

B. Indy Auto Parts - Saugus, MA

- Located in a strip mall, next to Midas Muffler & Speedee (oil change & tune-up specialty shop)
- Approximately 5M square foot. Gondola & wall fixtures.
- About 400 running feet
- Service Desk at back of store. Check out counter also in back.
- A lot of Truck Accessories in front of store:
 - Bedliner
 - Running Boards
 - Tool chests
 - Shocks (for trucks)
- Wipers: Anco (2 gondolas)
- Lights: Philips
- Very few Interior Accessories
- All peghooked or shelved, very little use of displays
- Wheel covers: Custom Accessories

Store Manager chat - Bob

- We offer lower prices than Auto Palace, but carry fewer SKUs & Brands.
- We basically offer the same Hard Parts inventory.
- Front door/retail merchandise accounts for 30-40% of our sales in this store.
- More over-the-counter sales