



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