate Accounting
Student
Jose Castillo
Faculty Advisor
Associate Professor in Accounting & Law
Alex Ampadu