

Jagir Singh Exact Automotive

701 Kings Row Ste 72F San Jose, CA 95112 www.exactautomotive.net
Exact Automotive is both a body shop and a major service tune-up business.



“The competition doesn’t hurt us; I’ve been working to establish my clients since 1988.”

Having worked in the automotive services since moving from India in 1988, Jagir had a wealth of knowledge and experience at his disposal when he opened his own automotive repair business. He has operated out of his current San Jose location since 2003, and is now expanding his business. As part of this plan he is broadening his focus to attract more residential clients while still maintaining his commercial trucking base, demonstrating his shop’s versatility and staying-power.

Business By The Numbers

Loan Amount: \$10,000
Industry: Automotive Repair
Business Start Date: 1988

Challenge

Jagir used his savings to expand the business to include an auto shop in 2004, and fell behind on debt repayments. Knowing that his credit was less than excellent he did not apply for a bank loan, but he still needed to invest in his body shop and equipment to advance his business.

Opportunity

Jagir was introduced to Opportunity Fund through San Jose City Services. We gave him a \$10,000 loan knowing that he has a strong reputation in the community and many loyal costumers.

Community Network

Jagir has been in the industry since 1988. The majority of his customers are Indian and Latino clients who help to spread Jagir’s reputation through word-of-mouth referrals. He is well-known in the area for his high quality services and stays connected to the community through his family, friends and neighbors.

The Big Picture

Jagir hopes to receive another loan from Opportunity Fund in the future in order to purchase necessary tools and parts to invest in the repair shop. Jagir will also have to physically expand the business to allow for maximum growth once he becomes an authorized provider for Farmers’ Insurance.