

The Body Buddy Advantages

The Body Buddy doesn't have any competition. *Chart 1* below summarizes some of these unbeatable advantages. The several pages following the chart contain a more specific discussion of each benefit.











| | | | |
|--|---|---|---|
| <p>Flat on the Floor</p> |  <p>Page 3</p> | <p>4 Ton / 360 Degree Pulling</p> |  <p>Page 5</p> |
| <p>No Creepers No Crawling</p> |  <p>Page 3</p> | <p>Full Platform Support</p> |  <p>Page 6</p> |
| <p>Multiple Work Heights Up to 46 Inches</p> |  <p>Page 4</p> | <p>Removable Cross-Member</p> |  <p>Page 6</p> |
| <p>Comfortable Work Height While Attaching Clamps</p> |  <p>Page 4</p> | <p>Allows for Multiple Workstations</p> |  <p>Page 7</p> |
| <p>Adjustable Unibody Stands Practically Eliminate Need for a Jack</p> |  <p>Page 5</p> | <p>Moveable</p> |  <p>Page 7</p> |

Chart 1

Summarizes some of the Body Buddy Advantages.

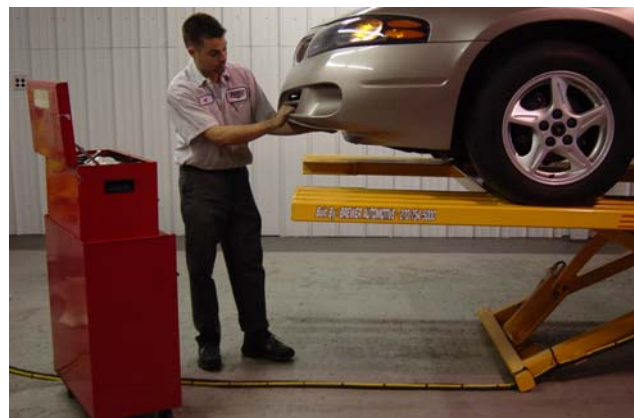
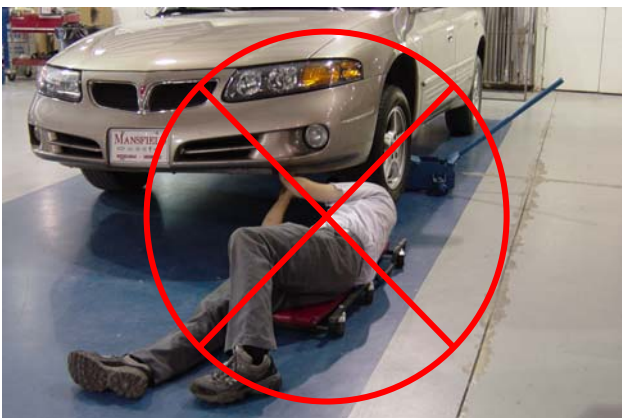
Flat on the Floor:

One of the biggest advantages of the Body Buddy is the 3” height on the floor. This does not clutter up your work area and it allows easy drive-on and drive-off. When a lift is unnecessary, it virtually disappears.



No Creepers – No Crawling:

The Body Buddy's lifting capacity eliminates the need for creepers and crawling. Its stability gives your employees and workers compensation more safety assurance. It increases efficiency and virtually eliminates knee and back pains. This equipment will attract the area's top technicians to your workforce.



Multiple Work Heights Up To 46 Inches:

The four safety stops between 3” and 33” allow multiple working positions up to 46”. No matter the type of job to be done, your employees can always find a safe and comfortable working position. Better comfort means more efficiency, with higher quality. No other piece of equipment can offer these advantages.



Comfortable Work Height While Attaching Clamps:

Most other competitors expect you to crawl on the floor to attach their unibody clamping systems. Not the Body Buddy. It allows you to lift vehicles to eye level during the tie down. This speeds up the process and removes all of the awkward body positions lying on the floor. For most vehicles, you can have all four unibody clamps attached in less than 10 minutes.



Adjustable Unibody Stands Practically Eliminate Need for a Jack:

Our unique unibody clamping system eliminates the need for a jack on most vehicles. The clamping bar can slide up and down the unibody stand for multiple pinchweld height. Our optional SUV extensions can reach the taller vehicles. It is the quickest and simplest system found anywhere.



4 Ton / 360 Degree Pulling:



The Body Buddy's user friendly pulling attachment allows quick and easy repair for the majority of all damaged vehicles in the modern body shop. Now your 'killed' vehicles can go on your full size frame machine while the lighter hits can be repaired without moving them out of the technicians area. The light weight pulling attachment allows quick repositioning anywhere on the rack without changing the work height. An optional second pull arm can easily be added. Eliminates the bottleneck on your frame machine and speeds up repair times. The perfect recipe for success!

Full Platform Support:

The Body Buddy's full platform support is the key to its functional superiority to the alternatives. No other machine has provided the strength, stability and ease of use while maintaining its work height like the Body Buddy.



