

JULY 2026

MOBILE *magazine*

RAPID>FIT



VAN(S) OF THE MONTH!

FORD ORLANDO PARTS & SERVICE CLUB CONFERENCE COMES TO TAMPA

Story Inside!

KEYNOTE SPEAKER
NASCAR LEGEND
GEOFF BODINE

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to the Advancement of
Mobile Service
and Pick-Up & Delivery





LETTER FROM THE EDITOR

HOME FIELD ADVANTAGE

In this issue, we feature the Orlando Region Ford P&S Club Annual Conference in Tampa. (my backyard!)



John Schmidt

FOUNDER, MOBILE NEXT>LEVEL
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Attending this event now as a vendor in the trade show, brings back a LOT of fond memories and connections from my time working at a Ford Dealership.

Most people who have met me over the past few years know me simply as the "Mobile Service Guy."

But long before Mobile Service became my passion, I spent nearly 30 years leading Fixed Operations, primarily with Ford, but also with Cadillac, BMW and Kia Dealers. Those years shaped everything I do today.

I'm incredibly proud of that chapter of my career because I wasn't developing ideas from a conference room - I was living the daily realities of dealership operations. I understand the pressure Service Managers face because I spent years in the driver's seat.

That experience has become one of my greatest advantages. It allows me to build products, training programs, and software that aren't just innovative - they actually work in the real world.

Cheers to my colleagues and friends old and new. After all these years, I'm still "Lovin' the Business."

js

OUR DEALERS >

7 of the TOP 20 Volume Mobile Service Dealers in the U.S. chose GEO>TECH by NEXT>LEVEL as their Mobile Service Appointment Scheduler. **This group of Dealers collectively averages over 1,000 Remote Service Repair orders per Dealer, per month.**

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ABRACADABRA

"I CREATE WHAT I SPEAK"
-Hebrew Phrase

THROWBACK ALERT
THROWBACK ALERT
THROWBACK ALERT



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OUTSIDE
OF THE BOX



SOME
SMASH
THE BOX



WE NEVER
HAD A BOX

THAT'S NEXT>LEVEL

NEXT>LEVEL BY THE NUMBERS

1

AND ONLY Automotive Consulting Agency dedicated *exclusively* to Remote Services

1

AND ONLY Consultant "behind the curtain" as a Dealer Performance Coach, Workshop Facilitator, and Program Content Provider to the two largest OEM Mobile Service Programs in America

7

OEM Brands served by NEXT>LEVEL as Mobile Service Subject Matter Expert

500+

Number of Mobile Service Dealer Training Events and Workshops delivered since 2020

EVENT RECAP



by John Schmidt

Orlando Region Ford Parts, Service & Body Shop Managers Gather in Tampa

The 2026 Orlando Region Parts, Service & Body Shop Managers Club Annual Conference brought together Ford fixed operations leaders from across the region July 15–18th at the Marriott Waterside Hotel in Tampa for four days of education, networking, and well-deserved camaraderie.



Recognized as one of the oldest and largest Ford Parts and Service Manager organizations in the world, the Orlando Region club has a long tradition of fostering collaboration, professional development, and lasting relationships among dealership leaders. This year's conference continued that tradition with an outstanding agenda designed to educate, inspire, and strengthen the Ford dealer community.

Attendees enjoyed a vibrant vendor trade show featuring the latest products, technologies, and services supporting dealership operations.

Networking extended beyond the conference halls with a TopGolf tournament and breakfast, providing a relaxed setting for friendly competition and meaningful conversations. Dealer Roundtable Mastermind sessions encouraged participants to openly share best practices, operational challenges, and innovative ideas to improve dealership performance.



Dave Puterbaugh
Revive H2

Troy Blackwell
Zapmoto



Stephen Jackson
Spiffy



Byron Burris
Ford Motor Company

EVENT RECAP



The conference concluded with an elegant banquet featuring keynote speaker and NASCAR legend Geoff Bodine, whose stories of perseverance, leadership, and teamwork resonated with attendees. Live entertainment capped off an unforgettable evening celebrating another successful year for the organization.

Perhaps the greatest takeaway was the remarkable sense of fellowship among Ford Parts and Service Managers. The conference served as a welcome opportunity to reconnect with longtime friends, exchange ideas with respected peers, and briefly step away from the demanding pace of dealership fixed operations during the height of the busy summer season.

The Orlando Region once again demonstrated why it remains one of the strongest and most respected fixed operations organizations in the automotive industry.



Sean Marvelle
Tamiati Ford



Jeremy Stephens
Bozard Ford



Corey Hudson
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HIGH ELR,
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maintenance item.



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MACHINE PLACEMENT
OPTIONS
Depending on
your needs.



