

Vehicles



Photo: Carpenter Bus Sales, Inc.

Snapshot

	< 16 seats	~24 seats
Highest priced unit:	\$65,000	\$81,900
Average priced unit:	\$59,000	\$68,949
Lowest priced unit:	\$51,000	\$58,750

Pricing Trends

2011-2012: +5%

2012-2013: +5%

2013-2014: +2%

Typical delivery time: Up to 10 weeks

Typical delivery charges: Around \$1.50 per mile

Average life span of product: 8 to 10 years

Standard warranty: Generally around 10 years

Extended warranty: Depends on dealer

Average maintenance cost per year: Should budget \$500 a year for basic oil changes and upkeep, and eventually for new tires

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 purchase.)

Sources: Carpenter Bus Sales, Creative Bus Sales, Davey Coach, Nationwide Bus Sales

FROM THE FRONT LINES:

"The most important thing is getting the right machine for the job. We have to determine the right purpose; we have to look for what is going to be needed, such as step height, width and capacity. The biggest mistake is oversizing or undersizing the vehicle. The best advice I can offer is that you need a local dealer or maintenance person to make sure everything is tip-top. You need to be able to rely on support locally, and not have to send the bus two hours away."

David Irwin, Director of Facilities, Asbury Bethany Village, Mechanicsburg, PA

Buyer Notes

- Make sure to ask about how the van has been built, specifically about steel versus fiberglass. A well-built vehicle pays dividends on safety.
- Ask about storage options, especially if there are many residents using wheelchairs or other bulky equipment.
- Low-floor vehicles with ramp access are popular.
- Many providers are considering the needs of a bariatric population, which requires a van with a larger weight capacity and doors that are accessible.
- The trend toward looking for smaller vehicles continues, as many providers want to forgo hiring a driver with a commercial license.
- Consider using the vehicle as a chance to advertise; many facilities put graphics or wraps around the van.

**For a list of vendors go to the:
EQUIPMENT section, pages 86-87, 98**