

Boxing clever

ByBox, a leading force in overnight parts distribution for engineers, has launched a new service to enable engineers to exchange stock between themselves and in so doing reduce overall stockholding.

ByBox2Box is the brainchild of the company's chief executive Stuart Miller and was developed initially for its customer Konica Minolta to maximise the efficiency of their field service network. ByBox says the service is set to further revolutionise the parts distribution market and has since been rolled out as part of the company's portfolio of overnight parts distribution services.

The company was formed six years ago when Miller bought a french left luggage locker manufacturer. Following trials in the USA the company built up a network for box banks in the UK at service stations and other easily accessible locations. ByBox now operates the largest dedicated through-the-night distribution service.

The company makes over two million deliveries a year into its network of 14,000 drop boxes at more than 750

locations. Its pre-8am delivery service, which operates six nights a week, is 100 per cent predictable and has created the most reliable field service (distribution) solution in the industry according to the company.

"With the critical mass we now have in the network we decided it was time to invest to develop the business," says Miller. And one manifestation of this investment is the new ByBox2Box service is an innovative solution available to any organisation needing to transfer stock between engineers and not only ensures that an organisation's stockholding is maximised but also saves money in restocking charges while at the same time ensuring that the ownership of stock is 100 percent accurate.

Traditionally if an engineer had surplus stock required by another engineer he would either have to despatch the item for the other engineer to collect or place a separate order to the central warehouse resulting not only in unnecessary downtime but use of capital in ordering additional parts already in the field.



Thinking out of the box, ByBox chief executive Stuart Miller.

The ByBox2Box service however eliminates this by enabling the sending engineer to simply place a Box2Box label on the item, address it to the receiving engineer and place it in his box. On collection, ByBox's advanced tracking system identifies it as a Box2Box consignment and reroutes it to the receiving engineer's box.

"This latest service offering is yet another example of how we are continuing to push the boundaries and respond to the needs of customers," says ByBox chief executive Stuart Miller.

"The ByBox2Box concept is simple but one which is proving to be an effective solution within our customer base. As a company ByBox continually strives to ensure that it not only continues to meet the needs of its customers but also the demands of the market. We work in tandem with our clients in order to understand their business. The aim is to deliver solutions that maximise productivity and reduce unnecessary stock levels bringing measurable benefits to the bottom line."