

Newsletter

Fred Beans
PARTS

Fall 2024

Strengthening Our Team

Welcoming Inside Sales Representatives to Enhance Customer Service

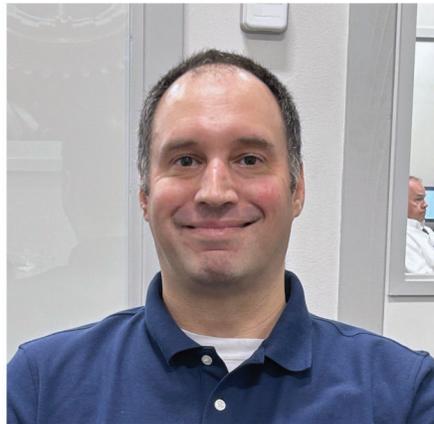
At Fred Beans Parts, we're always striving to deliver the best possible experience to our customers, and today, we're excited to announce an important step in that direction! We've recently expanded our team by welcoming several experienced salespeople from Ciocca Wholesale Parts, which recently closed its doors. These new team members bring a wealth of expertise, energy, and dedication to customer service, and we're thrilled to have them onboard.

Meet Our New Team Members



Miguel Garcia

Years in the Business: 23
Dept: Mechanical/Powertrain
Phone Ext: 1168
Email: mgarcia@fredbeans.com



Kevin Peterson

Years in the Business: 20
Dept: Mechanical/Powertrain
Phone Ext: 1169
Email: kpeterson@fredbeans.com



Rich Grodzielanek

Years in the Business: 27
Department: Collision
Phone Ext: 1167
Email: rgrodzielanek@fredbeans.com

Boosting Our Customer Service Capabilities

In response to growing demand and the ever-increasing importance of responsive, high-quality service, these new hires will primarily be focusing on two key areas:

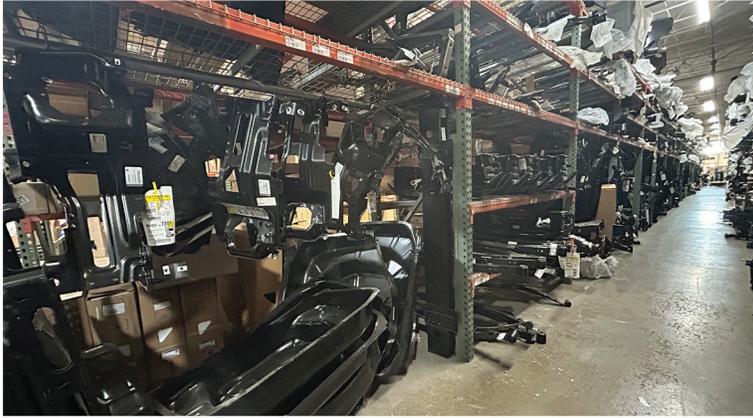
- **Phone Support:** Ensuring that every call is answered promptly and with a helpful, solutions-driven approach.
- **Customer Service:** Providing professional assistance and product knowledge to guide our customers in making the best choices for their needs.



With years of industry experience, our new team members understand what it takes to deliver a great customer experience, and they're eager to put their skills to work for you.

In the fast-paced world we live in today, timely communication and quality service can make all the difference. By expanding our customer service and sales teams, we're positioning ourselves to:

- **Answer Calls Faster:** No more long wait times—our expanded team means your calls will be answered more quickly.
- **Provide Better Support:** With added expertise on staff, our team can offer better guidance, faster resolutions, and personalized care.
- **Enhance Overall Experience:** By adding more skilled professionals, we're ensuring that every interaction with Fred Beans is smooth, positive, and productive.



Fred Beans Parts is excited to announce a brand-new pilot program that will bring more value to your business: The Hyundai Parts Conquest Program Through OPS ValuTrax!

Why Join the OPS & Hyundai Parts Conquest Program?

Cost-Effective Genuine Parts: Gain access to high-quality Hyundai parts at competitive prices, helping you compete effectively in the market.

