



GROUP 100 - "BEST IDEA"

AVON PARK, FL – JAN. 26, 2021



HAY
TIRE PROS

HAY TIRE PROS

Wurth Refillomat System for Brake Cleaner



HAY TIRE PROS

Wurth Refillomat System for Brake Cleaner

Cost per can using Wurth system

30 gallon drum = 128 oz X 30 = 3840 oz

14 oz refillable can ÷ 14

of refills per 30 gal 274

Cost of 30 gal. bulk brake cleaner \$415.00

Divided by 274 cans = 1.50 per can

PLUS benefit to the environment of not
disposing of all those one-use cans!

V S.

Cost per can using one-use cans

\$ 5.29 3M Brand 14 oz from NAPA

Notes:

- Since cans hold more cleaner and less propellant, each can contains more cleaner than traditional cans of brake cleaner
- Some initial cans were provided.
 - Replacement cans can cost \$50 each

Cost savings for Hay Tire Pros: In 2020 we used approximately 2160 cans of brake cleaner in our shop. (Remember that we have 3 shops.)

Savings per can using NAPA's price: \$5.29 - 1.50 = 3.79 per can savings

\$3.79 x 2160 cans = \$8,186 projected savings for 2021 and beyond, per shop.

Info available at wurthusa.com



Neighborhood
TIRE PROS
& Auto Service

NEIGHBORHOOD TIRE PROS



support@sidekick360.com
Call US: 480-463-4226



support@sidekick360.com
Call US: 480-463-4226

Point and Click Web Based Reporting



sidekick360 is a web based reporting platform that provides on demand reporting and operations tools for repair shop management systems.

sidekick360 is easy to set up and provides real time sales updates and performance tracking to any internet connected device.

The sidekick360 suite includes five core applications to help identify and generate more selling opportunities for service advisors.



Maintenance Hunter



Service Scope



Missed Opportunity



Invoice Detail



Data Health

Maintenance Quotes in Seconds

Most shop management systems only provide vehicle manufacturers' maintenance schedules, and can't provide maintenance recommendations based on service history. This requires service writers to manually click through invoice details for a maintenance quote.



Maintenance Hunter finds services performed within invoices to allow service writers to accurately quote maintenance services in seconds using shop-defined service schedules.

VIN	MAKE	MODEL	YEAR	STATUS
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK
1G1BB3E1100000000	GM	Malibu	2010	OK

Point and Click Web Based Reporting



Maintenance Hunter



Service Scope



Missed Opportunity



Invoice Detail



Data Health

Point Click Service History



Most shop management systems organize vehicle history by the customer, invoice, and date; making it difficult to view what services were performed and when.

Service Scope displays vehicle service history by services performed, eliminating the need to click through invoice details.

Review Repair Order Details



Service writers get busy and sometimes parts or labor charges don't make it to the repair order, or get placed on the wrong repair order.

Invoice Detail analyses invoice details and compares services sold to parts and labor that are listed on the final invoice. **Invoice Detail** highlights any services that are missing parts or labor.

Review What Was Missed



A critical component to improving maintenance service sales is to review selling opportunities found by the Maintenance Hunter.

Missed Opportunity reporting reviews each vehicle that has visited the shop and provides a detailed report on what the **Maintenance Hunter** recommended and what was actually sold.

Better Data, Better Quotes



The average shop's database is over fifteen years old and has thousands of outdated, duplicate, or incomplete vehicle records.

Data Health monitors your shops database records daily and makes it easy to identify and correct missing VIN numbers, mileage, and customer information.

