



Administration

Production

Leadership

Sales and Marketing

Financial Management



Location: Courtyard Dulles Airport
Address: 13715 Sayward Boulevard

City, State: Herndon, VA
Phone: (561) 643-0951

Date: 08/04/2026 - 08/04/2026
Time: 8:00 AM - 5:00 PM

Cost: \$395.00

MVP Business of Parts Management

THE BUSINESS OF MANAGING PARTS FOR COLLISION REPAIR

Collision parts sales represent 40% or more of a typical collision center's sales volume and are critical to achieving delivery and cycle time goals. Given this contribution to the repair process and profitability, parts must be managed with structure, organization, and critical timing included in solid business processes. This seminar will focus on the key processes of ordering, receiving, storage, delivery, and returns for collision center parts. Additionally, this course identifies the key business management practices as well as lean principles for value stream management, work standardization, and ongoing improvement. 5S Workplace Organization for collision parts will be covered to introduce best practices and improvement techniques to ensure good handling of parts inventory.

Production Courses

Exceptional performance to produce consistent and predictable results

Collision repair shops face ever increasing demands from work providers and vehicle owners to improve Quality, Speed and Cost. The production management oriented courses offer real world insight into how you can meet, and even exceed expectations, given today's market challenges.

WHO SHOULD ATTEND Shop Parts Managers, Shop Parts Assistants/Receivers, Dealership Parts Managers, Shop Owners, Managers, Production Managers

COURSE OBJECTIVE Improve parts management processes and result in improved cycle time, inventory reduction, and improved expense control.

COURSE LENGTH 1 - day course

CLASS SIZE 10 minimum, 30 maximum (venue permitting)

TOPICS COVERED

- Participants will gain an understanding of the financial impact as well as the key measures/metrics for measuring parts management.
- Participants will understand the parts impact on the overall value stream and the time effect of failure loops
- Participants will review the parts relationship in Repair Planning
- Participants will learn the parts vendor selection processes, evaluation tools, and negotiation
- Participants will be introduced to critical parts ordering, receiving, storage and returns processes

MINIMUM REQUIREMENTS Any PPG customer is eligible to attend any MVP Business Development Series course

I-CAR participants are eligible to receive **7:00 Credit Hours** for this course.
Participants are eligible to receive **14 AMI credit hours** towards the Accredited Automotive Manager (AAM).
Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

MVP Business Development Series

Key success factors for performance-driven businesses

Grouped in 5 functional areas

The key to success of these courses involves incorporating the real-world expertise of MVP Certified Instructors, along with practical and relevant business curriculum. As a result, PPG offers hundreds of courses each year at state-of-the-art PPG Business Development Centers across North America.

We invite you to explore more on how these exciting programs can improve your performance and profitability in an increasingly competitive marketplace. The collision industry's most comprehensive set of business courses can be found grouped into five functional areas within the Business Courses page on the PPG MVP website at: www.ppgmvp.com

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