

Vehicles



Photo: EDorado National

Snapshot

	< 16 SEATS	~24 SEATS
Highest priced unit:	\$52,430	\$65,270
Average priced unit:	\$49,520	\$60,500
Lowest priced unit:	\$46,515	\$58,475

Pricing Trends

2006-2007: +3% to +14%

2007-2008: +4% to +10%

2009 projection: +5% to +10%

Typical delivery time:

8 to 12 weeks

Typical delivery charges: Varies by location, typically from \$1.50 or more per mile driven

Average life span of product:

7 to 10 years

Standard warranty: Chassis usually 3 years/36,000 miles; remainder 5 years

Extended warranty: Often offered

Average maintenance cost per year:

Varies—about \$300

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, Carpenter Bus, Comm Trans, Mid-America

FROM THE FRONT LINES:

"We have a number of wheelchair accessible vans and small buses. [They allow] us to pick up our own residents from the hospital. These vans are easy to drive."

Ruth Monaghan, Director Clinical Admissions & Case Management, Wesley Enhanced Living at Heritage Towers and Evangelical Manor, Philadelphia, PA

Buyer Notes

- More long-term facilities are buying smaller ramp vans, as opposed to buses, because of cost. Ideal for doctors' visits and other small trips, they receive more mileage per gallon than larger vehicles.
- The rising cost of gasoline is increasing demand for alternative-fuel vehicles, such as liquid propane (LP)/gas conversion vehicles and compressed natural gas (CNG) vehicles, according to one vendor. The pros: The fuels are cleaner and the engines last longer. The cons: They are more expensive and filling stations may be required. Also, look for electric-hybrid vehicles to appear.
- Vehicle prices have risen as a result of the high cost of gas, which affects the cost of delivery and raw materials.

**For a list of vendors go to the:
EQUIPMENT section, pages 91-92, 106**