Notes:

- Cost yet to be determined
- Can drill into tickets to examine gross
- Can search by specific service
- Can customize flags to show as red (I.e. gross below a certain %)

NEIGHBORHOOD TIRE PROS

sidekick360

SideKick POS Compatibility - Roadmap 2021

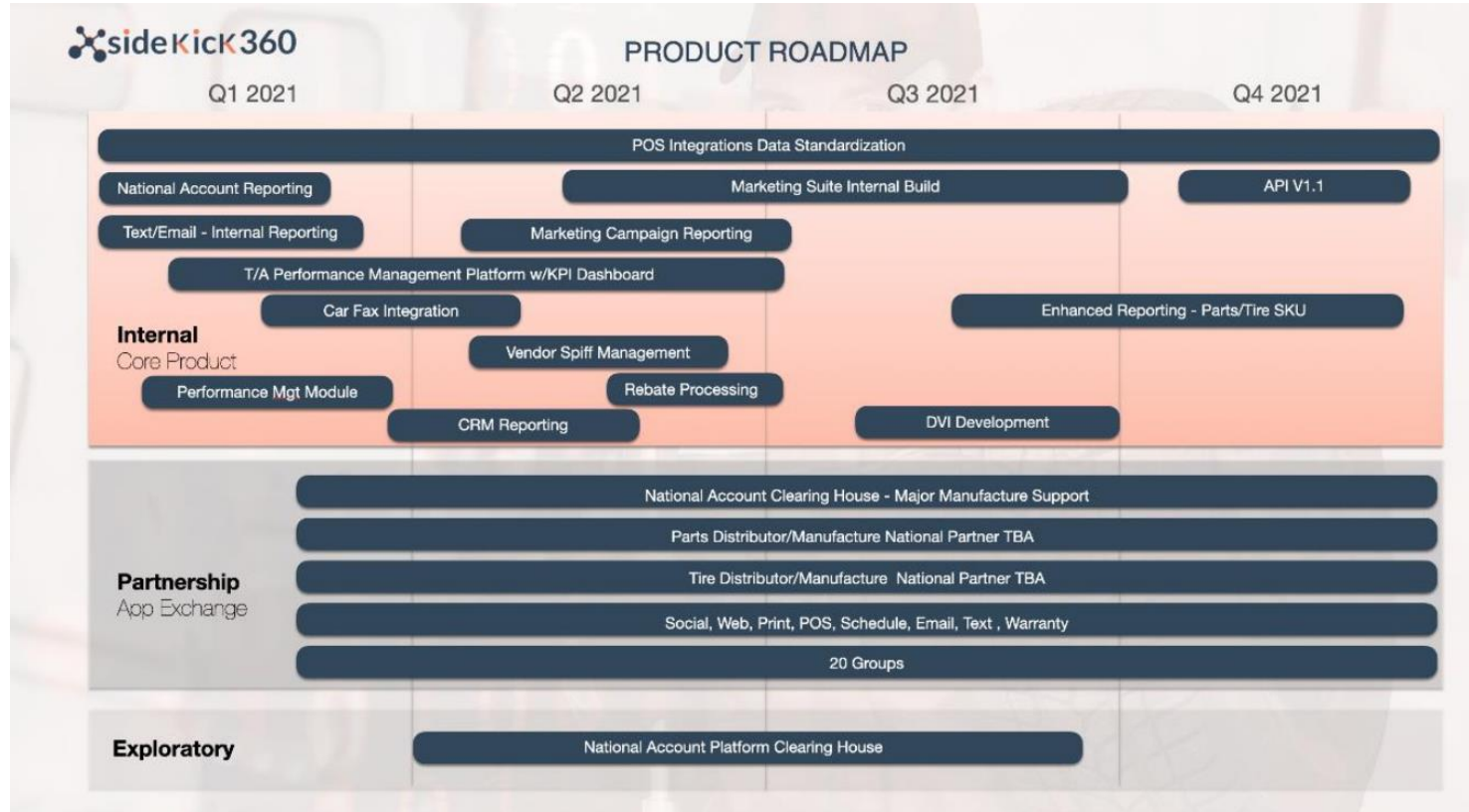
80%

Tire & Auto
Repair
Coverage

- Tire Guru
- TCS - Tire Power
- TCS - Tire Works HD
- RO Writer
- ASA Tire Master
- ASA Tire Master Enterprise
- Mitchell SE
- Mitchell Enterprise
- Shop Key
- Protractor
- Andreoli
- MAM
- Tire Soft
- Scott Systems - Maxx Traxx
- Freedomsoft
- ISI Lubesoft
- NAPA Tracs
- NAVEX
- Epicore
- Pace
- Win Works
- Simply Genius
- Auto Fluent TABS
- NAVEX

• In Addition: any POS with API or FTP extract delivery

NEIGHBORHOOD TIRE PROS





MID-ATLANTIC

Stimulus savings offer

Notes:

- Used via social media and created posters for showroom
- Using a specific labor code to track discounts.

