

## Vehicles



Photo: EIDorado National

### Snapshot

	< 16 seats	~24 seats
Highest priced unit:	\$64,050	\$81,900
Average priced unit:	\$51,799	\$68,949
Lowest priced unit:	\$61,425	\$63,918

### Pricing Trends

2010-2011: +5%

2011-2012: +5%

2012-2013: +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, EIDorado National, Midwest Transit, National Vans*

### FROM THE FRONT LINES:

"I prefer buying gasoline-run vehicles to diesel-fueled vehicles. A lot of our driving is in the city and diesel isn't efficient unless it's on the open road. Also, I really look to make sure there are tie-down mechanisms that stabilize wheelchairs in the bus."

Andy Armetta, Director of Property and Fleet Management, LifeBridge Health, Baltimore

### Buyer Notes

- Having regular maintenance performed on the wheelchair lift is a good idea, one operator advised. It's important to check how well the lift works on uneven surfaces.
- As the prices of tracking devices and GPS systems are going down, long-term care buyers increasingly are looking to add them to their vehicles.
- Remote-powered side mirrors are becoming more popular, a dealer said. It's an important feature though it often is not standard. Adjusting side mirrors is usually a two-person task. If mirrors come out of alignment due to wind or bumpy roads, then drivers are putting residents at risk.

**For a list of vendors go to the:  
EQUIPMENT section, pages 77-78, 87-88**