



Becoming a Parts Plus Member: What's in it for you?

www.partsplus.com.au

Building a **Strong and Trusted** Auto Parts Brand Together

The Parts Plus Group is a collective of Quality Australian Auto Parts Recyclers united by a common goal: Work together to grow the industry and the success of members. By adhering to best practices, implementing innovative marketing strategies, and fostering collaboration, Parts Plus has become a trusted name in the industry.

What Sets Us **Apart:**



Common Standards: We set and maintain best-practice standards to ensure a positive experience for customers, backed by our No Fuss 6 months Parts & Labour Warranty.



Inter-Trading Priority: Prioritising inter-trading of brokered parts within the Parts Plus group.



Continuous Innovation: Implementing new marketing ideas to stay fresh in customers' minds and remain visible in the marketplace.



Knowledge Sharing: Regularly comparing business and group key performance indicators to learn and grow together.



Teamwork/ Helping Each Other: Quarterly meetings between members sharing KPIs and best practice ideas to improve performance for each other.



Intellectual Property Sharing: Sharing market-leading concepts across the group for mutual growth.



Annual National Sales Conference and Awards to strengthen our network and recognise staff.



Group Buying Power: Utilising group buying opportunities for cost efficiency.

Meet Our Members

Parts Plus boasts eleven members across Australia, including nine fully branded members and two affiliates. Full membership involves complete branding with Parts Plus, while affiliates maintain their brand identity with the 'Parts Plus Approved Member' logo.

Current Members:

NSW

- All Four x 4 Dismantling (Affiliate Member)
- Formaz Parts Plus
- Hytech Parts Plus
- Penrith Auto Parts Plus
- Scott's 4WD Parts Plus

VIC

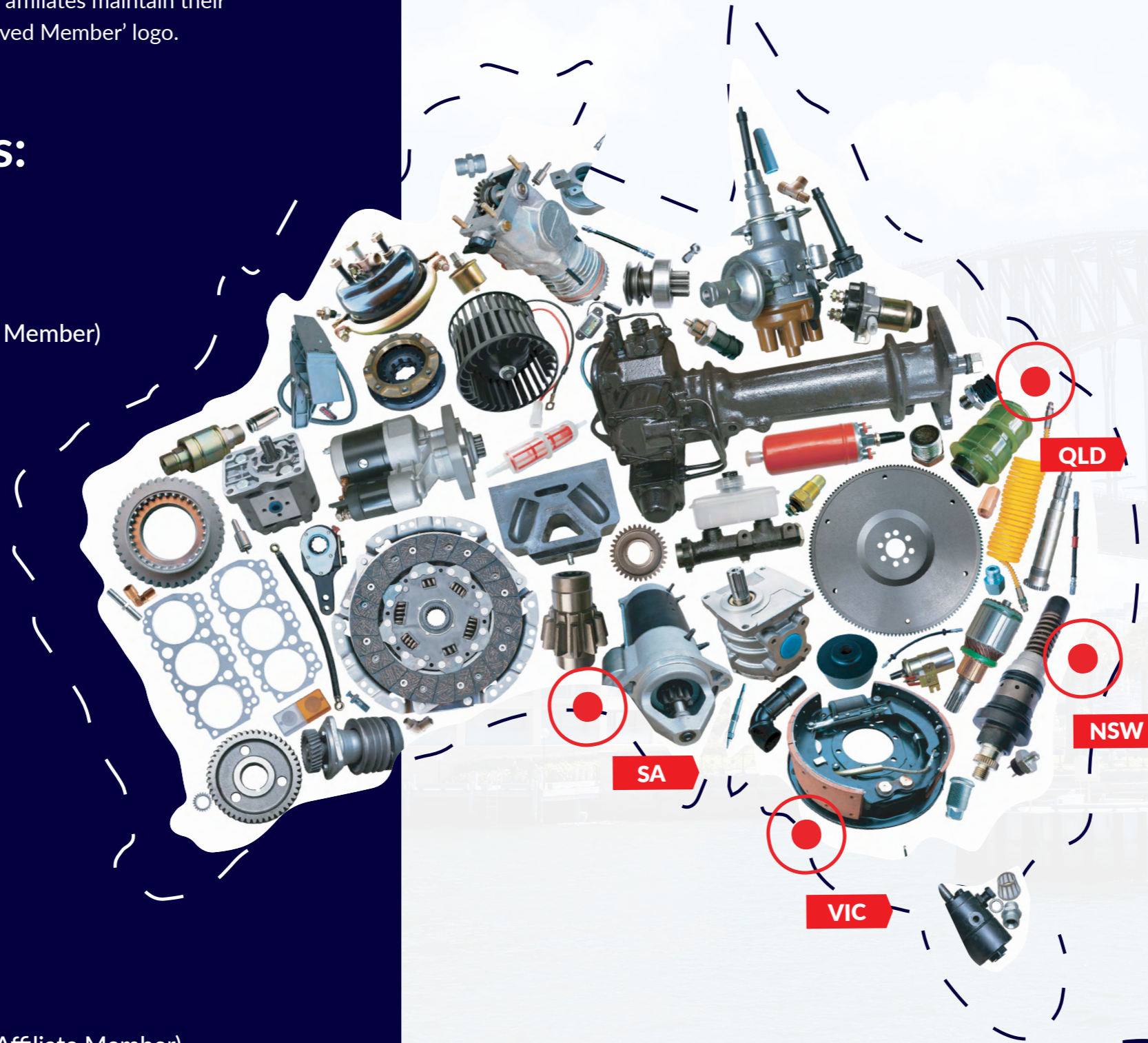
- First Auto Parts Plus

SA

- Black Diamond Parts Plus

QLD

- Sunshine Coast 4WD Wreckers (Affiliate Member)
- Sunspares Parts Plus
- Total Parts Plus
- South West 4WD Parts Plus



