

2011 BUYER'S GUIDE

HANDICAP ACCESSIBLE WHEELCHAIR VANS



This guide is brought to you by VCI Mobility.



VCI Mobility Norristown Location

925 South Trooper Rd., Norristown, PA 19403
Fax: 610-666-9102

VCI Mobility Bethlehem Location

6475 Ruch Rd., Bethlehem, PA 18017
Fax: 610-837-4933

888-903-1785

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In 2010, we introduced our very first *Buyer's Guide: Handicap Accessible Wheelchair Vans*. The guide was designed as a comprehensive resource for people looking to buy a wheelchair van – 60% of whom are doing so for the very first time.

We know that the process can be an intimidating experience for many people. However, if you are one of those individuals, don't fret! Even experienced wheelchair van users can find themselves struggling to understand the vast array of new products available since their last purchase.

Since specifications on the conversions of wheelchair vans can change from model year to model year, we have updated specification data by conversion manufacturer (where applicable) within the *2011 Buyer's Guide: Handicap Accessible Wheelchair Vans*. Please note that as even more exciting changes are being planned by the major manufacturers, we may need to update these specifications again later in the year. In the interim, please always feel comfortable contacting one of our experienced VCI Mobility Professional Sales Consultants for the most up-to-date information.

Our hope, as with the 2010 edition, is that this guide will help focus your attention on the most important buying considerations, present you with all of your available options, and help you make the best decision.

Wheelchair van users have many options to choose from! The wheelchair van industry has greatly evolved over the years and now produces more products and styles than ever before. The quality of wheelchair vans has also improved significantly. In fact, handicap conversions now look more like original factory equipment than aftermarket modifications.

In this *2011 Buyer's Guide: Handicap Accessible Wheelchair Vans*, the team at VCI Mobility has assembled critical information that you can use to help make your wheelchair van buying decision. We've worked to efficiently organize the models, the manufacturers, and the major decision points so you can spend more time contemplating the information and testing the products – and less time doing basic research.

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Where to start: First steps in buying a wheelchair van

The first step in buying a handicap accessible wheelchair van is understanding what you need, what will work for you, and what won't. For example, will the wheelchair user be the driver? What are the dimensions of the wheelchair? Who needs to be transported in the vehicle and where will it be garaged? The form below will help you narrow your options and let you focus on the right products. Make a copy of this page and fill in the answers, then bring it with you when you visit VCI Mobility so we can help advise you about the best possible van.

1. Will the wheelchair user be the driver?

Although all wheelchair minivans are designed to handle a passenger or "transport" situation, they do **not** all work when an adaptive driver (someone in a wheelchair) is driving. Adaptive driving adds a level of complexity to choosing the right wheelchair accessible minivan, so adaptive drivers should start by working with a Professional Driver Rehabilitation Specialist who can advise them.

YES NO

2. What are the wheelchair user's critical dimensions?

The size and shape of the wheelchair user, wheelchair, and any other mobility equipment will determine the ability to enter, exit, and maneuver within various wheelchair vans. Dimensions will also determine what seating positions are available to the wheelchair user. In general, average to small people will have more options than those who are particularly tall or large. However, newer models have been developed that provide more options for larger people. We've listed the key measurements below that you should fill in before you start looking at wheelchair vans.

- Height as measured from the floor to the top of the person's head while seated in the wheelchair _____
- Width of the wheelchair at its widest point _____
- Width of the wheels on the wheelchair _____
- Length of the passenger while seated in the wheelchair—including leg extension and/or any equipment mounted on the back of the chair _____
- Combined weight of the passenger and the wheelchair _____

3. Who needs to be transported in the van and where will it be garaged?

A number of important factors should be considered when determining the accessible minivan options that will work for you, including the number of people who'll be transported in the van. Also, if and where you garage your van is important. For example, if you have a narrow garage, you won't be able to deploy a side-entry ramp in it. Be sure to share this information with your VCI Mobility Professional Sales Consultant so that you can understand how the different features and specifications of the available wheelchair van offerings might impact your decision.

