

Over 160,000 vehicles serviced since 1991

One of the first things you notice about Colony One Auto is the enthusiasm of owner Rod Tate and general manager Rick Hanson. They are still excited about the work they do, the experts they employ to keep their customer's cars in top shape, and the satisfied customers they see around their neighborhood at church, restaurants, or the kids sport activities.

Because that's the most important part of their business, customer satisfaction. Rod Tate says, "We treat people like we would want to be treated. We know we are probably going to see our customers as we go about our daily lives in Fort Bend. We want them to greet us as friends."

Another thing you notice right away when you enter Colony One's Dulles Ave. shop is the spic and span atmosphere, the number of computers in evidence, and the professional attitude exhibited by the service personnel who note your automotive problems.

Tate and Hanson arrived at Colony One through a different route. Hanson worked for Rod's father, Sam Tate, at his Alief repair shop many years ago. "I'm just a car guy," says Rick. "It's the only thing I've ever known. Always have been and even race cars now as a hobby--mostly drag racing Corvettes and Cameros in Texas and Louisiana."

Rick was hired when Sam Tate started Colony One Auto in 1991 after Sam had already sold out and retired once from his stint at his Alief location. Sam chose the Dulles Ave. location due to its proximity to First Colony and First Colony's many commuting car drivers. Both men also lived in Fort Bend County and liked the opportunities so close to home.

Rod spent several years trying to convince his father Sam that the automotive repair business was a good fit for him. "He didn't want to hire me," Rod laughs, "but finally in 1995 Rick convinced him I would be an asset to the company."

For several years the men sat side by side about twelve hours a day writing service contracts. "We know more about each other than our wives," claims Rod.

Rod joining the business when he did was fortuitous as Sam passed away in 1999 and Rick and Rod continued the business just like Sam had taught them--good work and honest customer service.

Rod says they base their service business on doing what really needs to be done to your auto instead of repairing the problem plus finding a lot of other things that don't need doing at the time. "That's called 'building the ticket.' We don't do that. We're nice guys and do things differently from most automotive repair shops," says Rod Tate. "We want you to come back."

And come back they do. Most of Colony One's customers are repeat customers. "Not because we didn't fix it right the first time," Rick hastens to add, "but because they return for other problems."

Colony One repairs about 10,000 cars a year. That's 200 cars a week in their 18 bay repair shop.

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Come see us before you hit the road this Spring or Summer at 1131 Dulles Ave., Stafford, TX 77477, Across from Riverbend Country Club, 281-908-4000.



Rod Tate & Rick Hanson