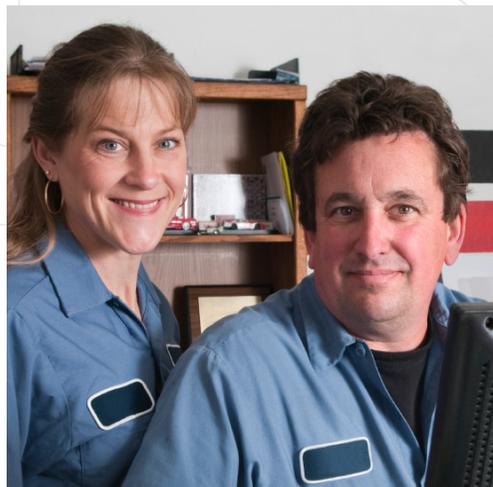


valspar®



What does the Valspar Quality First® program provide?

- The Valspar Facts Online Benchmarking Program
- Business Consulting
- Valspar Quality First Lifetime Warranty Program
- Networking Forums
- Technical and Equipment Audits
- On-site and Off-site Training
- Facility Layout and Design Advice



For more information about Valspar, visit www.valsparautomotive.com



valspar®



Tools in Improving Body Shop Performance



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if it matters, we're on it.®

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Making sense of the figures starts now

Improving body shop performance by providing accurate and timely information and guidance on matters that effect the success of your business.

The speed of change in our increasingly competitive industry is unprecedented. At Valspar, we recognize the challenges the modern day body shop faces and have developed a state of the art program designed to give the body shop the tools required to keep you ahead of the game and enjoy higher levels of success.



The Valspar Quality First® program advantage

'The Valspar Facts' – Online Benchmarking Program

The Valspar Facts online benchmarking program allows the body shop to review their performance. This can be compared against the average of other body shops across the state or nationwide who participate in the Valspar Quality First® Program.



This is achieved through a total of 67 Key Performance Indicators (KPI's) contained on The Valspar Facts web site. KPI's are a set of quantifiable measures that allows a business to gauge performance in terms of meeting its operational and strategic goals.

Reviewing a body shop's KPI's against state and national averages will quickly highlight potential areas of improvement that will lead to increased profitability.

Being online provides your body shop with timely information allowing them to respond quickly when required. Historical data is also maintained allowing the body shop to track progress over time. Your data is securely maintained online: only yourself and your Valspar Quality First consultant will be able to access the information.

The broad variety of KPI's will also make sure that every facet of your body shop's profitability is being tracked. From labor to materials, profit performance to hourly cost of operations - your business can be tracked allowing you to achieve the growth you desire.

Business Consulting

Your Valspar Quality First consultant is available to assist your body shop in determining courses of action to improve all areas of your business leading to increased profitability. Whether you want to turn around efficiency or estimating accuracy, your designated Valspar Quality First consultant is your partner in all aspects of body shop management.

Valspar Quality First Lifetime Warranty Program

After a inspection of the premise, your body shop will become an exclusive members of the Valspar Quality First network of Certified Collision Centers. This entitles your customers to a lifetime warranty on the high quality paint work you complete on their vehicle. The end result is simple: A properly equipped body shop, a long lasting quality finish backed by a written lifetime warranty, and a satisfied car owners.

Networking Forums

As a member of the Valspar Quality First Program, you will be invited to attend Networking Forums and Seminars. This allows you to discuss current issues relevant to your business with other repairers. By collectively grouping with other Valspar Quality First body shops, you can be assured of networking opportunities with like-minded body shop operators.

Technical and Equipment Audits

When your equipment isn't performing at it's maximum potential, neither can your staff or the body shop as a whole. Membership to the Valspar Quality First Program provides your body shop with Technical and Equipment Audits that ensure the most efficient practices are utilized in your business.

On-site and Off-site Training

To ensure body shop staff are kept up to date with the most current practices and techniques, Valspar Quality First members will be entitled to regular training of body shop staff. Valspar offers a variety of courses, including Introductory and Advanced level training in product use. Also available are WaterBase Introduction courses for those wanting to take their shop to the next level in technology. Training is available on site for groups.

Facility Layout and Design Advice

The Valspar Quality First Program readily provides assistance regarding Facility Layout and Design of a new or existing body shop to members. Take advantage of our experience and contacts within this industry to have your body shop reaching it's maximum potential.

For more information
on the Valspar Automotive
Quality First Program, email
Q1@valspar.com
