

Highway Horse Sense



Investing in Vehicle Maintenance Can Pay Dividends At Selling/Trade-In Time

(NAPSM)—Besides a home, a vehicle is one of the biggest investments a consumer will make. That investment extends beyond the sticker in the vehicle's window. It includes insurance, fuel, regularly scheduled maintenance and depreciation.

The good news is that today's new cars and trucks are designed and built to run for more than 100,000 miles, remain in service an average of 16 years and serve four to five different owners. So while some costs—such as insurance premiums and gas—are largely outside of consumers' control, financially savvy owners can actively help improve their bottom line at sale or trade-in by keeping their vehicles properly maintained.

"A vehicle that has been well-maintained can be worth thousands more at sale or trade-in," said Joni Gray, consumer advice editor for Kelley Blue Book, a noted authority on vehicle resale value. "That money can be used toward the purchase of a new vehicle."

For definitive answers on GM vehicle maintenance, vehicle owners need look no further than their owner's manual and the nearest GM Goodwrench dealership. The manual details the regular maintenance and preventive procedures recommended for keeping vehicles in optimum condition; trained technicians at nearly 7,000 GM dealerships can perform the services.

The Bottom Line

According to ADESA Analytical Services, nearly half of consumers—47 percent—keep new vehicles for between one and four years. That means those who sell or trade need to know the vehicle's value. Kelley



When a vehicle is properly maintained, it can mean thousands of dollars in added value when it comes time to sell.

Blue Book offers a 16-question online quiz: The answers help determine values based on conditions ranging from excellent to fair. Criteria include condition of the engine, transmission, body, tires, brakes, interior, HVAC systems and even the existence of service records.

"If you've had your vehicle maintained and serviced at any GM Goodwrench dealership, you will be able to provide documentation of the vehicle's entire service record history, even if you weren't good at keeping individual paper receipts," says Stephanie Gehl, GM Service and Parts Operations Portfolio manager, Quick Service Products.

Maintenance Improving Resale

Most drivers know part of regular maintenance includes changing the vehicle's oil regularly, but there are other things they can do to help improve their vehicle's bottom line at sale or trade-in. GM Goodwrench recommends the following:

- Take a few moments to walk around the vehicle and make sure all the lightbulbs work.
 - Maintain a clean air filter. A clogged air intake system can lead to poor vehicle performance and reduce fuel economy.
 - Look under the vehicle occasionally for leaks.
 - Wash the vehicle regularly to remove corrosive substances such as road salt, and so that small dings or loose trim pieces can be identified and repaired early.
 - Rotate tires on a regular basis, and keep them properly inflated and correctly aligned.
- "Poorly maintained tires can be expensive to replace and may impact resale value," adds Gehl. "But more importantly, well-maintained tires are critical to the safe performance of a vehicle."

What is a

Multipoint Inspection?

GM Goodwrench offers convenient, efficient, multipoint inspections for vehicles, comprehensive diagnostic testing and complete service capabilities to help customers keep their vehicles operating properly. GM dealerships offer the following inspection services:

- Transmission, drive shaft and u-joints
- Radiator, heater and air-conditioning hoses
- Interior lights, exterior lamps, brake lamps, turn signals and hazard warning lights
- Exhaust system
- Engine air cleaner filter
- Suspension and steering system components

For more information, visit www.goodwrench.com.