



**AUTOMOTIVE  
SERVICE BAY SYSTEM**

**Just consider it standard  
dealership equipment...**



**EnviroLube is the environmentally friendly,  
profit generating quick lube / rapid service bay  
system that brings quick lube capabilities to your  
dealership service department.**



clean. green. machine...



## Standard Features



### Rolling Drain Cart

EnviroLube's drain cart evacuates used oil directly into your waste management system via the quick connect hose & suction system.



### Hydraulic, Pneumatic & Electrical Systems

are included in each service bay for efficient vehicle servicing.



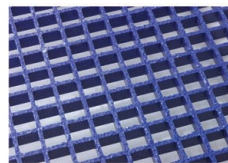
### Gel Coat Finish

reflects light up into the vehicle's undercarriage & makes for easier cleaning of the service bays.



### LED Lighting

LED light fixtures provide a bright, safe work environment & save energy.



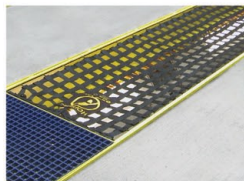
### Grated Walkways

allow techs to work comfortably in a standing position & allow oil spills to fall to the channel below for elimination by the sump system.



### Storage Alcoves

EnviroLube's built-in storage alcoves allow techs to keep tools & parts neatly at hand.



### Safety Bay Covers

protect your employees & customers from inadvertently falling into service bays.

## Selected Optional Equipment



### Rolling Bay Jacks

allow techs to do fast, efficient brake inspections & tire rotations.



### Bay Hose Reels

ensure that all necessary fluids & compressed air are always close at hand to help keep the "quick" in your quick lube.



### Technician Modules

Available technician modules have space to house computer terminals & printers as well as an area for securely storing fluid dispense meters & valves.



**EnviroLube** is the solution for bringing the highly sought after & profitable quick lube business to your dealership...

## Selected Benefits

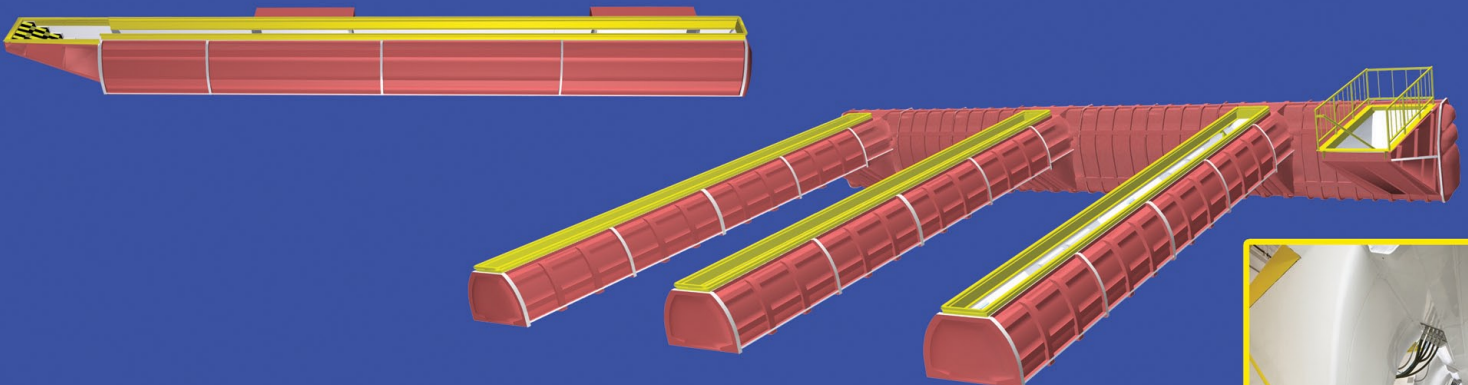
- Can easily be added to an existing service department as a retrofit or can be part of a dealership new build
- Frees up vehicle lifts for the more time consuming repairs & maintenance
- Generates additional gross profit
- Incredible ROI
- Improves employee retention, working conditions & productivity
- Attracts new / used car buyers
- Enhances customer retention & CSI
- LEED Certification
- Eliminates oil contamination of soil & brownfield liabilities
- 80% reduction in construction time

## Modular In Design

EnviroLube's modular fiberglass construction allows you to choose a configuration that is best for your dealership. Below are just two of the numerous configurations to choose from...

