

# HOW DO I BUY A COMMERCIAL VEHICLE?



Help your Dealer help you. Answer the following questions then print this form and take it to your dealer. Answering these questions will put you and your Sales Consultant on the right track to selecting the GM vehicle that is a perfect fit for your job.

## Vehicle Needs

---

- What set of tasks do you have in mind for this vehicle?
- If applicable, do you prefer a Regular Cab, Extended Cab or Crew Cab Chassis?
- Will you choose a gas, diesel or hybrid vehicle?
- Are you hauling a trailer? If so, what is the weight?
- Do you need 2WD or 4WD?

## Upfit Needs

---

- What kind of body (platform, stake, van, etc.) do you want on the vehicle?
- Can you provide other specifications for your existing specialty body? Who is the manufacturer or what is the model?
- What is the maximum payload weight that you'll be hauling? What will you be hauling?
- Will you add a rear lift gate, snow removal equipment or other significant equipment that will affect payload capacity and weight distribution?
- Do you need a recommendation for a new, GM Special Vehicle Manufacturer (SVM) company?
  - Do you have a previous vehicle used for this job?
  - Was its capacity sufficient?
  - Was it too long or too short?
  - Do you know what length this specialty body needs to be?
  - How would you improve on it now?

## Purchase

---

- What is the time frame for delivery?
- How many vehicles are in your fleet?
- Do you Buy or Lease?
- Are you a CAP account?