

## Vehicles



Photo: ElDorado National

### Snapshot

	< 16 seats	~24 seats
Highest priced unit:	\$56,962	\$82,688
Average priced unit:	\$52,500	\$74,812
Lowest priced unit:	\$48,300	\$69,300

### Pricing Trends

2007-2008: +4% to +10%

2008-2009: +5% to +10%

2009-2010: Flat to +5%

**Typical delivery time:** 10 to 12 weeks

**Typical delivery charges:** Varies by location, can be \$1 to \$1.50 per mile driven

**Average life span of product:** 7 to 9 years

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

**Extended warranty:** Ask (often offered)

**Average maintenance cost per year:** Routine cleaning, minor parts upkeep

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

### FROM THE FRONT LINES:

**"Go with the best signage package you can get for your vehicle. You are driving a moving billboard out into the community. Make certain you use your own designer [graphic artist] for the logo."**

Terry Howard, Owner and CEO, Stony River Assisted Living, Marshfield, WI

### Buyer Notes

- Due to the recession, many suppliers are holding fewer parts and materials so custom-made vehicles could take a few weeks longer than usual to receive.
- Don't forget about leasing options. More providers are taking three-year leases and renewing with new vehicles time and again, some vendors say. The benefits can be many, including having newer-looking vehicles that might get people thinking, "If they take care of their buses like that, I'll bet their facility is nice and clean," notes one veteran vehicle dealer.
- Emission guidelines have recently made gasoline engines a more attractive option than diesel, the latter of which requires more attention and additives, one dealer noted.

**For a list of vendors go to the: EQUIPMENT section, pages 81 and 96**