

Shop Profitability



There are many ways an individual shop owner can increase the profitability of a shop, some of which are as follows: Increase the number of dollars per vehicle, increase the shop rate, improve efficiency, increase the car count, and work with a supplier who not only gives you quality parts, but does it in a timely manner. That's why we work with Federated Auto Parts.

Federated has hundreds of thousands of parts for all makes and models, foreign and domestic, and they get them to you in a timely manner.

Ask any successful business owner what's most important, and they'll tell you it's all about service, quality parts, and short turnaround times. Use quality parts to keep your bays operating as fast as possible. You don't need comebacks due to faulty parts. You want happy customers who will give their referrals to other customers. This will keep your business flowing and your bays full.

Call your local Federated Auto Parts dealer and get quality parts at the best price!

Watch TechTalk™ by Federated Auto Parts this season on Two Guys Garage.

Scan the code below to view this Federated TechTalk™ tip in full.



as seen on

Two Guys GARAGE

on **SPEED**

Quality Parts from Quality Manufacturers

ACDelco **BOSCH**

SMP **Remy** **WPS**

DENSO **DORMAN**
first time fit

Lisle **Gates** **Croft**

STRONGARM **WAGNER**
EXHAUST SYSTEMS BRAKE PRODUCTS

ANCO **NGK** **USA**
SPARK PLUGS INDUSTRIES

MotoRAD **MAGNAFLOW**
Performance EXHAUST

HASTINGS **KYB**
PREMIUM FILTERS World Class Shocks & Struts

brembo **TENNECO**

CHAMPION **CRC** **SPECTRA**
PREMIUM

CARDONE **DAYCO**

DEDICATED
to the **PROFESSIONAL**
INSTALLER

Federated
Auto Parts

TechTalk

BY FEDERATED AUTO PARTS

Features & Benefits

Increase Your Annual Revenue

Take this scenario. Let's say a shop has a Car Count of six vehicles per day. That amounts to:

- 30 vehicles per Week
- 125 vehicles per Month
- 1,505 vehicles per Year

Let's assume the Average Repair Order (ARO) is \$260, including parts and labor.



Remember:

$ARO = \text{Annual Sales} \div \text{Number of Invoices}$

Now, suppose this shop is able to increase their car count by just two vehicles per week by:

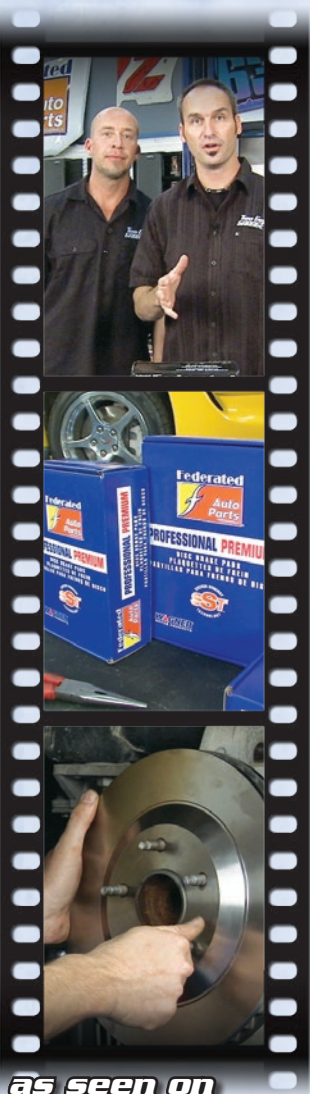
- Getting better parts delivery service
- Getting the right part the first time
- Cutting down on comebacks by using quality parts

Based on 51 weeks per year, that would amount to 102 more cars serviced. With an ARO of \$260, that equates to an increase in annual revenue by \$26,520 in new sales.

Based on industry averages for cost of parts and labor, and remembering that the shop's operating costs stay the same, this could mean as much as:

\$17,000 in new cash profits annually!

Call Federated Auto Parts, and get quality parts at the best price!



as seen on

Two Guys GARAGE

on **SPEED**



DEDICATED
to the **PROFESSIONAL**
INSTALLER

