

'That's right!'

Local man brings great prices, customer service home to St. Louis

When Gary Calvert left St. Louis he was working for a company that is now his competition.

"I was working for Midas Auto Service locations as a store manager when I decided I had more to offer to the team," Calvert said. He then moved to Minnesota where he became a General Manager for nine Midas locations.

After turning that operation around he was offered an opportunity to "turn around" the Wichita market.

"I was experiencing great success, but I thought, 'If I'm running these shops, making every decision and seeing that everything is going well, why can't I do it on my own?'"

Calvert proved he could when he opened his first Express Auto Service and Tire center in Overland Park, KS. in 2003. Today, Calvert's Express Auto Service and Tire has 10 locations in the greater Kansas City area and 7 locations in the greater St. Louis area – with a lot more to come.

"Our newest stores will be opening in the Wentzville and St. Charles/St. Peters areas later this summer," Calvert said. "What makes us different is our parts inventory and our pricing. We blow the market away in pricing. No one beats our pricing."

That's because Calvert's buys its parts in bulk – with over \$2.5 million in inventory – and passes the savings on to its customers.

"Since we came to town the price of an oil change has dropped significantly," Calvert said.

It's not just exceptional service that has captured customers' attention and appreciation – it's also the company's commitment to customer care.

"Buy right. Sell right. Treat people right.

That's what makes us different," Calvert said. "Our goal is to wow our customers every day. To do whatever it takes to make it right."

Dave Gower, Calvert's general manager for the St. Louis region added, "We're part of the communities we serve, which is why we think it's

important to revitalize existing neighborhood buildings. It's also why we don't use heavy pressure, or try to upsell our customers. We're more interested in meeting their needs and building relationships that last."

"At the end of the day, we want our customers to say, 'Wow! Was that really an auto repair shop?' and to trust us with all their automotive needs," Calvert said. He pointed out that his team can handle everything from quick lubes to major engine repairs.

In addition to excellent pricing, customer perks include free shuttle service, free brake inspections and free oil changes for members of the Express Birthday Club. **Learn more at calvertsexpress.com.**



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