



# Newsletter

**Fred Beans**  
**PARTS**

**Spring 2025**

## Don't Forget to Register for a Pizza Lunch



Use the QR code to register your shop for a pizza lunch for up to 15 people. It's a great opportunity to take a break, connect with colleagues, and enjoy a casual lunch together. Simply scan the code to reserve your shop's spot and we'll handle the rest!

## Meet Our New Team Members



**Jim Van Lenten**

Years in the Business: 31  
Dept: Collision and Fleet  
Phone Ext: 1170  
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**Jeff Linaweaver**

Years in the Business: 36  
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**William Anderson**

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# Navigating Tariff Changes: What It Means for Your Repair Shop

As your trusted wholesale parts supplier, we want to keep you informed about the latest changes in tariffs that could impact your business. Recent adjustments to import and export duties on automotive components may affect part pricing and availability, which could influence your daily operations. Understanding these changes will help you plan ahead and maintain efficiency in your shop.

## What's Changing?

New tariffs on imported automotive parts from key manufacturing regions—such as China, Mexico, and the European Union—are expected to drive up costs in certain categories. These changes include:

- **Increased Tariffs on Specific Components:** Certain parts, including electronic modules and raw materials like steel and aluminum, are now subject to higher import duties, which may affect pricing.
- **Shifting Trade Agreements:** New trade deals and exemptions may lower costs on some products while increasing them on others.
- **Fluctuating Currency Values:** Exchange rate variations, influenced by tariff policies, can further impact the cost of imported parts.

## How Will This Affect Your Shop?

For auto body and mechanical repair shops, these tariff adjustments bring both challenges and opportunities:

- **Potential Price Increases:** Some parts may see price adjustments due to rising import costs. We are committed to working with our suppliers to minimize the impact on your bottom line.
- **Parts Availability:** Tariff changes could lead to temporary supply chain disruptions. Planning ahead and discussing your anticipated needs with us can help ensure you have the parts you need when you need them.
- **More Domestic Sourcing:** As import costs rise, some manufacturers are increasing domestic production, potentially leading to faster availability and fewer supply chain delays.

## How to Stay Ahead

We're here to help you navigate these changes. Here's what you can do to stay competitive:

- **Stay Informed:** Keep an eye on industry updates and tariff changes to anticipate potential price shifts.
- **Plan Your Inventory:** If you frequently use certain parts, consider ordering ahead to lock in current pricing and avoid potential delays.
- **Leverage Our Expertise:** We're always available to discuss alternative parts or suppliers to help you manage costs and availability.
- **Communicate with Your Customers:** Keeping your clients informed about potential price adjustments can help maintain trust and transparency.

## We're Here to Help

At Fred Beans Parts Distribution Center, we are committed to supporting your business through these industry changes. We're actively working with manufacturers and suppliers to provide the best pricing and ensure consistent availability. If you have any questions or need assistance with planning your parts inventory, reach out to your account representative today. For more updates on industry trends and strategies, stay tuned for our next quarterly newsletter!

## 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 06/30/2025.

## Tech Talk

- When performing engine maintenance, the coolant is seldom considered.
- While the freeze factor is usually the first consideration at the start of winter, few consider the corrosive inhibitors and lubricants that become depleted, promoting water pump failure.
- In addition, the accumulation of engine and radiator deposits can affect engine cooling.



# Employee Spotlight

## Mike Flynn



## Mike

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

**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?** Fitness and travel.

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

I eat six raw eggs every day.

**Favorite meal:** Cheesesteak

**Favorite lunch:** Eggs

**Favorite movie:** Red Dawn (original version)

**Favorite snack:** Cashews

**Favorite TV series:** Game of Thrones

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

**What sports do you watch or attend?** Football, baseball, and rugby.

**What do you google the most?** Sports scores.

**What is your favorite saying?** If not me, then who?

**Who is/was your hero?** Donald Trump

**Describe Fred Beans Parts in three words.** Outstanding personnel staff.

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

Don't crash

## David Ochmanowicz



## David

**When did you start in the automotive business?** 2008

**How long have you been with Fred Beans?** 17 years

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

**What hobbies do you have?** Travel and watching TV.

**Favorite movie or TV series:** NCIS

**Favorite meal:** Steak dinner.

**Favorite lunch:** Hoagie

**Favorite snack:** Cake

**Favorite restaurant:** KC Prime Steakhouse

**What food do you dislike?** Brussels sprouts and mushrooms.

**Do you have any pets?** Yes, two cats.

**What sports do you watch or attend?** Football, baseball, and soccer.

**What is the best piece of advice you have received?** One day at a time.

**What or where is your "Happy" place?** Sitting on my deck out back.

**What or where is your Dream Vacation?** Retirement and travel.

**Looking toward the future, what are your priorities?** Hawaii

**Describe Fred Beans Parts in two words.** Challenging, enjoyable.

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

Start at the beginning and then one day at a time.

# Carquest Corral



Fram 2.5 gallon def  
\$9.50 each



Sprayway sw050 glass  
\$2.99 each



CRC 05084 BRAKLEEN  
\$2.89 each 12 per case

While supplies last. See dealer for details. Offers expire 06/30/2025.



# Mechanical Repairs in Collision Shops: Why They Deserve Higher Pay Rates

Collision repair shops are increasingly tackling complex mechanical repairs while grappling with inadequate insurance reimbursement. Kevin Gallerani, the owner of Cape Auto in Plymouth, MA, firmly advocates for compensating technicians at the same rate as those in traditional mechanical shops. His commitment to high-quality service is evident in that all his technicians undergo rigorous ASE (Automotive Service Excellence) training and the additional value of obtaining OEM (Original Equipment Manufacturer) training certifications. This dedication reflects the evolving dynamics of vehicle repair in today's automotive landscape.

