

JOBBER/DEALER

TEAMWORK BUILDS FLEET ENGINE SERVICE



(Left to right) Dick Tucker, Dick Manley and wife Noni Manley. The partnership has paid off. In the last four years, Manley's volume of

engine work has doubled and Tucker's machine shop has shown a record of steady growth.

There's little doubt that servicing fleet vehicles can be profitable for installers as well as their supplying jobber. This is especially true with engine repair, since engine overhaul brings not only service sales for the installer, but also parts and machine shop labor sales for the jobber as well.

So it's somewhat surprising that more jobbers and shop owners don't team up to share in the profits offered by fleet services.

Dick Tucker and Dick Manley are the successful exception. Dick Tucker owns Tucker's Auto Supply, a busy NAPA jobber store in Melrose, Massachusetts. Dick Manley is the owner of Wakefield Auto Service, Inc., in nearby Wakefield, Massachusetts. Together, they've built a handsome partnership in fleet engine service.

Here's how they do it.

THE JOBBER

Dick Tucker has owned his jobbing busi-

ness since 1967. In that time, his business has grown to include two stores, three outside salespeople, six delivery vehicles and a comprehensive machine shop operation with three full-time machinists. And there's no doubt that the machine shop has been a major factor in Tucker's success.

"Anyone can sell shock absorbers," says Dick Tucker. "But offering full machine shop services sets us apart from
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