



Maximize Your Gross Profit Margin on Parts



\$ Streamline your parts management system
- know your vendors

**Decide on the margins you need for parts
and insert a matrix into your parts
management system**

**\$ Work with vendors for possible
discounts/preferred pricing**

Charge for all parts, even the small ones

**Understand profit numbers by
manufacturer to make more informed
purchase decisions**

**\$ Purchase aftermarket parts to increase
margins**

**Understand shipping times and prices -
lower costs won't matter if you lose money
on repair delays**

**\$ Increase markups if you're not making
enough to cover costs**