

VPU-004

Paint & Material Profitability

1-Day Interactive Collision Center Workshop

Highlights:

Paint and Material Profitability demonstrates how to analyze the factors that influence a collision center's profitability on paint and materials. Students calculate actual *paint only cost* and *paint and material cost* per-paint hour and explore ways to maximize profit. Attendees assess sales by scrutinizing damage reports for non-included items, add-ons and proper classifications. Costs are reduced by usage reduction and proper classification of non-paint items. Sample collision centers are analyzed to determine what separates excellent from average or poor performance.

Who Should Attend:

Collision Center Managers, Damage Writers, Production Managers and Coordinators

Key Points:

- Understanding the third profit center
- Managing paint and material sales and costs issues separately
 - Performance measurements
 - Door rates
 - Supplements
 - Insurance caps
 - Misclassification
 - Inventory control
 - Accountability
 - Waste
- Effectively utilize VisionPLUS® OnLine to measure and improve performance

Learning Objectives:

Upon successful completion, participants should be able to:

1. Understand what affects paint and material profitability.
2. Accurately determine a collision centers actual profitability on paint and material.
3. Understand and track the paint department's key performance indicators (KPI's).



Training approved for Gold Class and Platinum points through the I-CAR Industry Training AllianceSM