Removable Cross-Member:

The Body Buddy has an open area built into the front and rear of the machine. This allows easy access to most of the difficult to reach areas of a vehicle. Whether inspecting damage for a quote or removing and replacing damaged body parts, this open area provides quick and secure access. When you are ready for a pull, merely slide the cross-member into the channel and complete the repair.



Allows for Multiple Workstations:

Many of our customers find that the increase in efficiency from using the Body Buddy compels them to purchase one for every technician. It's relatively small size and low height allows it to virtually disappear under the vehicle when not in use. You can have one in every bay without interfering with the normal task and the competitive price allows it to be done without breaking your budget!



Movable:

Since the Body Buddy does not require permanent fastening to the ground, it is very easily moved. Whether to be shared by technicians or simply to clean the shop floor, one man with a jack can reposition it anywhere in your shop.



Specifications

Body Buddy Speed Station:

| | |
|------------------------------|-----------|
| Length | 13' 6" |
| Length with Ramp | 14' 6" |
| Width | 6' 8" |
| Height | 3" – 33" |
| Maximum Height in Pinch Weld | 46" |
| Weight | 1,800 lb |
| Work Area Needed | 16' x 24' |

Body Buddy Speed Station XL:

| | |
|------------------------------|-----------|
| Length | 16' |
| Length with Ramp | 17' |
| Width | 6' 8" |
| Height | 3" – 33" |
| Maximum Height in Pinch Weld | 46" |
| Weight | 2,133 lb |
| Work Area Needed | 16' x 26' |

Why Spend the Money??

Your biggest question on this and all purchases comes down to “Why spend the money?” This section illustrates how this purchase will provide a significant return on investment - and more!

The Body Buddy Can Solve your Problems:

Since times are changing, we must change with them. Heavy, bulky frame racks operating by themselves are a thing of the past. Due to the majority of heavy hits being totaled, slow frame rack pulls are needed less and less. Additionally, gas prices forcing smaller vehicles into our market are pushing the majority of business to light hits. These are the problems Clarence Brewer, Sr. solved in developing the Body Buddy. It allows all light hits to be pulled in each technician’s bay leaving the frame rack for only hard hits. You can complete the entire pull in the time it takes your competition to tie down to a frame rack. Plus, there are no more bottlenecks forcing you to wait days for the frame rack to become available. This increased turn-around time for your customers will create considerably more demand for your entire shop.

The Body Buddy will also help solve your hiring problems. Your area’s best technicians will want to work for you because of what your equipment offers them. The 3” – 33” heights on a full platform takes away all of their daily knee and back pains by eliminating climbing on tall racks, creepers and crawling under vehicles. Plus, the drive-on, drive-off keeps their bay clean and efficient whether they need to lift or not. The removable cross-member also allows them to quickly reach the most difficult areas of the vehicle. All of these benefits will make their lives easier at your shop than any of your competitors.

Probably the most valuable aspect of the Body Buddy is its ability to help shops survive during slow times. Its time savings allow you to maintain the same output with less man-hours and minimize expensive labor costs during these slow periods. For a one-time payment equivalent to 25% of a technician’s pay, you can eliminate many wages for years to come. Surviving body shops will not leave their fate to chance; rather they will out-smart their competition with the Body Buddy.

The Body Buddy Pays For Itself Quickly:

Time is money!! The Body Buddy can increase procedural efficiencies so that you minimize labor costs. This is vital during both slow periods for survival and busy times for maximizing output. To illustrate this point, Table 1 computes a pay-off calculation using improved efficiency on each task of 15%, which is half of what we hear from nearly every Body Buddy customer

| | |
|-------------------------------|------------------|
| Weekly Productive Hours | 30 |
| Body Buddy Savings Percentage | <u>15%</u> |
| Saved Weekly Hours | 4.5 |
| Technician Shop Rate | <u>\$40</u> |
| Increased Weekly Revenue | <u>\$180</u> |
| Weeks to Pay-Off | <u>56</u> |

Table 1

Applies a \$40 hourly rate for a Body Buddy pay-off calculation.

As you can see, this machine pays for itself very quickly just from labor savings – which is crucial for slow times. During busy times you will also boost weekly volume and parts sales. *Table 2* summarizes average parts sales of \$100 per order and labor savings from *Table 1*.

| | 2 Increased Weekly Orders | 3 Increased Weekly Orders | 4 Increased Weekly Orders |
|-------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Increased Labor Revenue | \$180 | \$180 | \$180 |
| Increased Parts Revenue | \$200 | \$300 | \$400 |
| Total | \$380 | \$480 | \$580 |
| Weeks to Pay-Off | 26 | 21 | 17 |

Table 2
Combines labor savings from Table 1 with increased parts sales for a Body Buddy pay-off

After the equipment’s pay-off, all labor savings and increased parts sales is pure profit. Due to the quality, heavy-duty manufacturing of the Body Buddy, this will be many years of financial benefits!! Whether you are the owner or supervisor, this will definitely enhance your take-home pay.