The EnviroLube inline tandem bay allows techs to enter the bays directly at shop level, uses a smaller footprint & fits in well with existing service facilities.

### Inline Tandem Bay



**3 Tandem Bay Unit With Below Grade Passageway**

The EnviroLube models with below grade passageways allow techs at higher volume facilities to move between bays below grade to keep things moving fast, safe & smooth.



# Installation / Retrofit Example

While an EnviroLube can certainly be included in new construction plans, an EnviroLube retrofit can bring all of the quick lube benefits into your existing dealership. In this example, two inline tandem bays are being installed, allowing the dealership to service four vehicles at a time.



## Step 1

An area is selected at your dealership for installation of your new EnviroLube. The general contractor then excavates & pours the base slabs to spec.

## Step 2

The EnviroLube installation technicians oversee & actively participate in the installation of the service bays into the excavation & ensure that the bays are in their proper position.



## Step 3

The excavation is then backfilled with concrete. After backfill is complete, the service bays are then slab ready. Upon completion of the facility, EnviroLube techs will return to make the necessary connections & ensure that your new EnviroLube is fully functional & operating properly.

## Step 4

The EnviroLube service bays are now fully commissioned after the EnviroLube team's return to make final connections & ensure that all systems are performing properly. This shot shows one of the two bays from the installation sequence above. Note how well the EnviroLube service bay integrates into the service department.



## Case Study: Mary Nurse Chevrolet

- Installed an EnviroLube Quick Lane in 2010 & went from servicing 1200 LOFs per year to 1600 LOFs *per month* in THE FIRST THREE MONTHS!
- 50% of these customers were non-Nurse clients.
- 35% of these LOF customers are having additional service work performed.

## Testimonial...



Dear Automotive Dealers of North America:

Integrated Lube Services was our partner for design and equipment selection for a rapid services lane in our new facility at Nurse Chevrolet Cadillac Ltd.

The final phase of the dealership renovation and expansion was completed in January 2011. The end result is a fantastically designed building from every standpoint: ease of access, flow, technology, and lighting. Both the staff and customers have indicated, even in these earlier stages, that the environment created is an extremely friendly and open space for all.

The EnviroLube lane is clearly the highlight; ILS has created an environment that is second to none in the automotive industry. The EnviroLube system, as a completely self-contained fiberglass structure, is bright, easy to keep clean and a pleasure to work in for our employees. EnviroLube has added great results to our business.

After meeting with Jerry, Jason and Crystal and seeing their passion for their business and our industry, showing us what this 'environmental lube lane' could do for Nurse Chevrolet Cadillac, we had no hesitation and we are very thankful we moved forward with ILS.

The installation of the EnviroLube service lane and complimentary equipment was done efficiently, accurately and without fuss. This was the most seamless part of the construction project.

As a result of our 'rapid services lane,' our service department CP sales and retention have grown every year since we re-opened. How many dealers have an 85% retention? The industry average is below 30%, while 50 - 55% would be considered very good. Nurse Chevrolet Cadillac was at 84% last year and 85% this year. Most dealerships cannot comprehend that 85% of the clients buying a vehicle from Nurse Chevrolet-Cadillac, come back to service their vehicle.

Nurse Chevrolet Cadillac has a fixed absorption of 104%; the industry average is below 70%. With the factors of 85% retention and 104% fixed absorption, your sales numbers will start to rise. Automotive dealers may not see these results in the first or second year, but by the 4th year, as these customers start to return, your new and used vehicle sales will take off.

These statistics are what ILS (EnviroLube) and the right staffing to run the lane can do for you as a dealer.

Nurse Chevrolet is at the end of the 3rd year since completion of the new dealership. We at Nurse are forecasting a 20% increase in new and used units this coming 2014.

