

How a B2B Buyer Streamlined Inventory with Our Engine Bulk-Order Fulfillment System

Client Success Story – Car Motive Parts



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Client Overview

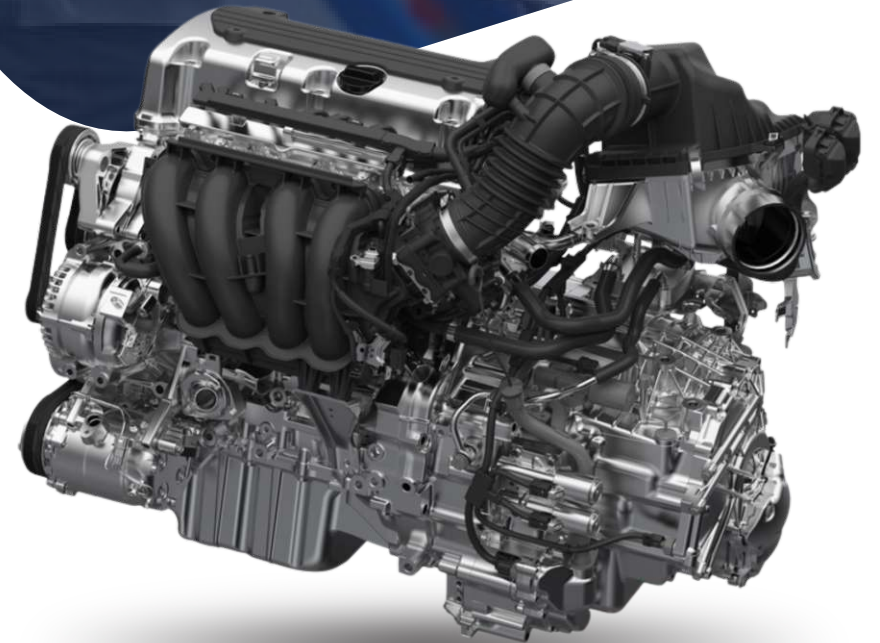
Client Name: Apex Auto Solutions, Inc.

Location: Dallas, Texas

Business Type: Wholesale distributor for automotive repair shops

Key Product Need: High-demand used engines for multiple vehicle makes and models

Apex Auto Solutions supplies used engines and transmission to 40+ independent repairing shops across the Texas. Their success depends on stock availability to meet fast market demands.





The Challenge Faced by Apex Auto Solutions

By early Q2, Apex faced a critical inventory gap in used engines due to:

- ◆ **Multiple Backorders:** Common engine models (Toyota 2AR-FE, Honda K24A, Ford Duratec 3L) were out of stock for weeks.
- ◆ **Supplier Delays:** Existing vendors required long lead times sometimes over 3 weeks per shipment.
- ◆ **High Freight Costs:** Multiple small shipments from different suppliers increased overall freight expenses.
- ◆ **Inconsistent Quality:** Engines from certain suppliers failed pre-installation compression tests, causing returns and customer dissatisfaction.

This created a risk of lost sales and strained relationships with their repair shop partners.

‘We were constantly juggling multiple small orders and paying more in shipping than we should have. It was becoming impossible to keep our repair shop customers happy’.— Michael Torres, Purchasing Manager, Apex Auto Solutions



Solution by Car Motive Parts

After discussing the pain points with Apex, Car Motive Parts offered a Bulk-Order Engine Fulfillment Program designed specifically for high-volume B2B buyers.

Key Steps Taken:

- ◆ **Centralized Order Planning:** We reviewed Apex's 6-month sales history to identify the top 12 fastest-moving engine models.
- ◆ **Bulk Procurement:** Secured 40 VIN-matched, compression-tested used engines from our nationwide supplier network.
- ◆ **Single Consolidated Shipment:** Arranged specific freight delivery to Apex's Dallas warehouse which reduces transport costs by 35%.
- ◆ **Quality Assurance:** Each engine came with full inspection documentation and up to 12 months parts warranty.
- ◆ **Inventory Buffer Creation:** We delivered them enough units to cover their projected demand for at least next 60 days.

