



# Newsletter

**Fred Beans**  
**PARTS**

Summer 2025

## Introducing Fred Beans Parts Newly Added Headlamp Quality Control Room



When analyzing return damage data, we found that headlamps were the **#1** part type in amount of claims vs product value.

So, we went to work and added a room to store and inspect the headlights. We have a single person assigned to stocking and picking the headlamps, and Alan Markowitz owns that job with great pride. Our Inventory Control Team also checks for damage on makes that have a higher rate vs. other makes. If you see an "Inspected by" label on a headlamp, don't be worried that it may be a prior return, instead know that one of our team members has checked to be sure you are getting a new, undamaged part.



# Maximize Your Ford PSN Membership This Quarter

As a valued Ford PSN member, your shop gets exclusive tools, rewards, and resources to boost profitability and efficiency. This quarter, take advantage of the PSN Quarterly Elite and Growth Incentive Offers—earn up to 6% back on eligible Ford and Motorcraft® parts—and the Power Stroke® Pride Offers, with up to 4% back. New members qualify immediately at the Standard level, with personalized targets based on past purchases. Hit your goals each quarter to grow your Mastercard® rewards. Plus, enjoy other benefits that help keep your shop competitive.

## Training & Diagnostics

Access free, web-based Motorcraft® technical training (over 120 courses), no-cost trial offers for customers, and exclusive discounts on Rotunda diagnostic tools and software.

## Warranty Support

Offer Ford-backed warranties—even on commercial vehicles—so customers know they're getting reliable coverage. From new gas engines (3 years/unlimited miles) to remanufactured diesel engines (2 years/unlimited miles), you'll have the confidence to stand behind every job.

## Business Resources

Take advantage of discounted tools, like Identifix Direct-Hit for fast, accurate repairs; Dell® and HP® business-class hardware savings; and CarCareCONNECT's online marketing platform to grow your customer base. Plus, enjoy no-haggle X-Plan pricing on Ford and Lincoln vehicles for your own fleet needs.

## Dashboard Insights

Log in to your personalized PSN dashboard at FordPSN.com to track progress toward quarterly targets, review earnings summaries, and view featured rebates. The "Track My Earnings" section shows exactly which purchases count toward Elite, Growth, and Power Stroke® Pride incentives, so you can adjust buying patterns on the fly.

**Remember:** each quarter, you'll receive a rebate sheet via email highlighting seasonal Ford and Motorcraft® parts with PSN-only rebates—some with no redemption limits. Keep your contact information up to date in your PSN profile to ensure you never miss a rebate or new benefit announcement.

By leveraging these PSN resources and staying on top of your dashboard, you'll maximize earnings, enhance shop capabilities, and deliver unparalleled service to your customers. Visit **FordPSN.com** and let's make this quarter your most profitable yet.

## Tech Talk - Batteries

- Did you know that auto batteries are more likely to fail in hot weather than in cold? It's true. Intense summer heat can wreak havoc on your battery, shortening its lifespan significantly.
- Clean and inspect the battery terminals: Corrosion on the terminals can hinder the flow of electricity.
- Keep your battery charged: If your car is idle for extended periods, consider using a battery maintainer or trickle charger to prevent deep discharge.
- Replace aging batteries proactively: Car batteries typically last 3-5 years, but heat can shorten this lifespan.
- Monitor the charging system: Ensure your alternator is charging the battery correctly; overcharging or undercharging can damage the battery.

## Commodity Corner



Weitron R134a - 30 lbs  
**\$275 ea or \$265  
for 5 or more**

Honeywell HFO-1234yf - 10 lbs  
**\$425 ea or \$410  
for 5 or more**

While supplies last. See dealer for details. Offers expire 09/30/2025.



# Employee Spotlight

## Melissa Wilker



### Melissa

**When did you start in the automotive business?** 2018 in NY

**How long have you been with Fred Beans?** 2 years

**During your time with the company, which was your favorite place to work?** PDC

**What hobbies do you have?** Singing, songwriting, and playing guitar.

**Tell me something about you that most people don't know.**

I like country music, but don't write country music. It's more like relatable depressing ballads.

**Favorite meal:** Anything Italian and steak.

**Favorite movie:** Independence Day

**Favorite snack:** Passion fruit and sweet pear sorbet

**Favorite TV series:** The Rookie

**What food do you dislike?** Onions, scrambled eggs, pork, and turkey.

**What sports do you watch or attend?** Hockey, football, and soccer.

**What do you google the most?** Probably reviews on restaurants.

**What is your favorite saying?** "Pain is inevitable, suffering is optional"

**Who is/was your hero?** My Grandfather "Papa". He was a leader, had no hate in him, and was loved by everyone he met. He was a Freemason and a veteran. There was no one that could compare to him.