In his role, Gallerani highlights the significant complexities involved in contemporary vehicle repairs, particularly as they relate to Advanced Driver Assistance Systems (ADAS). These systems encompass a broad range of critical functions, such as automatic braking and lane-keeping assistance, which are now standard in modern vehicles. Repairing these sophisticated components requires advanced technical skills and access to the latest software and diagnostic tools. Gallerani notes, "Technicians must be very well-versed in reading electrical diagrams and looking up OEM procedures. The technology in modern vehicles changes daily." This rapid advancement brings about considerable challenges, making repairs more complicated and often significantly more expensive.

The financial implications of these advancements weigh heavily on collision shops, which must invest in expensive tools and state-of-the-art equipment to meet manufacturers' stringent demands. While ongoing investments are essential to stay competitive, Gallerani points out that many shops are forced to rely on specific brands or aftermarket scan tools because they cannot afford the comprehensive software solutions necessary for all vehicle manufacturers.

A critical concern tied to these complexities is the issue of mechanical labor compensation. Gallerani argues passionately that technicians in collision shops deserve reimbursement rates equivalent to those in traditional mechanical shops. "I believe that mechanical labor in a collision shop should be reimbursed at the same rate as a mechanical shop," he asserts. He underscores the inconsistency in determining labor rates, emphasizing that mechanical procedures are fundamentally the same regardless of the shop environment. It is perplexing, he argues, that insurance companies possess the authority to dictate reimbursement rates for work that requires identical skills and expertise.

Gallerani expresses frustration over collision shops' hurdles when negotiating fair labor rates with insurers. He characterizes insurance companies as primarily focused on preserving their profits, stating, "They are in the business of keeping their money and not spending it," which often leads to resistance against paying fair market rates.

The situation is particularly acute in Massachusetts, where Gallerani operates his shop. Despite being one of the highest cost living states, it also features some of the nation's lowest labor rates for collision repair. "Corrupt insurance companies are suppressing the rates, and Massachusetts agencies like the Department of Insurance and the Attorney General's office turn their back on repairers and refuse to step in and help," he laments. He observes that while insurers' profits continue to grow year after year, often at the expense of repair shops, the industry largely overlooks the struggles these essential service providers face.

To address these challenges, Gallerani employs strategic approaches to maximizing insurer payouts. He emphasizes the importance of leveraging detailed OEM documentation and, when possible, outsourcing mechanical repairs to his service shop, where labor rates are significantly higher than what insurers typically reimburse for collision work. However, he acknowledges that these strategies can be more straightforward said than done.

Lastly, Gallerani highlights the necessity of training and certification within the collision repair industry. He firmly believes continuous education is crucial: "You can never have too much training." Each of his technicians undergoes comprehensive ASE training, which is known for its rigor and consistency. This commitment to education helps ensure that his team is equipped to handle the myriads of challenges presented by modern automotive technology and effectively meet the needs of its customers.

Leona Scott - Autobody News. <https://www.autobodynews.com/our-columnists/leona-scott>

## Warranty Process Update: Streamlining Small Part Claims

We're making some changes to help serve you better! Beginning May 1st, we're updating how **small part warranty** claims are handled — all with the goal of making the process **faster, more consistent, and easier to manage**.

### What's Changing?

- **Small part warranty claims** will now be processed **exclusively by our Warranty Department** — not by individual sales representatives.
- **Powertrain warranties will remain unchanged** and follow the current process.
- To improve efficiency, the Warranty Department will require **specific information before any replacement part is sent out**.

### What You'll Need to Submit a Claim:

Before a replacement part can be shipped, please have the following ready:

- VIN
- Install mileage
- Current mileage
- Original repair order
- The three C's:
  - Concern (What's the issue?)
  - Cause (What caused the issue?)
  - Correction (How was it resolved?)

Once the repair has been completed, we will also need the replacement repair order before issuing credit.

### A Few Important Reminders:

- Part warranties are valid for **1 year or 12,000 miles, whichever comes first, and cover parts only (unless stated otherwise)**.
- For full warranty terms, visit: <https://fbparts.com/warrantystatements/>

This updated process is designed to **streamline communication, reduce delays**, and ensure that every claim is processed accurately and efficiently. By centralizing warranty handling through our dedicated team, we aim to speed up both part replacement and reimbursement times.

We appreciate your continued partnership and look forward to making your warranty experience smoother than ever.

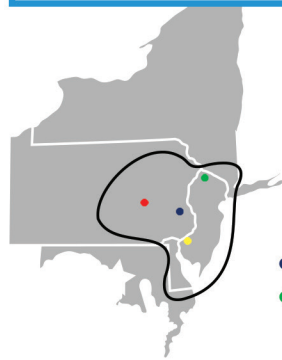
If you have any questions, please don't hesitate to contact the Warranty Department directly, by phone at **877-942-3267** or by email at [warranty@fbparts.com](mailto:warranty@fbparts.com).

## Return Tips

When processing a core return, there are now (2) types to choose from: Part Core and Powertrain Core

If you are submitting a new or damaged claim for a part that has a core, it is not necessary to do a separate Core return

If you are experiencing problems finding us as a seller, no worries! We can issue you a code for quick access.  
Just email us - [returns@fredbeans.com](mailto:returns@fredbeans.com)



## 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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