Membership Options

Full Membership

1

(Incorporating Parts Plus brand into your business trading name and leveraging off the Parts Plus brand logo/marketing and colours while getting all other full member benefits)

Affiliate Membership

2

(Keep your existing Brand/Business name and display the Parts Plus Affiliate member logo with your brand to benefit from the association while still getting all other full member benefits)

Right Part. Right Price.

The Parts Plus Value

What's in it for You?

1 Meetings That Drive Success

Attend our quarterly two-day meetings featuring:

- Structured Key Performance Indicator (KPI) Sessions
- Group Business Improvement Sessions
- Marketing Strategy Development
- Business and Group Brain-Storming
- Guest Speaker Presentations
- Group Capricorn Business Development
- Regular Australian and International Industry Updates
- Regular Yard Tours
- Group Pinnacle/Bid Buddy Training

Annual Sales Conference

A platform to recognise achievements, develop sales skills, and encourage inter-trading.

2 Strong Inter Trading of Brokered Parts

Join a group with a reputation for delivering quality recycled parts, resulting in over \$3 million annually in inter-traded brokered parts sales that are directly shipped to each other's customers.

3 Safety and Operational Best Practices

Prioritise safety and operational efficiency with our comprehensive checklists, process guidelines, and best practice standards that are audited annually.

Australia's **Leading** Auto Parts Recycler

4 Strategic Alliances

Benefit from strategic alliances with industry leaders such as Capricorn, Future Auto Group, Wenn Industries, Team PRP, URG, ARA, MyCar, Phocas, Bid Buddy, Marketing Eye, Counts Consulting, and more.

5 Cutting-Edge Software

Operate Pinnacle software for improved sales results and utilise the Phocas Software Benchmark Dashboard for in-depth data analysis and monthly key performance indicators.

6 Marketing Excellence

Participate in pooled marketing resources, with a budget exceeding \$100,000. Leverage our website, SEO, Capricorn Sparks Marketing, TV/Video Ads, trade-based campaigns, and brand-building initiatives.

7 Business Coaching and Group Synergy

Access quarterly business coaching sessions, and experience the synergy of a group working together for mutual success.



What Our Existing Members Say

Parts Plus Australia members appreciate unparalleled value they receive. From inter-trading of brokered parts to knowledge and intellectual property sharing, our members experience the benefits of being a part of something bigger: providing customers with the right parts at the right time. Don't just take our word for it - listen to what our members have to say.

PETER SCOTT | Scott's 4WD Parts Plus



I couldn't imagine life recycling auto parts without my Parts Plus mates. We share so much together and the benefits are beyond belief. If there's one thing I look forward to in my forever quest to do things better, it's the endless knowledge I gain from the Parts Plus meetings.

LEIGH DONEGAN | All Four x 4 Dismantling



Regularly catching up with members and learning from each other about the latest challenges and opportunities in our industry. KPI sessions are a great gauge on how my business is performing against true averages, allowing me to focus my attention on the areas that require it the most.

RYAN BAUM | Black Diamond Parts Plus



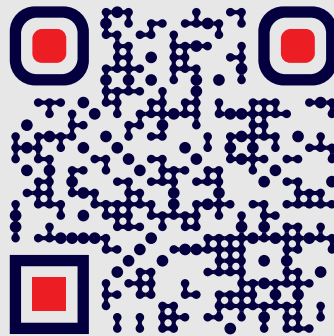
Being amongst like-minded driven Parts Plus members always pushes me to reset and achieve my goals. Keeps me pushing forward and always improving.

Investment Required

- 1** Commitment of 2 days every quarter to attend the Parts Plus owners/managers meetings
- 2** Initial commitment of time and information so we can complete an upfront business improvement review with recommendations on ways to improve based on current KPIs and business practices.
- 3** A 2 days commitment every year with your sales team to attend our annual sales conference which will include recognition awards, and opportunities for salespeople to network and be part of our strong Parts Plus team.
- 4** Make time to talk with other members monthly to learn and gain knowledge
- 5** Initial investment to introduce the Parts Plus brand into your business/marketing (we help you every step of the way and work with you to get the right outcome)
- 6** If approved for Parts Plus Membership, the ongoing investment will be \$1,136.36 + GST per month payable via DDR



Where **Quality** **Collaboration** **Success** Converge!



www.partsplus.com.au

 Parts-Plus-Australia/
61555537934818/

 parts-plus-australia

[CONTACT US](#)



PARTS PLUS
quality auto part recyclers