

Vehicles



Photo: Eldorado National

Snapshot

	< 16 seats	~24 seats
Highest priced unit:	\$61,000	\$78,000
Average priced unit:	\$49,333	\$65,666
Lowest priced unit:	\$58,500	\$60,875

Pricing Trends

2008-2009: +5%

2009-2010: +5%

2010-2011: +5%

Typical delivery time: 2 to 10 weeks

Typical delivery charges: Varies by location, usually from \$1 to \$1.50 per mile driven

Average life span of product: 7 to 12 years

Standard warranty: Chassis 4 years/48,000 miles; varying warranties on other parts

Extended warranty: Depends on dealer

Average maintenance cost per year: Depends on mileage; up to \$400

Breakout cost for ramp/lift: \$5,200

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

Sources: Atlantic Turtle Top, Eldorado National, Midwest Transit, National Vans

FROM THE FRONT LINES:

"The comfort of your residents is the most important thing. If you're taking them on trips longer than ten minutes away, the comfort is really important."

Lynne Romboli, Director of Community Outreach, Brookhaven at Lexington, Lexington, MA

Buyer Notes

- Having retractable, under-seat seatbelts make it much easier to strap residents into the vehicle, and saves the driver time. They also can keep residents from tripping when entering the vehicle.
- Several dealers recommend power remote mirrors that drivers can adjust without having to get out of the vehicle. Facilities in colder climates also might want to consider heated mirrors that don't freeze over or fog up in cold weather.
- If you plan to use buses for longer road trips, amenities such as television monitors and DVD players are a luxury operators might want to consider, one dealer said.
- Just as with a car, the lifespan for buses can range greatly depending on how much preventive maintenance an operator is willing to perform. If the average mileage of a bus is 12,000 miles per year, an operator can realistically expect to keep the same vehicle for 7 to 10 years, one vendor explained.

**For a list of vendors go to the:
EQUIPMENT section, pages 75-76, 85**