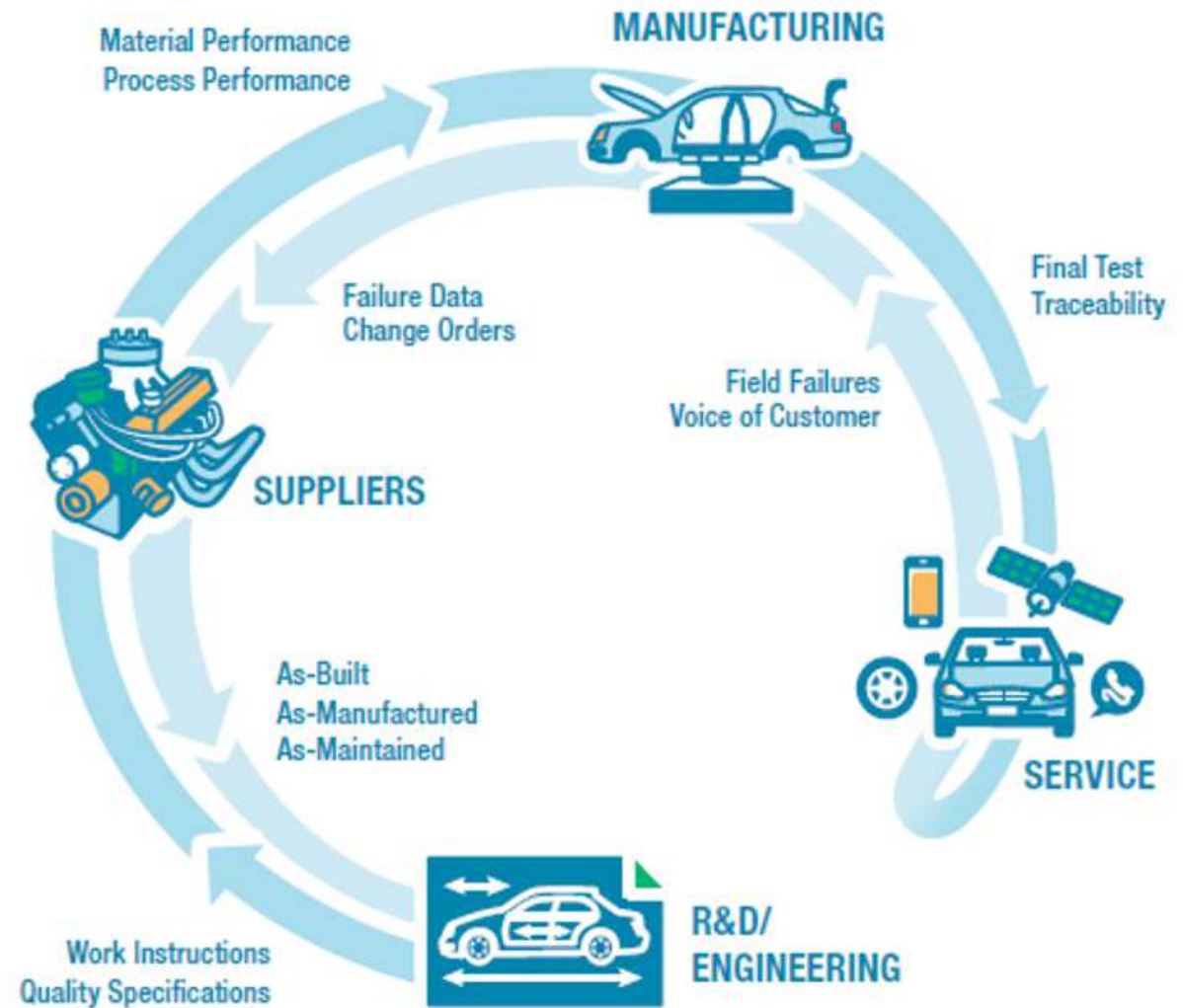
Timeline of Results

- ◆ **Week 1:** Client consultation and sales data review
- ◆ **Week 2:** Order confirmation and supplier coordination
- ◆ **Week 3:** Consolidated shipment of all 40 engines delivered
- ◆ **Immediate Use:** Engines distributed to repair shops within 48 hours of delivery



How Our Solution Helped Apex Auto Solutions

- ◆ **Reduced Lead Times:** From 3 weeks to a 1- week fulfillment window
- ◆ **Lower Freight Costs:** Saved \$1,400 by shipping in bulk
- ◆ **Improved Quality Control:** Zero failed compression tests on delivered engines
- ◆ **Increased Client Satisfaction:** Repair shops reported no delays due to stock shortages
- ◆ **Predictable Inventory:** B2B buyer could confidently meet peak demand