STIMULUS SAVINGS!

\$100 OFF

Mid-Atlantic TIRE PROS

HASSLE-FREE. GUARANTEED.

ANY SERVICE WHEN YOU SPEND \$600!

OFFER VALID THROUGH 2/15/21. SOME RESTRICTIONS AND EXCLUSIONS APPLY. CANNOT BE COMBINED WITH ANY OTHER OFFER. SEE STORE FOR COMPLETE DETAILS.





G & H TIRE

Hydroswing Doors

<http://hydroswing-hydraulic-doors.com/>





C.W. WILLIAMS



Create a positive culture from the top down

- Put all employee birthdays and work anniversaries in your calendar
- Send them an email, text, or in-person well wishes

I have been doing that the past year and have received a warm thanks from long-time employees, and some "surprised" thanks from newer employees.



CROSSROADS TIRE PROS

Conceptual idea...

Combining an Oil/lube pit with a hunter alignment check

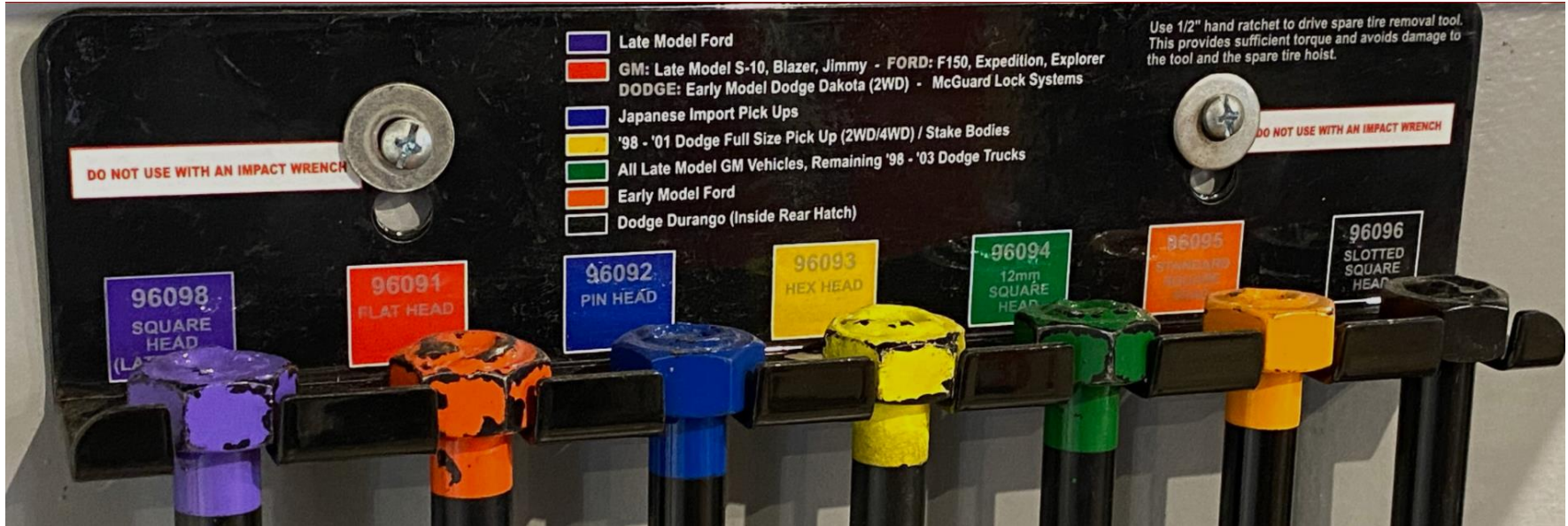
- Educate customers of needs
- Increase alignment sales opportunities?
- Better use of space?