**Describe Fred Beans Parts in three words.** Supportive, Growth-oriented, Family friendly

## Jordyn Smith



### Jordyn

**When did you start in the automotive business?** 2023

**How long have you been with Fred Beans?** 7 months

**What hobbies do you have?** Watching sports, running, and spending time with family.

**Tell me something about you that most people don't know.** I played professional baseball in the Frontier League and Intercounty Baseball League.

**Favorite movie:** Avengers: Infinity War

**Favorite meal:** Chicken Parmesan

**Favorite snack:** Wawa Pretzel

**Favorite restaurant:** Chipotle

**What food do you dislike?** Brussels sprouts

**Do you have any pets?** A bulldog and 12 chickens.

**What kind of car do you have?** Honda Prologue

**What do you google the most?** Who won the Yankees game?

**What is your favorite saying?** "Gotta love it" - from an old coach of mine.

**Who is/was your hero?** My parents

**What or where is your "Happy" place?** Yankee Stadium

**What advice can you offer to someone starting in the business?** Put your head down and get to work. Take it day by day.

**Describe Fred Beans Parts in three words.** One big family

## Carquest Corral

While supplies last. See dealer for details.  
Offers expire 09/30/2025.



**Johnsen's 2417**  
**\$2.69 each 12 per case**



**Weavever w7341**  
**\$2.49 each 12 per case**



**CRC 05084 BRAKLEEN**  
**\$2.89 each 12 per case**

# Auto Insurance Trends Report: Collision Severity Decreases, Rate Hikes Easing

The 2025 U.S. Auto Insurance Trends Report from LexisNexis Risk Solutions reveals that rates increased by 10% in 2024, down from a 15% rise in 2023. This report analyzes 2024 data on consumer driving patterns, claim frequency, and insurance shopping trends.

## Key findings include:

- Despite a 9.2% increase in bodily injury severity and a 2.5% rise in property damage severity, collision severity decreased by 2.5%, signaling improved safety.
- Driving violations rose significantly, with major speeding violations up 16% and distracted driving violations increasing by 50%.
- Policy shopping reached an all-time high, with over 45% of policies shopped by year-end.
- The market is softening, allowing some insurers to fill for rate decreases, as direct written premiums grew 13.6% to \$359 billion.
- Transitioning to electric vehicles (EVs) brought a 14% rise in claim frequency due to higher repair costs.

Jeff Batiste from LexisNexis noted that as insurers adapt to a changing market, those who can accurately assess trends and adjust pricing will have a competitive edge.

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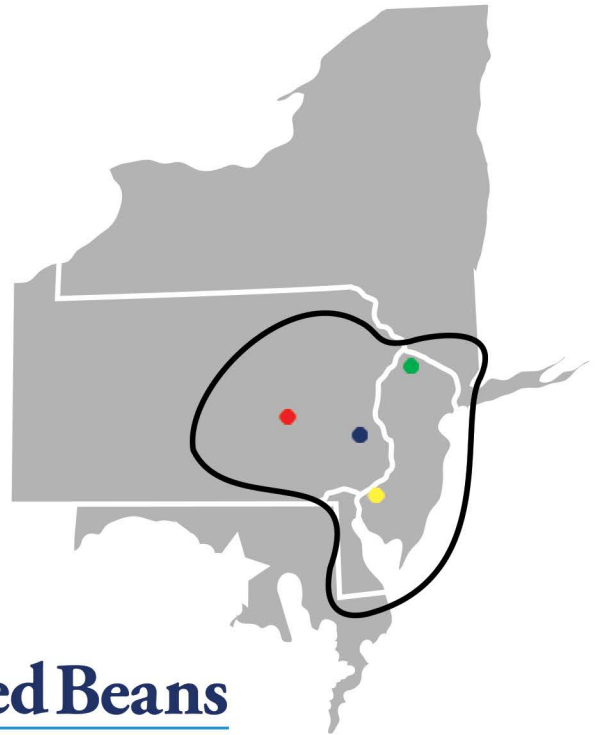
**Winner of the  
Pizza Lunch  
Giveaway!**



Also be on the lookout for the fall issue. There will be another chance to register for a free lunch for your shop!

## Return Tips

- Manual returns have been disabled. For help submitting a return, email us at [returns@fredbeans.com](mailto:returns@fredbeans.com) or call **877-640-2603**.
- You can only input a return for a part once or for what the quantity shows.
- If you submitted a return incorrectly, no worries! Call us at **877-640-2603**, we can correct it for you!



**Fred Beans**  
**PARTS**  
**Delivery Area**

• Fred Beans PDC • West PA Cross Dock  
• North NJ Cross Dock • South NJ Cross Dock

ACURA BUICK CADILLAC CHEVROLET CHRYSLER DODGE Ford GENESIS GMC HONDA  
HYUNDAI ISUZU Jeep KIA LINCOLN MAZDA NISSAN RAM SUBARU TOYOTA Volkswagen

**Fred Beans | Parts**

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