Client Testimonial



Michael Torres

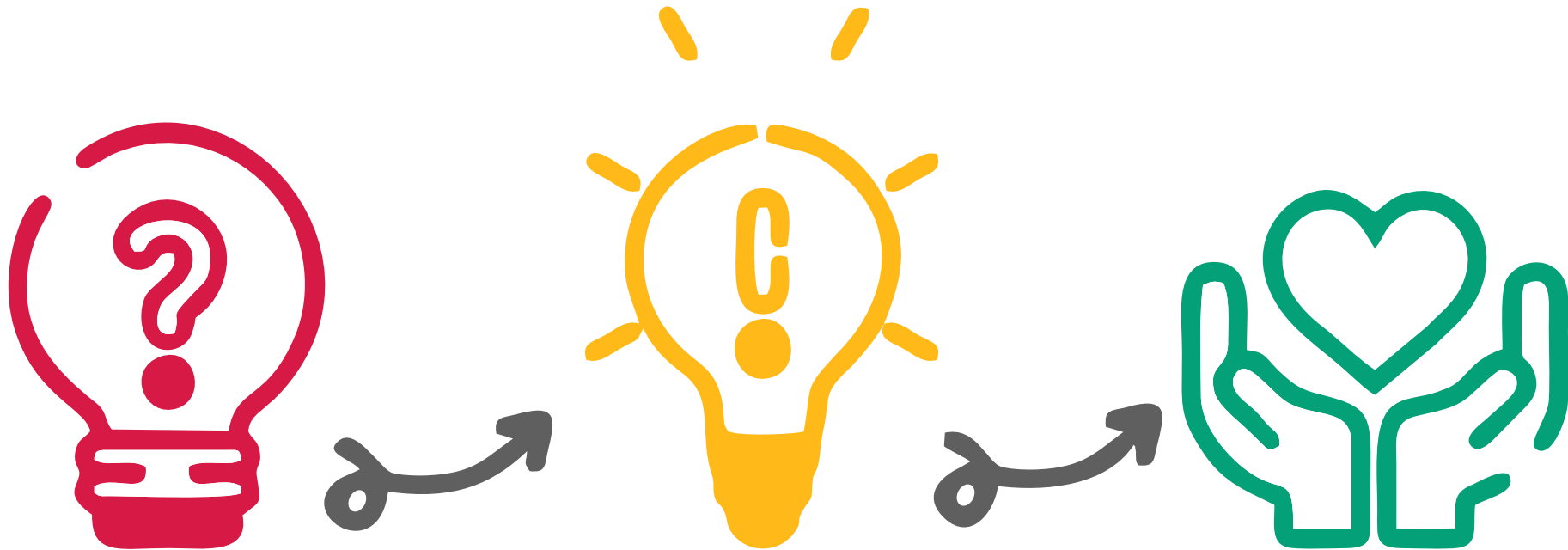
Texas



‘Car Motive Parts not only filled our order, they solved the constant headache of backorders. Our repair shops noticed the difference immediately’.

The Impact of Our Solution

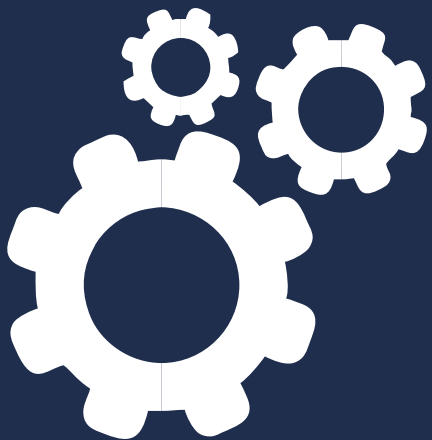
- ◆ **20% Increase in On-Time Deliveries to Apex's customers**
- ◆ **Freight Cost Savings of \$1,400 in a single bulk order**
- ◆ **Zero Returns due to failed pre-installation tests**
- ◆ **Inventory Stability for 2 Months without emergency purchases**



Conclusion

By implementing Car Motive Parts' Engine Bulk-Order Fulfillment System, Apex Auto Solutions transformed their inventory management. What was once a constant struggle with backorders, high costs, and quality issues became a streamlined process saving money, ensuring supply, and keeping their customers happy.





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PARTS

Thank You

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