- Number of people: _____
- Where van will be garaged or parked: _____

What to consider: Wheelchair van conversion styles

There are several wheelchair van conversion styles you'll want to consider when choosing the right mobility solution for you. This section provides important information and considerations for each:

- [Side-Entry Vs. Rear-Entry Wheelchair Vans](#)
- [Power Wheelchair Ramps and Doors](#)
- [In-Floor Vs. Fold-Up Wheelchair Ramps](#)
- [Automatic Wheelchair Docking Systems](#)

Side-entry vs. rear-entry wheelchair vans

One of the most important choices you'll make in selecting a handicap accessible wheelchair van is side entry versus rear entry. Your choice will impact such things as the wheelchair seating positions, your ability to accommodate other passengers, and parking options. Side-entry wheelchair vans represent the majority of the market—over 75% for most personal use vehicles. However, rear-entry wheelchair vans are also gaining in popularity as more products become available. Take a look at some key points you'll want to be aware of.



Side-entry wheelchair minivans



Rear-entry wheelchair minivans

	Side-entry wheelchair minivans	Rear-entry wheelchair minivans
Advantages	<ul style="list-style-type: none"> • Enter and exit safely onto curbside away from traffic • Drive from a wheelchair or sit in the front passenger position in a wheelchair or driver position • More choices available • More storage space 	<ul style="list-style-type: none"> • Park in any parking space—no extra room required for ramp (excluding parallel parking) • Side passenger doors aren't blocked by a ramp • Mid-passenger seats can be mounted next to the wheelchair position • Great for long wheelchairs/leg rests • Less expensive conversion • More ground clearance
Important options	<ul style="list-style-type: none"> • Power ramp and doors • Power kneeling system • In-floor or fold-up ramp (some ramps manual) 	<ul style="list-style-type: none"> • Power ramp and doors • Power kneeling system • Driver swivel seats available • Manual conversion available
Limitations	<ul style="list-style-type: none"> • Requires handicap parking space/extra room for ramp deployment • Some driveways aren't wide enough to accommodate a van 	<ul style="list-style-type: none"> • Must exit and enter from traffic area; driving from the wheelchair and/or having the wheelchair in the front passenger position isn't possible • Less storage space available
Conversion price	<p>\$19,000-\$25,000*</p> <p>*Reflects cost of conversion only (vehicle cost additional).</p>	<p>\$17,000-\$22,000*</p> <p>*Reflects cost of conversion only (vehicle cost additional).</p>

In-floor vs. fold-up wheelchair ramps

Another important consideration to make is whether you'd prefer a fold-up or an in-floor wheelchair ramp in your handicap van. As their name implies, **fold-up ramps** fold in half and stow upright, next to the side passenger door. On the other hand, in-floor ramps slide into a pocket **underneath** the vehicle's floor. People who opt for **in-floor ramps** prefer the ramp out of the way of the passenger entrance. Typically, fold-up ramps tend to be less expensive and easier to maintain, and they present a lower ramp angle. In-floor and fold-up wheelchair ramps are available in a wide range of handicap minivan conversions.

*Braun Entervan
with ramp
partially deployed*



*VMI Northstar with
an in-floor ramp*



Power wheelchair ramps and doors

Handicap van conversions with power wheelchair ramps and doors are the most popular because of their ease and convenience. However, manual conversions are also popular because they cost less both to purchase and to maintain. Power conversions also typically have a **kneeling feature** that reduces the angle or steepness of the wheelchair ramp. By compressing the suspension, the floor of the van lowers on the ramp side. We find that for most wheelchair users—especially those in manual wheelchairs—this angle reduction is very helpful, if not critical.








Automatic wheelchair docking systems

The easier it is to secure a wheelchair for transport, the more you'll look forward to using your wheelchair van. Automatic systems are more expensive and might require buying an additional bracket when you change wheelchairs. However, customers who chose them often say that they'd never go back to any kind of manual wheelchair tie-down system.

What's available: Wheelchair van overview

Consumers have strong brand preferences for cars, and the same is true for wheelchair vans. Your choice of minivan will have a big impact on your overall satisfaction with your handicap van. In addition, because of the differing dimensions of the various minivans, wheelchair conversions differ in height, width, and other specifications and features. Fortunately, there are wheelchair accessible minivan conversions available on all of the most popular minivan chassis on the market today.

