



1-Day Interactive Collision Center Workshop

Paint & Material Profitability

Highlights:

Paint & Material Profitability involves participants in discovering and analyzing the factors that influence a collision center's profitability on paint & materials (P&M). We will first assess P&M sales by scrutinizing damage reports for not-included items and P&M add-ons, proper classification on the damage report and repair order, and measuring actual P&M sales per paint hour. Next, we will seek to minimize P&M costs through usage reduction, proper classification of non-P&M items, and analyzing both total P&M cost and Paint Only Cost per paint hour.

Finally, we will analyze the performance of example collision centers to learn to determine what separates excellent from average or poor performance.

Who Should Attend:

Collision Center Managers, Production Managers and Coordinators, Damage Writers

Key Points:

- The 3rd Profit Center
- Learn how to manage P&M Sales and Costs separately
- P&M Sales Issues
 - Output
 - Door Rates
 - Supplements
 - Insurance Caps
 - Misclassification
- P&M Cost Issues
 - Output
 - Misclassification
 - Inventory Control
 - Accountability
 - Waste & Habits
- Learn to focus on First Things First
- P&M Key Performance Measurements
- Effectively utilize VPOL to improve performance

Hands-on Exercises
Forms and Tools
Benchmarks

Presented by:

Bernie Blickenstaff

Collision Management Services, Inc.

Cost: \$499.00 per person

**BASF Customer only \$299.00 per person or
\$249.00 for two or more from same
Collision Center**

Seating is Limited!

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BASF Representative to
reserve your space.**

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