I would like to say the following to all dealers that are considering an ILS (EnviroLube) system...

- With the front end grosses going down and more people leasing, your F & I profits will shrink, so you need to find another way to increase your bottom line and this system will help you get the results you need.
- Dealerships can pursue all of the quick service oil change facilities and they will not be able to compete with you.
- Dealerships are able to look at every vehicle for factory campaigns, recalls and warranty work; quick service oil change facilities can't do that.
- If you want to be out front and not looking back, I would encourage you to install the ILS (EnviroLube) system in your dealership.

Sincerely,  
Dave Duggan  
General Manager  
Nurse Chevrolet Cadillac

# Case Study: Kendall Toyota

	<u>Before EnviroLube</u>	<u>Within 1st 6 months of EnviroLube Installation</u>
■ Rapid Services	30-35 / day	60 / day
■ Customer Retention Rate:	42%	62.95%
■ Upsell From Rapid Services:	\$15,000 / month	\$40,000 / month

## Testimonial...

# KENDALL

Dear Auto Dealership Decision Makers:

I am writing this letter to express the vital impact EnviroLube has had on the success of our Rapid Services program at Kendall Toyota in Eugene, Oregon.

When we decided to build our LEED Platinum facility in 2007, EnviroLube seemed to be a natural choice. The EnviroLube design and manufacturing process helped to ensure we would lessen our impact on the surrounding environment while using less natural resources (compared to traditional basement style oil change buildings). However, as it turned out, EnviroLube has proved to be much more.

As a result of choosing EnviroLube, our technicians have found the work environment to be comfortable, inviting, and ergonomically correct, putting less demand on their bodies to complete the same tasks as compared to traditional in-bay lifts.

Our customers have enjoyed the positive change the EnviroLube has had on their experience. The ability to complete tasks quickly and efficiently while easily inspecting each vehicle has allowed us to better serve our customers.

EnviroLube provides a clean, bright, easily maintained system that is impressive to our employees and customers. We never hesitate to initiate a tour of the EnviroLube for our customers, as it only strengthens the relationship we work so hard to build and maintain.

Over the past (5) years of owning and operating an EnviroLube system, it is one of the largest impacts on our retention of service customers.

We would highly recommend EnviroLube and the team at ILS (Integrated Lube Services, Inc) to any dealership looking to enhance their dealership, better their service experience and work with a team of quality professionals.

We at Kendall Toyota are proud to own and operate an EnviroLube vehicle service bay system.

Steve Harris  
Service Manager  
Kendall Toyota/Scion of Eugene



The EnviroLube team would like to thank both  
The Kendall Automotive Group & Nurse Chevrolet / Cadillac  
for providing these real world figures and testimonials.



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## Facility Design

Modular construction allows a design to be customized for each facility. ILS has over 30 years experience in the express lube industry that is applied to make your facility efficient & cost-effective.



## Installation

Since 90% of the work is complete before the EnviroLube arrives at the building site, installation can be completed in less than one week, helping accelerate the overall project schedule & bringing your dealership online sooner.



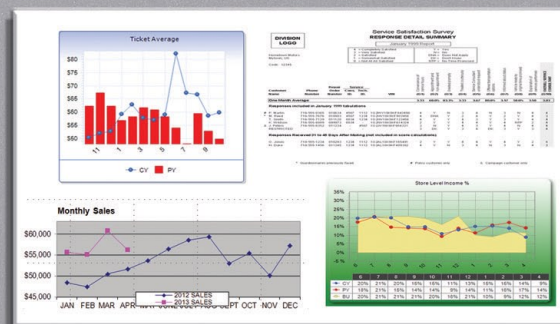
## Training

We understand that every business is different with specific challenges & opportunities. Therefore, our curriculum is customized for each client. Our training focuses on people, equipment & processes with our goal to reduce service times for the guests & increase profits for our clients.



## Business Analysis

ILS has developed an in-depth financial model to show the positive impact that an EnviroLube installation will have on profit. Dealership based express lube service has been proven to increase CSI, repair orders & new car sales.



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