Steve
BASS TIRE
BRAKE & ALIGNMENT

BASS TIRE

Spare Tire Tool Kit



BASS TIRE



**NEVER SEARCH FOR A
CUSTOMER'S SPARE TIRE TOOL
AGAIN!**

BASS TIRE

**USE THE SPARE TIRE TOOL KIT TO QUICKLY REMOVE
DIFFICULT TO ACCESS CRADLE-SUSPENDED SPARE TIRES.**

Set of seven 30-inch long carbon steel tools to lower and raise pulleys on cradle-suspended spare tires

- Flat Head
- Pin Head
- 12mm Square Head
- Slotted & 3/8" Square
- 7/8" Hex End

BASS TIRE



3/8-Inch Square Head
96098

Flat Head
96091

Pin Head
96092

Hex Head
96093



12mm Square Head
96094

Standard Square Head
96095

Slotted Square Head
96096



<https://www.basstire.com/dsp>

TIRE BARN
TIRE PROS
SINCE 1971

TIRE BARN TIE PROS



Notes:

- Creates a business card sized alert on POS screen when call comes in
- If customer is in database, this will include customer name and other info
- Initial \$600 purchase, no monthly subscription

WHOZZ CALLING 4



TOM'S TIRE PROS AND ABILENE MOTORS MAGAZINE PRESENTS



CAR MEET DETAILS

FREE ENTRY | 75 CAR LIMIT | REGISTRATION BEGINS AT 3:00PM
 ALL PARTICIPATING VEHICLES WILL RECEIVE AN EXCLUSIVE DISCOUNT AT TOM'S TIRE PROS FOR ONE FULL YEAR!

THIS EVENT WILL BE FEATURED IN ABILENE MOTORS MAGAZINE WINTER ISSUE!

WEAR YOUR COSTUMES AND BRING YOUR CANDY FOR THE KIDS!



Event Name: 1st Annual Cars and Candy Trunk or Treat
Date: Saturday, October 31st
Time: 5pm to 6:30pm
Location: Tom's Tire Pros
Address: 1434 S Clack St, Abilene, TX 79605

FOR MORE INFORMATION REGARDING THIS EVENT CALL (325)232-5927

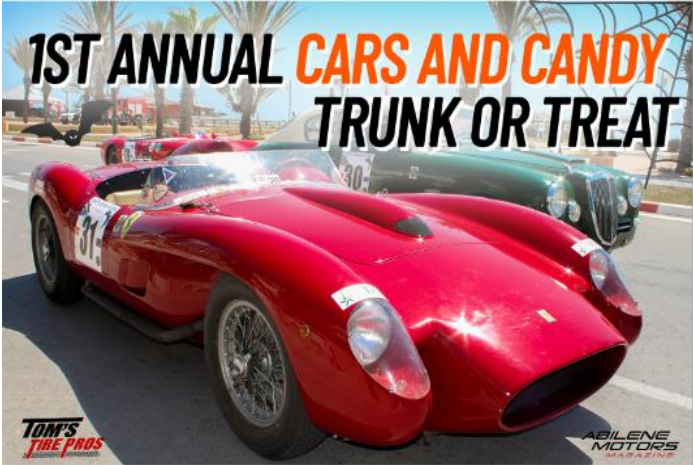
TOM'S TIRE PROS

Cars and Candy Trunk or Treat Event

See Video at:
www.dropbox.com/s/ehn3o7qe9yj2bj3/Cars%20%26%20Candy%20Promo%2040%20seconds.mp4?dl=0

- Notes:**
- Magazine included 6-page layout, plus front and back cover
 - Great attendance, including hundreds of kids
 - Gathered info on all contestants, who were offered 10% over cost on tires and 15% over cost on wheels

