

Tom's Auto Service Case Study

1. Define and draw the customer benefit package, and state TAS's mission, strategy, and rank order of competitive priorities.

TAS's customer benefit package starts with the primary service as friendly, professional employees who regularly interact with customers while servicing vehicles. Possible services being changing oil, oil filters, tires, windshield wiper blades, and lubricants. The peripheral goods are the waiting room, coffee, tea, soda, current magazines, Wi-Fi and high-definition televisions. Customers are provided maintenance brochures and discount coupons for return visits. Peripheral services are cleaning the vehicle's windows outside and inside, vacuuming carpets, reviewing service history with the customer and explaining the technical aspects of vehicle service when asked or required due to potential safety or mechanical problems. Mechanical and technical personnel are automotive certified with background checks for technical skills and criminal history.



TAS's mission is to differentiate its 32 stores from competition in the regional quick-service vehicle oil-changes and lubricant-change industry. The strategy to achieve this mission is by focusing on peripheral goods and services, the servicescape, and customer-

Case Study Of Toms Auto Service

Judge Baker Guidance Center



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