Vehicle Options	 Dodge Grand Caravan	 Toyota Sienna	 Honda Odyssey	 Chrysler Town & Country	 Volkswagen Routan
Conversions available	BraunAbility VMI Viewpoint Mobility Eldorado	BraunAbility Viewpoint Mobility	BraunAbility VMI Viewpoint Mobility	BraunAbility Eldorado VMI Viewpoint Mobility	Viewpoint Mobility Eldorado National
Vehicle chassis price range	\$23,995 - \$25,675*	\$25,345 - \$38,500*	\$26,805 - \$40,755*	\$25,995 - \$35,880*	\$25,900 - \$42,500*
Mobility rebate	Dodge offers a cash mobility rebate of up to \$1,000 for adaptive equipment when you purchase a new 2009-2011 Dodge vehicle.	Toyota offers a reimbursement of up to \$1,000 to each eligible, original retail consumer towards the cost of adaptive equipment in a 2001 and newer Toyota.	Honda offers a reimbursement of up to \$1,000 to each eligible, original retail consumer for expenses incurred to purchase and install mobility equipment on a new Honda.	Chrysler offers a mobility rebate of up to \$1,000 for adaptive equipment when you purchase a new 2009-2011 Chrysler vehicle. Some exclusions apply.	Volkswagen offers up to \$1,000 towards the purchase and installation of mobility equipment on new and unused Volkswagen models.
General info	The 2011 Dodge Grand Caravan: <ul style="list-style-type: none"> •Voted "Best Buy" by <i>Consumers Digest</i> for 2011 •Awarded highest rating for both frontal and side collisions by the Insurance Institute of Highway Safety 	The 2011 Toyota Sienna: <ul style="list-style-type: none"> •Voted "Best Buy" by <i>Consumers Digest</i> for 2011 •Awarded 2011 "Best Resale Value" for its class by Kelly Blue Book •Voted 2011 "Top Safety Pick" by the Insurance Institute of Highway Safety 	The 2011 Honda Odyssey: <ul style="list-style-type: none"> •Voted by <i>Motor Week</i> as "Driver Choice, Best Minivan" for 2011 •Received five-star crash test rating by NHTSA for frontal and side collision •Awarded a Residual Value Award of Best MPV by AGL for 2011 	The 2011 Chrysler Town & Country: <ul style="list-style-type: none"> •Voted "Best Buy" by <i>Consumers Digest</i> for 2011 •Awarded best rating for both frontal and side collisions by the Insurance Institute of Highway Safety •For the tenth consecutive year, the Chrysler Town & Country minivan has won the "Polk Automotive Loyalty Award" for superior performance in owner retention. 	The 2011 Volkswagen Routan: <ul style="list-style-type: none"> •Received "Automotive Best Buys" by <i>Consumers Digest</i> for 2011 •Awarded best rating for both frontal and side collisions by the Insurance Institute of Highway Safety •Awarded 2010 Automotive Performance Execution and Layout (APEAL) from JD Power and Associates

*Price range reflects vehicle chassis MSRP excluding tax, license, and registration. Starting price refers to the base model. Models available at a dealership may be more expensive and have optional equipment at additional costs. Pricing does not include conversion cost. Conversion costs additional. Prices/price ranges are subject to change. Please contact a VCI Mobility Professional Sales Consultant for more information.

Wheelchair van conversion manufacturers

Four major manufacturers produce handicap accessible wheelchair vans:





Braun is the true leader in wheelchair vans, with the widest range of styles, minivans, and budgets to choose from.

Vantage Mobility International (VMI) is known for its quality and innovation. The VMI product line and the company's commitment to customer satisfaction have earned them an outstanding reputation as well as a loyal customer base.

Viewpoint specializes in rear-entry wheelchair minivans, offering the broadest product line and the most mature products.

Eldorado National is focused on providing a cost-effective, quality wheelchair van product. In addition, they're continuously looking for ways to further develop and improve their product line.

BraunAbility, VMI, Viewpoint, and Eldorado National are the oldest and largest wheelchair accessible minivan converters in the country. Combined, the minivan sales of these four companies represent over 80% of the market share. Each manufacturer has a reputation for great quality and service, as well as access to an extensive dealer network. In addition, the resale value on these manufacturers' products is much higher than those of other lesser-known competitors. After reviewing the choices available, stop by your local mobility dealership to see selected models.