Broader Inventory: Our expanded parts inventory ensures you'll have access to everything from fascias and sheet metal to moldings and clips, all in one place.

Efficient Ordering Process: Ordering has never been easier! Our streamlined process guarantees fast and accurate deliveries, so you can reduce downtime and boost customer satisfaction.

Order with Confidence: Choose from our comprehensive selection of Hyundai parts through OPS.

Why Genuine Hyundai Parts?

When you choose genuine Hyundai parts, you're choosing parts engineered to the exact specifications of Hyundai vehicles. This means better reliability, superior performance, and a longer lifespan for the vehicles in your care—making both you and your customers happy.



Carquest Corral



16 PB DS Blaster
\$5.60 each



Diamond Grips - Blue
or Midnight Gloves - Black
\$13 each (M, L, XL)



MMM 07480 Roloc
\$39.50 a box

While supplies last. See dealer for details. Offers expire 01/31/2025.

Employee Spotlight

Dave Jones



Sales

Retiring 12/24/2024

Dave

When did you start in the automotive business?

July 2nd, 1971

How long have you been with Fred Beans?

46 years

Who hired you?

Glen Kinsey

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

The Ford store.

What hobbies do you have?

I enjoy the people that I meet with my Corvettes and my boat and working on my house.

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

I clean the house, and after dinner, I do all the clean up.

Favorite Meal

Steak and potatoes with fried eggs and gravy.

Favorite Movie

Kelly's Heroes

Favorite Snack

Ice Cream

Favorite Restaurant

Rustic Tavern

Favorite Movie or TV Series

Mash

What sports do you watch or attend?

F1 and IndyCar Series

What kind of cars do you have?

Hyundai, Explorer, and two Corvettes.

Who is/was your hero?

My dad and my wife with cancer.

What or where is your "Happy" place?

My garage.

Describe Fred Beans Parts in three words.

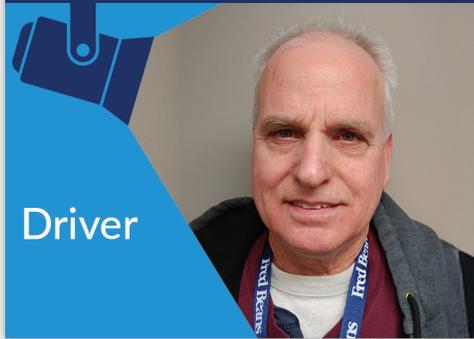
Challenging, stressful, and rewarding.

Do you have a memorable work experience that stands out more than the others?

Just seeing how we've grown in 46 years.

(fantastic!)

Bill Jensen



Driver

Bill

When did you start in the automotive business?

Lifetime ago

How long have you been with Fred Beans?

7 years

Who hired you?

Jim Duncan

What hobbies do you have?

Gardening and auto mechanic for family.

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

Shy?

Favorite Meal

Turkey

Favorite Movie or TV Series

NCIS

What sports do you watch or attend?

Baseball and ice hockey.

What kind of cars do you have?

Fords

What is your favorite saying?

Not me!

Current source of inspiration?

My sons.

What or where is your "Happy" place?

Home

What or where is your dream vacation?

Mauui, Hawaii

What advice can you offer to someone starting in this business?

Pay attention!

Anatoliy Yarmolyuk



Driver

Anatoliy

When did you start in the automotive business?

1993

How long have you been with Fred Beans?

6 months

What hobbies do you have?

Motorcycles

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

I'm from Belarus and a former firefighter.

Favorite Lunch

Cheesesteak hoagie

Favorite Color

Blue

Favorite Restaurant

Five Stars Diner in Landsdale

Do you have any pets?

Cats, chickens, and quails.

What kind of cars do you have?

Toyota MR2, Tundra, Corolla

What is your favorite saying?

Shut up and do it.

Current source of inspiration?

My son Victor.

Describe Fred Beans Parts in three words.

Fun, respect, fulfillment

What advice can you offer to someone starting in this business?

Work hard and never give up

Do you have a memorable work experience that stands out more than the others?

Keeping multiple fleet vehicles on road safely.

