

# BEYER BROS. CORP.

Sales, Parts & Service  
Business Concept Proposed  
by  
Michael Beyer

# Objective

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## Grow the Service Department of Beyer Bros. Corp.

- Become Volvo Up-Time Certified
  - Increase in Customer Base of 20%
- Increase Profits
  - Focus on Heavy Duty & Light Duty Trucks
    - Priority on Heavy Duty division
  - Improve efficiencies by restructuring facilities work areas
    - Projected Project cost \$150,000.00

# Service Opportunities

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## Current State

- Heavy Duty
  - Eight (8) Technicians
  - Eight (8) Bays
- Light Duty
  - Five (5) Technicians
  - Five (5) Bays – Two (2) Lifts

# Service Opportunities

## Current State

### HEAVY DUTY TRUCK

Techs	Hrs/Day	Labor Rate	Effective Labor Rtae	Percent of Gross Profit
8	8	\$158.00	\$149.00	0.79
Daily Gross Sales		Per Tech		\$1,264.00
		Total Techs		\$10,112.00
Daily Effective Sales		Per Tech		\$1,192.00
		Total Techs		\$9,536.00
		Gross Profit/Day		\$7,533.44
		Gross Profit/Mounth		\$158,202.24

### LIGHT DUTY TRUCK

Techs	Hrs/Day	Labor Rate	Effective Labor Rtae	Percent of Gross Profit
5	8	\$132.00	\$126.00	0.65
Daily Gross Sales		Per Tech		\$1,056.00
		Total Techs		\$5,280.00
Daily Effective Sales		Per Tech		\$1,008.00
		Total Techs		\$5,040.00
		Gross Profit/Day		\$3,276.00
		Gross Profit/Mounth		\$68,796.00

\* Information is Rolling average over last 12 Months

# Service Opportunities

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## Future State

### – Heavy Duty

- Twelve (12) Technicians
- Twelve (12) Bays – Two (2) Mobil Lifts
  - Increase dedicated service technicians within 6 months through in house Apprentices Program

### – Light Duty

- Five (5) Technicians
- Six (6) Bays – Four (4) Lifts

# Service Opportunities

## Future State

### HEAVY DUTY TRUCK

Techs	Hrs/Day	Labor Rate	Effective Labor Rtae	Percent of Gross Profit
12	8	\$158.00	\$149.00	0.79
Daily Gross Sales			Per Tech	\$1,264.00
			Total Techs	\$15,168.00
Daily Effective Sales			Per Tech	\$1,192.00
			Total Techs	\$14,304.00
			Gross Profit/Day	\$11,300.16
			Gross Profit/Mounth	\$237,303.36

### LIGHT DUTY TRUCK

Techs	Hrs/Day	Labor Rate	Effective Labor Rtae	Percent of Gross Profit
5	8	\$132.00	\$126.00	0.79
Daily Gross Sales			Per Tech	\$1,056.00
			Total Techs	\$5,280.00
Daily Effective Sales			Per Tech	\$1,008.00
			Total Techs	\$5,040.00
			Gross Profit/Day	\$3,981.60
			Gross Profit/Mounth	\$83,613.60

Increase of \$ 79,101.12 for Heavy Duty Truck & \$ 14,817.60 for Light Duty Truck of Gross Profit per Month – **Total Gross Profit Increase \$ 93,918.72 per Month**

# Service Opportunities

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## Future State

### – Parts Sales Increase

- Projected on increase of Labor Dollar Sales \$93,918.72
  - Dollar for Dollar
  - 28% Gross Profit on Parts Sales
  - \$ 26,297.04 for Total Parts Gross Profit
  - Sales and Service split 50/50 on parts sold through Service Department
- **Increase of \$ 13,148.52 Gross Sales for Service Department Service**

# Summary

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**Meet all requirements to be Volvo Up-Time Certified**

**Increase Service Department Gross Profit by  
\$100,000.00 per Month**

**Ultimate Goal is to Achieve 120%-140% in Absorption**