



sponsor spotlight

KABILIAN'S CAR KARE

By Doug Couillard

Q: What do a door lock, brake pads and rotors, tires and a wheel bearing have in common?

A: They are all non-urgent repairs that my car needed recently. Some of them I'd been putting off because I thought they were going to be expensive and complicated to fix. I finally brought my car to Kabilian's Car Kare in Marshfield, and found out that I was completely wrong. I should have brought my car to them months earlier! Paul Kabilian and his team made it easy for me to make the safest and best decision for my repairs. The work was done right the first time and it was far less expensive than I thought it would be.

Kabilian's Car Kare (KCK) has been in the same location on Rte. 139 in Marshfield since the year 2000. Paul brings a wealth of technical experience and customer service from his earlier years when working at a Toyota dealership, during which time he began to develop a client base of his own while working out of his home-based garage. This loyal clientele became the reason for opening his own business, and he's been at it ever since. Although he once only specialized in servicing Toyotas, KCK now has the ability to work on every make and model. Paul and his team always treat each vehicle to its optimum level of repair. They will even go so far as to contact the manufacturer to obtain the best possible outcome for the customer. Paul's reputation lies in his honest and straightforward approach

to each customer. You aren't just a customer; you are a friend.

When you call Kabilian's Car Kare or walk through the door, service manager Mike Anderson will greet you. Mike brings strong career background in the auto industry with a specialty in tires. In addition to Paul and Mike, there is a team of four outstanding and experienced auto technicians; Greg has been with Paul at KCK since the beginning.

Paul grew up in Weymouth, and his wife, Michelle, grew up in Duxbury. When they got married in 1984, they called Marshfield home. Here they raised a family of three children, Erika, Justin and Melanie. They all attended Marshfield public schools and then moved onto college. Erika is an occupational therapist and a newlywed; Justin is an active duty Marine serving in Japan and the Philippines; and Melanie is currently apprenticing in the cosmetology industry where she will one day use her business degree to open her own business. It's a lot quieter around the Kabilian household!

Kodhi is the white boxer pictured in the KCK ads with Paul and is the newest member of the family. Four years ago Kodhi was a "surprise" Christmas present for Paul from the family. Although initially not happy about having a dog, Paul and Kodhi are now inseparable. Kodhi comes to the shop everyday and is one of the calmest dogs I've ever seen. Since working with Paul in *LOTB*, I've come to know him well, and my own children now make me stop by KCK from time to time just so they can hang with Kodhi.

Paul answered the phone one day while I was there and talked to an existing customer who had concerns about something her car was doing and she was headed on vacation within a couple days. They talked a bit and then scheduled a time to bring the car by, and Paul ended the conversation with this phrase: "We'll treat your car like you're my sister getting ready to head across the country with her kids." Stop by to see Paul and the team before heading out on your summer road trip. You'll be glad you did!