TOM'S TIRE PROS AND ABILENE MOTORS MAGAZINE PRESENTS



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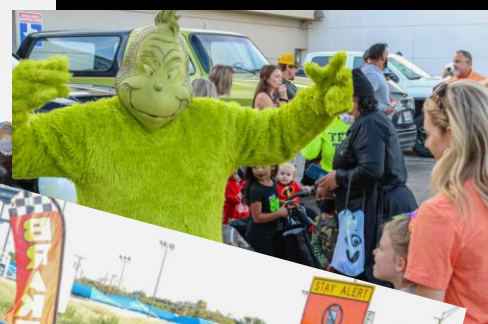
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GIPSON'S TIRE PROS

Holiday Scavenger Hunt

Holiday Scavenger Hunt



The shepherds wanted to go and see the baby. When they arrived at the stable they were filled with joy at the sight of the baby lying in the manger. They fell down and worshipped and said there had appeared in the sky this day a sign that Jesus was to be born to the world.

THE LOCATION UNDER THE CORRECT ANSWER IS WHERE YOU WILL FIND YOUR NEXT CLUE	UNSCRAMBLE THE LETTERS IN YELLOW
ANSWER: STAY	
ANSWER: FOREST	
ANSWER: FOGGY	
ANSWER: HEALTH	
ANSWER: HORSE	
ANSWER: SALON & SPA	
	ANSWER: GRAZE
	ANSWER: HEAT
	ANSWER: PLACE
	ANSWER: SHEP
	ANSWER: YEARS



Kimberly G. Kervin
Judge of Probate

Bob & Cathie,
Thank you so much for being a part of the Hometown Family Nativity Scavenger Hunt! The event was a huge success and that is due to great community leaders like both of you. Thank you for always promoting Pratsville & making our community #1
Thank you! Kim Kervin





Productivity Killer

- Ford F-150
- Ford saving money

Ford Lug Nut



COST OF NEW DORMAN LUG NUT AT THE
PARTS STORE

$$\$8.74 \times 50\% = \$17.48 \times 24 = \$419.52$$

$$\$10.00 \times 24 = \$240.00$$

Dorman

Visit the Dorman Store ★★★★★ 59

Dorman 611-008 Wheel Nut M14-1.50 Metric - 21mm Hex, 44.5mm Length for Select Ford / Lincoln Models - Chrome (OE FIX), 10 Pack



\$43⁰⁶

FREE Shipping & FREE Returns

Available at a lower price from other sellers that may not offer free Prime shipping.

Enter a vehicle to make sure this part fits >

Buy New
\$43.06

FREE Shipping & FREE Returns

Myers



MYEWN008B 2015 & newer cost \$1.38
MYEWN288B 2015 & older cost \$2.34

Part Store		\$8.74	Sell	
Myers Cost	2015 Newer	\$1.38	\$4.49	\$107.76
Myers Cost	Older than 2015	\$2.34	\$7.61	\$182.64

Notes:

- Individual cost was based on purchase of box of 50 from Myers

- PRODUCTIVITY KILLER
- COSTLY FOR OUR SHOPS - COSTLY FOR OUR CUSTOMERS
- WE BUY BETTER: WIN-WIN
 - The customer and us

Summary



COUNTRYSIDE
TIRE & AUTO SERVICE

COUNTRYSIDE TIRE AND AUTO SERVICE

Shop Supply cost reduction:

- We have reached out to all suppliers, Mohawk, Myers, Kent, Wurth, Local Vendors
- Reviewed what we purchase, what we pay, what else they offer
- Developing a spreadsheet of what we buy, from who, for how much
- Also developing a minimum stock list to prevent outages and emergencies
 - This includes wheel weights, oil/fluids, tire supplies





LAYE'S TIRE SERVICE

99designs

<https://99designs.com/how-it-works>

99designs

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How it works

We make great design work happen with our global community of professional designers. If you'd like to speak to a human, [talk to one of our design experts](#).



