

Business Trends

Helping Companies Choose The Right Vehicles

(NAPSA)—Selecting the right vehicle for a job is imperative for a small business and their bottom line. A well-known provider of commercial automobile fleets, General Motors, offers a team of expert sales consultants at Chevrolet and GMC dealerships across the country to help business customers select the type of vehicles that best meet their company's needs.

The Business Elite program, from General Motors, is aimed at business customers who own one to 100 vehicles. As such, it's designed to provide the country's estimated 400,000 small-to-mid-size businesses with an exceptional sales and service experience from the time they enter the dealership through the life cycle of the vehicles they purchase.

The program stocks a diverse lineup of vehicles that are ready for sale at a moment's notice.

In addition, Business Elite's service department has the facilities, tools, equipment and certified technicians to accommodate business customers' specific needs, including:

- Priority service
- Priority hours
- Round-the-clock towing
- Work-ready loaner vehicles
- Business financing and leasing options
- Business vehicle remarketing and zero-hassle disposal.

An Innovative Approach

In addition, GM Fleet & Commercial recently launched the



A program that helps companies choose the right kind of vehicle also offers an innovative maintenance plan.

Business Choice program for small businesses. This is a two-year, 30,000-mile business maintenance plan—the first in the industry. It also provides a cash allowance for vehicle accessories or upfits. The maintenance plan covers lube, oil and filter changes; tire rotation; and a 27-point inspection. Eligible vehicles include the Chevrolet Express and GMC Savana cargo, passenger and cutaway vans, chassis cabs, 1500, 2500 and 3500 Chevrolet Silverado and GMC Sierra pickups and the Chevrolet Avalanche.

Responding To A Need

"We asked our customers what they want and need from their commercial vehicle provider and we redesigned our business model around their feedback," said Ed Peper, U.S. vice president of Fleet & Commercial Sales for GM.

To learn more about the new Business Elite program or locate a participating dealer, visit the website at www.gmfleet.com/business-elite-dealers.