

## Beck/Arnley Customer Spotlight: XL Parts



XL Parts is the fastest growing direct-to-the-installer parts supplier in the Houston, Dallas/Ft. Worth, and Oklahoma City areas. Their inventory exceeds 120,000 part numbers incorporating 175 product lines, which are available at locations strategically placed throughout their market areas.

They will proudly tell you that their most important ingredient is their people. They have the most experienced counter and outside-sales staff in the Gulf Coast. XL Parts people all work as a team focused on customer satisfaction. From the smallest one man operation to the very largest shop employing 10 or more technicians, you can count on XL Parts to get you the right part the first time.

XL Parts runs an extremely efficient inventory operation. They have a 5 acre mega warehouse facility that features state of the art logistics and distribution operations that continuously refresh the stores located throughout the Houston, Dallas/Ft. Worth, and Oklahoma City Metro areas with in-demand parts and accessories.

They use leading edge communication and supply chain systems that provide high speed, real time connectivity between their stores and headquarters. With locations in virtually every area of the Houston area and complete lines of foreign (Beck/Arnley) and domestic coverage, XL offers all installers true "one phone call access" ability.

Robert Roos, Marketing Manager, comments on their relationship with Beck/Arnley. He says, "XL Parts would like to thank Beck/Arnley for featuring us during the month of September. With the import automotive market share continuing to grow, our partnership with Beck/Arnley becomes more and more critical in order for us to be able to effectively service our installer customers. Having the availability of numerous import product line offerings from one main supplier greatly improves our ability to efficiently provide products to this fast growing market segment. Beck/Arnley has helped XL Parts to remain viable and competitive as the import aftermarket grows and changes."

Denny Cranford, their Beck/Arnley sales representative, says, "I have been calling on XL Parts since they started their business and everyone involved in the company is top notch. They are always interested in any new offerings we have and always looking for ways to grow their import business with Beck/Arnley. In 2008, Beck/Arnley received the 2007 Vendor of the Year Award from XL Parts, which was an honor."

Beck/Arnley and XL Parts – a great partnership!