Notes:

- Can create new/updated logos or designs (include for web)
- Can work with a single professional designer
- Can choose to select from multiple potential designers through a "design contest"

STEPHENSON'S
TIRE PROS
®

STEPHENSON'S TIRE PROS

We have changed from Bartec to Autel thru Myers Tool Supply.

We purchased 50 sensors for each store and received a FREE Autel with unlimited backups.

Sensors are \$25 a piece. We are selling the sensors for \$70 a piece

Our previous sensors ran us between \$32-36 each, so we were able to increase gross profit 14% on tire sensors. It's not a ton of money but a 20 sensors per month per store.

$20 \times \$10 = \200 , $\$200 \times 4$ (stores) = $\$800$, $\$800 \times 12$ (months) = $\$9600$ per year.

Plus, these sensors work on both 315 and 433 MHz.

Been using for approximately 4 months and all stores are very satisfied.

Without the cost of replacing and updating the Bartec each year, probably saving another \$1200 - \$3500 per year.





BRANHAM TIRE AND ACCESSORIES



Notes:

- Used Alabama Technology Network to train employees on Kaizen Lean skills for better shop organization
- 4 sessions for employees, which were well received
- Different employees now coordinate different areas of the store for organization
- Was able to get government grant for assistance

BRANHAM TIRE AND ACCESSORIES





Notes:

- List of other state organizations that may have similar programs



Fairhope Tire will soon be Pelc Tire Auto Service Center.

Courtesy Inspection

W 1:50

TECHNICIAN WORKSHEET

ADVISOR: SARAH From Time: : INVOICE #: 1598539 Tag Exp: _____
SARAH LEWIS 2012 HYUNDAI SONATA
 HOME PHONE (251) 357-1954 7154AV7 AL
 WORK PHONE (251) 387-0221 V.I.N. 5NPEB4AC5CH485744
 CELL PHONE (334) 357-1954 MILEAGE (/IT) 0
 BEEPER () ENGINE 4-2359 2.4L DOHC
 Telephone Number (251) 357-1954 TAG/HAT #
 TRANSMISSION Printed @ 01/25/2021 12:57:59 PM
 PRODUCTION DATE: /

Qty	Part Number	Description	Location
4.80	5W-20	5W20 PROTECK ELITE DEXOS	
1.00	M4612	OIL FILTER	

The work performed, and the charges, are:

LUBE OIL AND FILTER	1.00
INCLUDES: CHANGING OIL, OIL FILTER, AND VEHICLE COURTESY CHECK.	
ENVIRONMENTAL DISPOSAL FEE	1.00
ROTATE TIRE	1.00

AIR PSI _____ TORQUE _____ WHEEL LOCK? _____
 BRAKE CHECKED? _____

WASHERS / FLUIDS		TIRE & TIRE MAINTENANCE	
WASHER	WASHER	LF	RF
WASHER	WASHER	RR	LR

WASHERS / FLUIDS	WASHERS / FLUIDS	WASHERS / FLUIDS	WASHERS / FLUIDS
WASHER	WASHER	WASHER	WASHER
WASHER	WASHER	WASHER	WASHER

INSPECTOR (TECH) _____

MLGE	**PREVIOUS SERVICES**	**DATE**
125K	<<ADDITIONAL DISCOUNT>>	01/14/2021
125K	ROTATE TIRES	01/14/2021
125K	ENVIRONMENTAL DISPOSAL FEE	01/14/2021
125K	LUBE OIL AND FILTER	01/14/2021
96K	FREEDOM PLAN ROAD HAZARD	01/17/2020
96K	MOUNT & BALANCE NEW	01/17/2020
82K	MOUNT & BALANCE NEW	06/14/2019
80K	ROTATE TIRE	05/04/2019
80K	ENVIRONMENTAL DISPOSAL FEE	05/04/2019
80K	LUBE OIL AND FILTER	05/04/2019
74K	ALIGNMENT, FOUR WHEEL	01/11/2019