



Jean-François Desmet, Nippon Pieces Services co-owner and sales manager

Jean-François Desmet, you are Nippon Pieces Services co-owner and sales manager, specialized in the distribution of a wide range of auto spare parts . Which target do you work with?

We work with NPS brand, which is the brand of our company. It includes genuine and after-market high quality products that we import directly from Japan and Korean in NPS boxes. Our aim is to develop our own brand, NPS brand. Our sale network is mainly composed of distributors - wholesalers or companies specialised in spare parts for Asian vehicules, and we are looking for new partners to join our network. Our aim is to develop our own brand, NPS brand on international level.

What are the advantages distinguishing NPS from its competitors?

There are some reasons for becoming our partner :quality of our products (original or equivalent quality), NPS product range is one of the largest in Europe (35 000 references for more then 210 product groups). We supply parts for more then 30 makes of Japanese and Korean vehicles, our stock (more then 20 000 square meter spread over a dozen agencies

throughout Europe), direct sourcing from manufacturer, our catalogue is easy to use, quick orders handling and shipments (deliveries within 24-48 hours), our customers can purchase without MOQ (Minimum Quantity Order) condition. NPS is also a human-sized company. We adapt our catalogue to the local demand and we study our customers feedback for developing our products. Our flexibility and reactivity distinguish NPS as a partner aiming to satisfy its customers demand.

In sales point of view , in a car market seriously burdened by the crisis, which moment is currently experiencing your business?

The market of spare parts for Asian vehicles is developing in spite of the crises. NPS is specialised in Japanese and Korean parts, so we can say that we are on a buoyant market. Moreover, we always try to anticipate the demand of our customers and to be present on different markets. NPS participates in exhibitions, our customers profit from our regular promotional offers, and we expand our commercial aggressivity to get through this uncertain period for automotive business.

What attitude the NPS management is addressing this economic period with?

We develop our range, we get new data processing tools for searching potential markets, for identification of parts in an easier and precise way and we try to keep the same team and our structure for a steady development.

What is your business future? Which prediction do you feel to forecast for 2013?

We are going to sign contracts with new franchising companies during this year and we give our help to develop those that started in 2012. We are also looking for new distributors in Italie and one or several local franchising companies.

Now what planning is NPS investing on?

The major investment is done for the development of NPS new catalogue. The new version will be available in March and will include the biggest database for spare parts for Japanese and Korean vehicles. On international level, we often participate in exhibitions and are constantly looking for new opportunities for development : master franchise (direct importer of NPS products) or opening new franchises which are the shops specialised in sale of spare parts, in reparations and maintenance of Asian vehicles. We invite your users to join NPS for a long term and successful partnership.