Collision Corner



3M Urethane Seam Sealer
MMM 08360 - \$26.99 each



3M Panel Bonding Adhesive
MMM 08115 - \$47.25 each



3M Overspray Protective Sheeting
MMM 06728 - \$55.99 each

While supplies last. See dealer for details. Offers expire 01/31/2025.

Happening Now in the Business

The Future of the Auto Industry: Impact on Technicians

The American auto industry is shifting toward electric vehicles (EVs), with plans for two-thirds of new cars to be electric by 2032 and a complete halt on internal combustion engine vehicles by 2035. This transition will significantly affect drivers and automotive technicians.

Lower Maintenance Needs for EVs

Electric vehicles are becoming popular due to their environmental benefits. They require much less maintenance than traditional cars. According to AAA, a conventional vehicle's average annual maintenance cost is \$949, while EVs cost about \$330 less. EVs have fewer moving parts—around 13,000 compared to 33,000 for traditional cars—and do not require oil changes or cooling systems.

Job Prospects for Auto Mechanics

In the short term, employment for automotive technicians is expected to remain stable, with the Bureau of Labor Statistics predicting little change from 2021 to 2031. However, future demand for mechanics may decline due to the increasing prevalence of EVs, particularly in states like California, where independent auto shops have decreased by over 13% since 2014.

Retooling the Trade

While some vehicle maintenance tasks remain similar, many EV services require skills in computer programming. As a result, technicians will need retraining, which some experienced mechanics resist. At Wake Tech, North Carolina's largest community college, introducing electric vehicles is now mandatory for transportation students, with many opting for further EV training. Skilled EV technicians often earn higher wages, potentially attracting younger workers, especially women, to green technology careers. However, internal combustion cars will still be prevalent in the coming decades and require ongoing repairs.

Cara Korte

CBS News

Return Tips

1. Parts that are special order (SPORD) are generally not returnable; however, there are exceptions, so call us and ask.
2. WINDSHIELDS are considered HIGH DAMAGE items and are not returnable.
3. Make sure all PARTS being returned have their return labels attached.

Average Length of Collision-Related Rentals Declines by 1.2 Days Year-Over-Year in Q3

The average rental length for collision-related incidents continues to decline, dropping 1.2 days from last year. However, it remains significantly higher than pre-pandemic levels. According to Enterprise Mobility, which publishes quarterly reports, the length of rental (LOR) in Q3 2024 was 16.3 days, down from 17.5 days in Q3 2023.

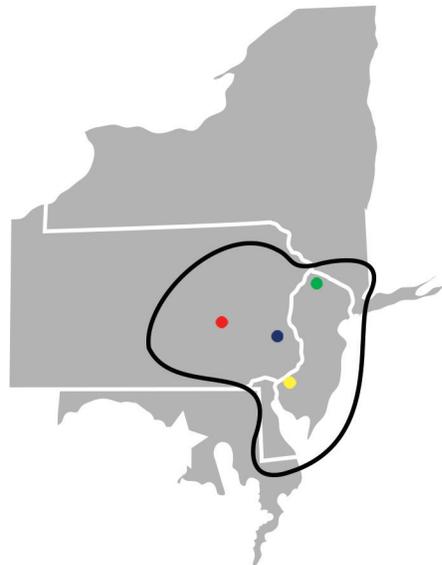
Several factors impacted the collision repair industry during 2022 and 2023, including supply chain issues, parts delays, shifting workforces, and changes in driving patterns. Enterprise noted that most traditional rental length patterns have reverted to levels last seen in 2021, although the overall results are higher; LOR in Q3 2021 was 15.2 days.

As industry approaches the final quarter of 2024, encouraging signs include reduced backlogs, the avoidance of port strikes, and fewer supply chain challenges.

Despite these positives, other challenges persist. Significant weather events—such as hurricanes, flooding, severe storms, and hail—swept through in Q3 2024. Additionally, Enterprise has been monitoring economic factors affecting customer behavior, including rising premiums, increased deductibles, and a reluctance to file claims.

Autobody News Staff

Oct 23, 2024



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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