

Vehicles



Photo: ElDorado National

Snapshot

	< 16 SEATS	~24 SEATS
Highest priced unit:	\$54,250	\$78,750
Average priced unit:	\$50,000	\$71,250
Lowest priced unit:	\$46,000	\$66,000

Pricing Trends

2007-2008: +4% to +10%

2008-2009: +5% to +10%

2010 projection: +3% to +7%

Typical delivery time: 10 to 12 weeks

Typical delivery charges: Varies by location, can be \$1 to \$1.30 (or more) per mile driven

Average life span of product: 7 to 9 years

Standard warranty: Chassis usually 3 years/36,000 miles; power train 5 years/60,000 miles

Extended warranty: Often offered

Average maintenance cost per year: Varies based on usage—about \$500

Breakout cost for ramp/lift: \$5,500

(Figures cited are averages of all respondents' answers. Actual pricing will vary due to volume, bundling and other factors of a purchase.)

Sources: Atlantic Turtle Top, Comm-Trans, ElDorado National, Midwest Transit Equipment

FROM THE FRONT LINES:

“Don't take the first offer you get. Review your options to make an educated decision. There's always room for negotiation.”

Kelsey Pasquini, Nursing Home Administrator, Stow Glen Retirement Village, Stow, OH

Buyer Notes

- Make sure you buy something that is Americans With Disabilities Act (ADA)–compliant. Most vendors should be aware, but it's ultimately up to the buyer to know, for example, that anything over 22 feet long must have at least two wheelchair spaces. Also, pay special attention to certain lighting and lifts requirements.
- Don't overlook leasing options, experts emphasize. Many providers do not maintain vehicles properly or regularly enough, often opting to “run them into the ground”—or at least until frequent, costly repairs are needed. Leasing also saves a big capital expenditure up front.
- Caution on pricing: Cheaper prices can equal cheaper construction, which can create noisier, rougher rides.

**For a list of vendors go to the:
EQUIPMENT section, pages 83-103**