

Akzo Nobel's Facility Planning department can assist you in planning a new facility or expanding or reorganizing your existing shop.

"In this day and age, some of the value-added services offered by Akzo Nobel are certainly unique, but I must say I still count on some of the traditional services such as Layout & Design. To me, this is the nuts and bolts of value-added services."

*Blake Harris
President
Blue Ridge Color Company
Roanoke, VA*

FACILITY LAYOUT & DESIGN

Target Audience

Production Manager, General Manager and Owner

Our Planning Services Can Address:

- Production layout and work flow
- Type of collision work performed
- Utility layout
- Production stall allocation
- Productivity analysis
- Site Planning
- New equipment consultation
- Overview of existing equipment
- Site Planning

This Service Will Provide:

- Sample shop designs for your review
- Recommendations for updating existing refinish equipment or purchase of new to meet proposed production demands
- Advice on compliance to all national electrical and building codes
- Recommendations on work force utilization
- Requirements for compressed air, shop lighting, electrical loads and natural or propane gas loads
- A floor plan tailored to your expectations and growth

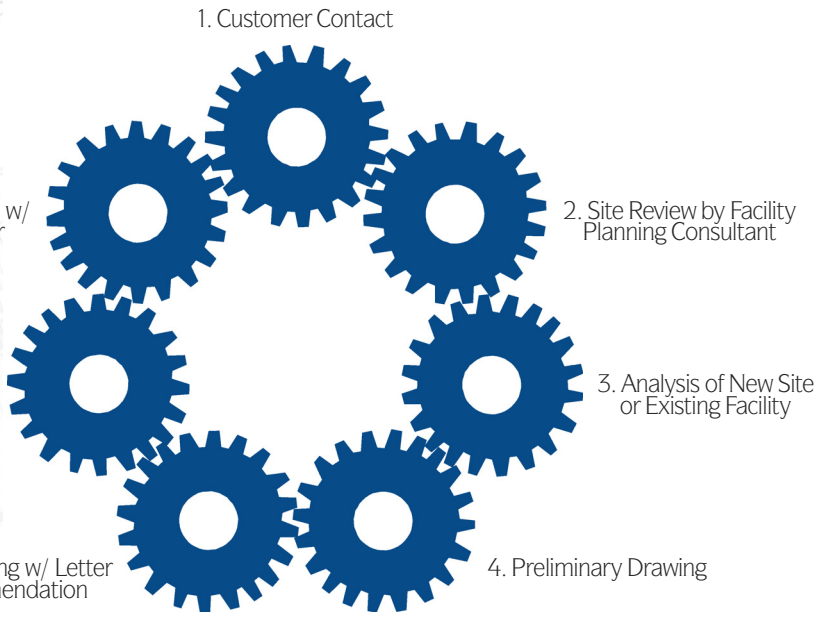
Body Shop Survey and Design Process

To get started, an Akzo Nobel Facility Planning Consultant will contact you to discuss your current situation, review your needs and complete the Facility Planning Questionnaire. We'll discuss sample plans, sketches and site plans. Next, we follow up with preliminary drawings for your review. Then your ideas and our recommendations are incorporated into a comprehensive facility plan that maximizes your process flow and productivity. The final step is to provide you with the final plan and a letter of recommendation. Akzo Nobel assures that you are kept informed every step of the way.

Why We Are Different!

Choosing a facility planning service is an important step in the development of a total repair facility. With over 30 years of experience in facility planning throughout North America and Europe, Akzo Nobel has the resources and industry understanding to help you plan your shop for today's needs and tomorrow's growth. We act as consultants to our customers to combine their individual requirements with an overall facility configuration to create a productive and efficient facility.





Facility Planning Process

Investment Analysis*
Facility Layout & Design

Assumptions

Current Sales (Monthly)	\$100,000
Current Efficiency	150%
Current Gross Profit Margin	39%
Current Overhead Expense to Sales	28%

Profit Drivers

Service Impact

Monthly Profit Change

Sales	N/A	\$0.00
Efficiency **	1.0%	\$260.00
Direct Cost (as a % of sales)	N/A	\$0.00
Overhead Expense (as a % of sales)	-0.1%	\$100.00
<i>Total</i>		<i>\$360.00</i>

Investment

Service Cost	\$2000.00
Salary & Benefits (Service Execution)	\$150.00
Travel	\$0.00
Salary & Benefits (Implementation)	\$600.00
Other Implementation Costs	\$0.00
<i>Total</i>	<i>\$2,750.00</i>

Your Potential Return on Investment

Annual Operating Income Improvement	\$4,320.00
Investment	\$2,750.00
Return on Investment (\$)	\$1,570.00
Return on Investment (%)	57%
Investment Breakeven in Business Days	160.4



* This analysis is not a financial guarantee. It assumes proper and complete implementation of concepts and recommendations offered.
 ** Profit improvement from an increase in efficiency is expressed through an increase in sales.