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USES DISTILLED
WATER, NO
CHEMICALS

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- ✓ Machine shuts off automatically when done.



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- ✓ Smoother running engine



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NEXT>LEVEL'S NEW

VAN OF THE MONTH

Series

Texas Trio

Welcome to Mobile Magazine's newest feature, Van of the Month (VOM), where we showcase exceptional Mobile Service vehicles and the talented teams behind them.

For our inaugural feature, we're highlighting an extraordinary accomplishment by Rapid>Fit's Upfit Design & Installation Chief, Corey Hudson, who recently completed what many would consider impossible: **three** full oil change-capable mobile service van upfits in just 11 days for our friends at ZT Auto Group in Texas.



Working through weekends, enduring 12- to 16- hour days, and battling relentless 100+ degree Texas heat, Corey demonstrated the work ethic, craftsmanship, and determination that have become synonymous with the Rapid>Fit name. But this achievement isn't just about speed.

Every Rapid>Fit upfit is performed on-site at the dealership, allowing Dealer.



Learn More



leadership and technicians to observe the build process firsthand. Each installation is completed with meticulous attention to detail, continuous collaboration with the dealership team, and hands-on technician training to ensure every van is launch-ready the moment it rolls out.

While many dealerships are told to expect three to six months for a completed mobile service van, Rapid>Fit continues to redefine industry expectations with an average turnaround of just 21 days from deposit to equipment ordering and completed installation.

That's not just fast. That's RIDICULOUSLY RAPID. That's Rapid>Fit by Next>Level.

A special thank you to Jerimy Deines, Jr. and the team at AGA Tools, Corey Hudson from the Next>Level team, and the leadership at ZT Auto Group - Mustafa Qureshey, Ric Moreno, and Ike Haines - for your partnership and confidence in the Rapid>Fit team. Congratulations on an outstanding Texas trio!

PROUD PARTNER



AGA Tools
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PARTNER PROPS!

INDUSTRY PARTNERSHIPS

We are super grateful to our partners whose support is unparalleled.



NEXT > LEVEL FANS

Proudly Serving Industry Leaders



MOBILE MAYHEM!



I WAS INSPIRED TO CREATE A SERIES OF LIGHT-HEARTED CARTOONS TO CAPTURE SOME OF THE EYEBROW RAISING MOMENTS I HAVE ENCOUNTERED OVER MY PAST 7 YEARS TRAINING MOBILE SERVICE DEALERS, PROVIDING SCHEDULING SOFTWARE AND UPFITTING TO THEM. I HOPE YOU ENJOY THEM AND GET A CHUCKLE!

-John Schmidt



MORE MADNESS TO COME!

MORE

DUMBEST IDEAS EVERRRR

RING DOORBELL 2013



INITIAL PUBLIC RESPONSE

Critics and groups like the American Civil Liberties Union questioned the social-monitoring aspect, comparing it to a continuous, privatized surveillance. On Shark Tank, Lori Greiner, Robert Herjavec, and Daymond John all passed, doubting the market size and scalability and Mr. Wonderful would not meet the inventor's deal requirements.

SINCE THEN

Dateline murder mysteries are solved and would-be Porch Pirates are left quaking in their boots as Amazon purchases Ring for \$839 MILLION in 2018, beefing up worldwide distribution to assure that every man, woman, and child can have their own BIG BROTHER!

PRIVACY SSHMIVACY!

MOBILE SERVICE



INITIAL PUBLIC RESPONSE

"Dumbest idea ever. I can't make any money in my shop on oil changes and recalls as it is. Why would I spend \$150K on a van to change oil in my customer's driveway? There is NO way this can make money, none of my customers are asking for it, and what about oil spills?"

SINCE THEN

Dealers are realizing a substantial increase in parts and labor sales, capacity, throughput, CSI, commercial fleet business, recall penetration and maintenance retention. Additionally, they have slashed loaner expenses and shop carryovers. For the most advanced Dealers, Mobile Service repair orders account for as much as 30% of their total RO count. The sky is the limit!

**YOUR NEXT DUMB IDEA IS AT
WWW.MOBILENEXTLEVEL.COM**

"Every brilliant idea was once a dumb idea." - js



ANOTHER SHOUT OUT!

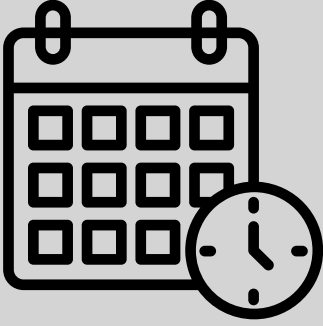


**Ben Foster
"Christy"**



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