

## Making 2016 another successful year

*Steve George – XPart, General Manager – February 2016*

After another successful year for XPart in 2015, we are looking forward to 2016, and the new set of challenges and opportunities that the year will undoubtedly bring.

We know that we must get the basics right to be successful in 2016 – good availability and accuracy in our warehouse operations, to name but two. In addition to these ‘essentials’ XPart continually looks for opportunities to do things better or more cost effectively. Not least of our challenges so far this year has been to bring our packaging operations in house. We saw an opportunity to streamline our processes by undertaking this function ourselves at our Hinckley distribution centre. We now see parts delivered to us from our suppliers on day one, and they are then packed and put away by day two, ready and waiting for customer orders.

When we moved to Hinckley, some 18 months ago, we stored some of our slow moving parts off-site. This normally added a day to our despatch times for these parts. However, by being smarter with the space we utilise at Hinckley, we have been able to bring back over half of that product, thereby making those parts available for immediate despatch.

Another major opportunity for 2016 will be the launch of our new Bodyshop and Workshop Consumables programme. The new programme will contain over 8,000 product lines. This product will be ordered on SAP in the usual way, but supplied on a ‘cross-dock’ system. In other words, our supplier holds inventory, and will deliver customer orders to us within 24 hours of receipt of order. That delivery is then consolidated with the rest of the customer’s MG Rover parts order.

Amazingly it’s nearly 11 years since the demise of MG Rover and we celebrate the fact that there is great parts availability and a strong international distributor and servicing network keeping the cars on the road and in good condition. Rest assured, we will be making sure that we do everything we can to make 2016 another successful year for XPart and its customer network.