

3. FOCUS

De groothandel van de (nabije) toekomst kan zich enkel onderscheiden door zich te focussen op: prijs, marketing, service en onderhoud of op assemblage.

3.1. Focus op prijs

De traditionele 'dozenachter' heeft nauwelijks bestaansrecht door de opkomst van online platforms. Iedereen kan een productlijn openen en die aanbieden via een online platform als Amazon.com, eBay of Marktplaats. Voorraden aanhouden is veel meer nodig. De verkopen vinden plaats via het online platform, het sufficient is uitbreiden en de betalingsverwerker zorgt voor het innen van de digitale facturen. De inspanning van de groothandelaar is contact onderhouden met de producent om periodiek een container met goederen te verzenden. Hij pakt hier zijn marges mee. Dit betekent dat de moderne 'dozenachter' dus enkel statie verkoopt. Daar ligt zijn verdienmodel. Dozenachters transformeren naar leveringsketens tussen vraag en aanbod. Dat betekent dat ze super snel kunnen leveren, doordat alle partijen zoals aanbieder, leverancier, transporteur en inventaris de sufficientie verbonden zijn met het systeem van de groothandel. Dit vormt een ander systeem dan een traditionele ERP-oplossing. Het nieuwe ERP van de groothandel moet per verkoopkanaal zoveel mogelijk gegevens online ontlokken, zodat de handelaar weet wat er gebeurt.

3.2. Focus op marketing, service en onderhoud

Fabrikanten van massaproducten hebben vaak geen verkoop- en marketingafdeling. Zij willen zo goedkoop mogelijk produceren en die productie in grote hoeveelheden wegslepen. De groothandel kan hier een toegevoegde waarde bieden door de distributie van de producten en deze te versmarkten. Veel productiesproducten kopen uit op een belevenstelling vanwege een slechte promotie. Een groothandel kan klanten ondersteunen door nieuwe producten marketingpower mee te geven, toegespijst op de behoefte van zijn doelgroep. Een internationale producent heeft deze kennis niet en heeft de draag uit een lokale distributeurs. Ze dragen ook zorg voor een goede service, after sales en merchandising (advies, reparatie en garantie) of het regelen schaphuizen bij reparatiekosten (shop-in-shop). Waartoe de groothandel zorgt voor de complete logistiek en de financiële administratie. De retailer heeft zo geen omkijken naar de schaphuizen. De groothandel creëert zo een mooi afzetkanaal voor zijn producten.

3.3. Focus op assemblage

Er zijn ook ondernemingen die eigen merk producten uitbrengen. Dit zijn vaak standaardproducten die bewaard zijn. Deze met een assemblage kan ook een focus zijn van een groothandel.

Continuïteits aanbieden, kitting, is ook een functie die de groothandel onderscheidend kan maken. De groothandel koopt in bulk verschillende producten en bundelt die lower producten en levert deze aan retailers. Op deze producten zit een aantrekkelijk marge. Door ze te bundelen zijn ze in de ogen van de consument aantrekkelijk gekoppeld. Hij is zo sneller geneigd om het koop over te gaan, dan wanneer hij de producten los moet aanschaffen. Door assemblage maakt de groothandel een standaardproduct onderscheidend en daardoor kan hij een moedige marge rekenen. Uiteraard moet het product wel toegevoegde waarde hebben voor de afnemer.

De Functie Van De Groothandel

A. F. P. Hulsewé



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