



CONNECTING THE FLEET INDUSTRY

TRAINING FOR SUCCESS

## GST's Fleet Specialists

GST's team includes nationally recognized and industry-awarded fleet professionals who are ready to be deployed to assist your sales team with closing sales. Our team is experienced in working through the political channels of public agencies and winning the approval of the decision makers uniting the end users with their purchasing and finance departments. Let our industry experts guide your customer through the levels of approval smoothing the pathway to close your contract sale.

### Dealer Education and Support

- **Joint sales calls;**
  - Educate your customer on the benefits of using your cooperative purchasing contract
  - Unite stakeholders in the decision that cooperative purchasing promotes efficiencies
- **Customer phone consultations;** coaching your customer how to obtain the buy-in of various stakeholders in their agency
- **Dealer training;** how to call on government agencies and sell through cooperative contracts
- **Presentations;** association meetings, conferences, customer appreciation days, and your customer lunch and learns



**Bob Stanton, CAFM, CPFP, CPM**

Bob Stanton is a well-respected fleet professional who retired after serving the City of San Antonio, TX and both Hillsborough County and Polk County, FL. He also has 18 years experience in private fleet management in two Fortune 50 corporations, Pepsi Cola and UPS.

- Hall of Fame (GFM) - Inducted 2014
- Bell Canada Goill Award for Innovation in Fleet Operations (One of only two, three-time recipients)
- "Excellence in Supervision Award" - Technology and Maintenance Council of the American



**Sam Lamerato, CPFP**

Sam Lamerato has been involved in fleet maintenance for 40 years and is generally regarded as one of the top government fleet managers in the country.

- Legendary Lifetime Achievement Award- 2014 Government Fleet Magazine (GFM)
- Hall of Fame (GFM)- Inducted 2014
- Public Sector Fleet Manager of the Year - 2011 (GFM)
- Professional Manager of the Year -2010 (APWA)
- Top Ten Leader Award -2008 (APWA)