Interested in a Body Buddy?

We know that buying a new piece of equipment can be a very stressful experience. That is why we put together this step-by-step process of helping you decide what you need and how to best fit it into your operation. We also encourage you to take the time to watch and re-watch our video. You will get an even better understanding of the basic operation and function of our system.

Talk to someone running our equipment

Referrals are the key to our success. Talking with someone who is already using a Body Buddy will give you great insight into production, savings, and cost issues you need to know about. In addition, you will be talking to someone in your shoes – not a salesman.

Formal Quotation

We can provide a formal itemized quotation for your review. This will include any accessories that could add to the total cost of the system. No surprises.

Financing

We do not offer in-house financing; however, our preferred leasing company has financed many of our previous customers. They'll work with you to get the best plan for your situation. Call today and we will arrange a quick and painless application process.

Shipping

Shipping charges are up to you but we can provide a competitive quote from one of our local trucking companies. We also have a very experienced staff available to deliver, install and train your technicians.

Installation and Training

Your Body Buddy will arrive with all the instructions you need in the User Manual. It will walk you through every detail of set-up and initial training. If you choose to take advantage of our delivery staff, they will also assist you in installation, operation and maintenance in a minimal amount of time. *In fact, the large majority of our customers choosing this option are installed, completely trained and fully operational in less than 3hours!!*

Service after the sale

We understand how crucial it is to get our system running at full capacity immediately and to have it remain in good working order. We know that your success insures our success. Consequently, we will always work to rectify any issues you might have as quickly as possible.

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Customer Referrals

Brewer Automotive Equipment has worked very hard in providing body shops all over the country a better way of operating during these changing times. Our best advertisements come from these customers who have benefited from using the Body Buddy. Below is a sample list providing names of Brewer customers running our equipment and how it has helped them enjoy greater success. All of our divisions have long traditions of having a very dedicated customer base, and Brewer Automotive Equipment is no different. The reason is simple - we build tough equipment that helps our customers solve problems and we back our equipment with the highest level of customer service available.

Mills Body Shop Jack Vickery, Owner Evansville, Indiana

“When I decided to make our shops more profitable, the Body Buddy was the only machine that could deliver so many functions. Our shop is faster than anyone else’s because all our jobs are completed in one bay!

- Every man is quicker because he isn’t sitting or lying on the floor.
- Our frame machine is seldom used and we never have to wait on it.
- We make more money because we are now able to analyze damage quicker with the lifting capabilities of the Body Buddy Speed Station.
- We keep the best body men in our area because we make them more money and make their job easier.”

Moore’s Body Shop Tim Moore, Owner Charlotte, North Carolina

“I was using the Pots system in the floor and it took 30-40 minutes to set-up. It now takes me approximately 10 minutes or less with the Body Buddy. I guarantee that it saves me 1/3 on all jobs and it’s great for inspecting. I compare my old system to a pushing lawn mower and the Body Buddy to a riding lawn mower. Everything is just so much quicker.”

Shaver’s Body Shop Barry Shaver, Owner Central City, Kentucky

“We no longer have vehicles waiting for a frame rack. It gives my body man comfortable working positions and most of all increases our profits.”

- Barry Shaver, Owner

“I’m 6’2” tall and I love the comfortable working positions that the Body Buddy offers. Now I can go home and enjoy the family without those back and knee pains. The E-Z Puller has also worked great.”

– Steve Morse, Body Technician

Whitey's Custom & Collision

"Whitey" Gwinup, Owner

Clyde, Ohio

"Its great for my bumpers. I now remove them on the Body Buddy, paint them separately and put them back on. It saves on paper, tape and labor because it is so easy to get to. It saves at least 1/3 of the time that it used to take in repairing light hits because I can work with the car in the air."

Burlingame Auto Body

Charles Burlingame, Owner

Tipton, Missouri

"I have been using my new Brewer Body Buddy for a month. Now that I see how much quicker and easier it is to do body work, I would not take double my money back for this work station! This is what I think of this innovative new product."

Ocean Bay Auto Body

Ted Ranier, Owner

Point Pleasant, New Jersey

"This is a Money Maker!"

Taylor's Body Shop

Steve Dickerson

Evansville, Indiana

"We had our minds set on buying a frame machine, then we ran across Clarence Brewer's new project. The Body Buddy has been a great fit for our shop. Our shop is much more profitable with the Body Buddy and the frame machine is no longer a bottleneck."

Sparks Motors

Nick Sparks, Owner

Greenville, Kentucky

"We are turning out twice as many vehicles as before with the Body Buddy. This machine has made me a whole lot of money. I would like to express my 100% satisfaction."

B & B Body Shop

Chris Armstrong, Owner

Henderson, Kentucky

"All my guys love the Body Buddy Work Station. It is so great for so many things."

Tigers Body Shop

Greg Yonaw, Owner

Chicago, Illinois

"I really like it for the small cars and the small hits. I can now change parts and accessories 30-40% faster. Nice piece of equipment!"

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