



## PARTS PRODUCTIVITY IMPROVEMENT SEMINAR WITH DAVID PIECUCH

### WHO SHOULD ATTEND

Parts Department Managers

### DURATION

One Day – 9:30 a.m. to 3:30 p.m.

### DATE

◆ Thursday, March 18, 2010

### INVESTMENT PER PERSON

**\$165** (*Member*) – **\$215** (*Associate Member*) – **\$265** (*Non-Member*) includes:

- ◆ Continental Breakfast
- ◆ Hot and Cold Beverages
- ◆ Lunch
- ◆ Participant Materials
- ◆ Job Aids
- ◆ Professional Facilitation

### COURSE DESCRIPTION

Is your Parts Department affecting your Service Department's overall shop productivity? Many Parts Departments are still operating on sub-standard, basic set-up criteria that does not, and cannot, meet the demands of today's Service Departments. Parts Departments need consistent maintenance throughout the year based on parts movement and "Life Cycles." Many automotive manufacturers have developed new stocking levels and new incentives to help meet today's demands, which makes it even more imperative to constantly maintain and modify our own basic criteria within our own computer systems. The course allows Parts Managers to modify and stay "In Tune" to today's parts movement and "Life Cycles" BEFORE it becomes obsolete. Reduced obsolescence leads to increased "return on investment" and "gross profits."

### TOPICS COVERED INCLUDE

- ◆ Parts Manager Training
- ◆ Parts Sales Training
- ◆ Inventory Management Training
- ◆ Computer Set-Up Criteria Maintenance
- ◆ Obsolescence Reduction
- ◆ Source Stocking Set-Ups
- ◆ Bin Layouts
- ◆ Special Order Maintenance
- ◆ Increased Department "Fill Rate"
- ◆ Increased "True Turns"
- ◆ Increased "Return-On-Investment"
- ◆ Higher Gross Profits
- ◆ Higher Service Absorption
- ◆ Follow-Up Training

# NJ CAR ACADEMY

## PARTS PRODUCTIVITY IMPROVEMENT SEMINAR WITH DAVID PIECUCH

**DATE:** MARCH 18, 2010 – WEDNESDAY

**LOCATION:** NJ CAR HEADQUARTERS  
856 River Road  
Trenton, NJ 08628

**TIME:** SEMINAR BEGINS AT 9:30 A.M. AND ENDS AT 3:30 P.M.  
*Seminar includes a Continental breakfast, lunch and refreshments.*

**COST:** \$165 (MEMBERS)    \$215 (ASSOCIATE MEMBERS)    \$265 (NON-MEMBERS)  
*Includes all required course materials*

**DIRECTIONS WILL BE FAXED UPON RECEIPT OF REGISTRATION AND PAYMENT**

**CANCELLATIONS MUST BE RECEIVED FIVE (5) DAYS PRIOR TO THE SEMINAR TO RECEIVE A REFUND.**

Dealership Name: \_\_\_\_\_

Attendee Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Attendee Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Attendee Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

*(Attach a Separate List of Attendees with Titles for Additional Attendees.)*

Address: \_\_\_\_\_

City: \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### **PAYMENT INFORMATION**

Payment enclosed in the amount of \$ \_\_\_\_\_ (Payable to "NJ CAR")

Charge to the following **Credit Card:**     CORPORATE     PERSONAL

AMEX     VISA     MASTERCARD     DISCOVER

Credit Card No.: \_\_\_\_\_ Exp. Date (Month/Year): \_\_\_\_/\_\_\_\_

Cardholder Name: \_\_\_\_\_

Credit Card Billing Address:     **SAME** as Corporate Address

I am an authorized user of the above-mentioned credit card and NJ CAR is authorized to charge this card the total amount due.

Cardholder Signature: \_\_\_\_\_

### **FORWARD COMPLETED REGISTRATION TO:**

**NJ CAR, ATTN: CHRISTINE PHILLIPS**  
**856 RIVER ROAD, TRENTON, NJ 08628 PHONE: 609.883.5056, EXT. 310 FAX: 609.883.1093**  
**E-MAIL: [CPHILLIPS@NJCAR.ORG](mailto:CPhillips@NJCAR.ORG)**