

Wilmink Engine Parts

SHAPING THE FUTURE OF THE
SUPPLY CHAIN, TOGETHER

wilmink
engine
parts

member of the
wilmink group

Wilmink Engine Parts

WILMINK ENGINE PARTS
STRENGTHENS COMPETITIVE
POSITION WITH SLIM4

Results & Company profile

- 10% increased availability
- More efficient purchasing
- Better anticipation of price increases

Website:

<https://www.wilminkengineparts.com/>

Country

Europe, Netherlands

Industry

Wholesale

Sector

Automotive



"With Slim4, we are able to realise our growth ambitions."

Frank Vuurboom

Purchasing Manager | Wilmink Group

Wilmink Engine Parts is the specialist in parts for internal combustion engines. With the implementation of Slimstock's supply planning software, Slim4, the company managed to improve its competitive position in a disruptive market, characterised by many shortages and price increases. 'Competitors of yesteryear even come to buy from us now because they can't get the parts anywhere else,' says Purchasing

Manager Frank Vuurboom. “To me, that says a lot. Together with Slim4, we have been able to achieve this.”

With a range of more than a million parts, Wilmink serves the aftermarket for passenger cars, trucks and other motorised applications. Focused on supplying to remanufacturers and wholesalers, Wilmink delivers its orders to customers all around the world. “With the transition to electric driving, you see competitors starting to lose their focus on combustion engines. By raising our profile more and more internationally, we can actually grow,” says Frank Vuurboom, Purchasing Manager.

Growth out of control

To facilitate growth ambitions, stock availability is crucial, but it was becoming increasingly difficult for the purchasing department to keep a grip on this. “The demand for our products is not easy to predict; you never know when they will break down. Through international platforms such as TecDoc, we are increasingly being found but that also makes demand erratic. A part that is phased out in Europe may sell in another country.”

‘There are also big differences in value and sales patterns,’ says Vuurboom. “Every year, for example, thousands of valve rubbers worth only a few cents are sold, but an eight-hundred-euro cylinder head sometimes only sells once. In addition, hundreds of new items are added every month. With just our ERP system, this became unmanageable.”

10% increased availability

The company decided to implement Slim4 and went live with it in 2021. “How glad I am that by then we had implemented Slim4 and buyers had their hands free to focus on the most important things. We saw that there were opportunities to grab additional market share and decided to increase inventory significantly. Slim4 allowed us to do this responsibly; we did ABC analyses, calculated scenarios and started ordering additional stock in a targeted way. As a result, availability increased by 10%.”

Alternative products

One feature in Slim4 that has given Wilmink a lot in both commercial and cost terms is the “umbrella function” for parts that are interchangeable. Vuurboom explains: “If engine parts are not in stock, there are sometimes alternatives available from other suppliers where customers can also get along just fine. Our specialists have the technical knowledge to assess which ones are suitable, and we have recorded that knowledge in a database to which Slim4 is also linked. Slim4 now prevents a lot of a particular slow-mover from being reordered while there are still plenty of alternatives in stock. On the other hand, it ensures that sufficient alternatives of fast-movers are always ordered.”

Being short on time

Slim4 also allows buyers to better anticipate price increases at suppliers. “Price changes are commonplace and take a lot of time to process administratively. If a supplier announces a price increase, you sometimes want to buy extra to still benefit from the lower price. With Slim4 you can calculate whether this is wise, and how much you should order. The same goes for scarce parts that are only sporadically produced by a supplier. When a batch of these becomes available, as a buyer you want to be able to place the right order quickly. Slim4 provides the perfect support for this.”

Turnover up substantially

Vuurboom looks back with satisfaction at the choice of Slim4 and how the implementation went. “Slimstock’s consultants really thought along with us and came up with pragmatic solutions. Given the hectic time we were in what was very pleasant.”

He is obviously most satisfied with the improvements that have been made. “The dynamics in the market are unprecedented, but we have nevertheless been able to increase our turnover and profit considerably. Competitors of yesteryear even come to buy from us now because they can’t get the parts anywhere else. To me, that says a lot. Together with Slim4, we have been able to achieve this.”

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