Conversion Styles				
Rear-entry wheelchair ramp	Chrysler Town & Country Dodge Grand Caravan	N/A	Dodge Grand Caravan Chrysler Town & Country Honda Odyssey Volkswagen Routan	N/A
Side-entry fold-up wheelchair ramp	Toyota Sienna Dodge Grand Caravan Chrysler Town & Country	Honda Odyssey Dodge Grand Caravan Chrysler Town & Country	N/A	Dodge Grand Caravan Chrysler Town & Country
Side-entry in-floor wheelchair ramp	Toyota Sienna Honda Odyssey	Honda Odyssey Dodge Grand Caravan Chrysler Town & Country	N/A	Volkswagen Routan

For details on each minivan conversion option listed below, see the next few pages.

- Dodge and Chrysler Wheelchair Van Specifications: Braun
- Dodge and Chrysler Wheelchair Van Specifications: VMI, Viewpoint, & Eldorado National
- Honda Odyssey Wheelchair Van Specifications
- Toyota Sienna Wheelchair Van Specifications
- Volkswagen Routan Wheelchair Van Specifications

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Dodge and Chrysler wheelchair van specifications: Braun

PLEASE NOTE: As model years change for minivans, wheelchair accessible conversion manufacturers must adapt their conversions to those new minivans and then provide new conversion specification data. As 2011 model conversion specification data is not yet available from all of our conversion manufacturers, some of the data listed within this guide may still reflect 2010 models. We will update this guide as soon as new information becomes available. In the interim, if you have any questions please feel free to contact us.

Specs	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler
Conversion	Braun Entervan	Braun Entervan	Braun Entervan	Braun Entervan XT	Braun Companion Van RE	Braun Companion Van SE
Ramp type	Fold-out ramp	In-floor ramp	ADA manual fold-out ramp	Side-entry, fold-out ramp	Rear-entry, fold-out ramp	Side-entry, fold-out for in-floor ramp
Door opening usable width	31¼"	30"	31½"	31½"	49"	31"
Door opening usable height	52¾"	52"	56¼"	56½"	53¾"	52½"
Interior height at center of van	57¼"	56"	61"	61"	57" (front position) 55" (rear position)	57¼"
Interior height at driver and passenger	56¼"	54½"	60"	60"	N/A	N/A
Ramp length	52"	48"	52"	52"	57"	52"
Ramp width usable clear (opening)	29¼"	30"	30"	29¼"	30"	30"
Ramp angle	9.4°	10.7°	12.5°	7.5° (auto ramp) 10.5° (manual ramp)	10.5° (standard suspension) 7.1° (load level suspension)	11°
Interior floor length (behind front seats)	53½"	57"	57"	57"	58"	55"
Overall interior floor length (flat area)	82"	85"	86"	86"	96"	N/A
Interior width at B pillars	60¼"	60½"	62½"	62½"	30½"	59½"
Interior width between folded center seats	N/A	N/A	N/A	N/A	35"	N/A
Ground clearance	6½" - 7½" unoccupied	6½" - 7½" unoccupied	6½" - 7½" unoccupied	6½" - 7½" unoccupied		
Ramp type	Manual/Automatic	Manual/Automatic	Manual	Manual/Automatic	Manual	Manual
Back-up system/manual operation						
Ramp weight rating						
Integrated key fob	Yes	Yes	N/A	Yes	Yes	Yes

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Dodge and Chrysler wheelchair van specifications: VMI, Viewpoint, & Eldorado Amerivan

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Specs	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler	Dodge/Chrysler
Conversion	VMI Summit	VMI Northstar	VMI Northstar E-Series *2007 and older	Viewpoint Mobility Vision	Eldorado Amerivan
Ramp type	Fold-out ramp	In-floor ramp	Manual in-floor ramp	Rear-entry, fold-out ramp	Side-entry, fold-out ramp
Door opening usable width	30 ⁵ / ₈ "	30 ⁵ / ₈ "	32"	31 ¹ / ₂ "	33"
Door opening usable height	54"	55 ¹ / ₂ "	53 ¹ / ₂ "	55"	56"
Interior height at center of van	58 ¹ / ₂ "	58 ¹ / ₂ "	57"	58 ¹ / ₄ "	57 ¹ / ₂ " (with console) 60 ¹ / ₂ " (w/out console)
Interior height at driver and passenger	58" (without sun roof)	58" (without sun roof)	57"	NA	60"
Ramp length	48"	49"	49"	Manual 54"/Auto 40"	54"
Ramp width (usable clear opening)	29 ⁷ / ₈ "	29 ¹ / ₂ "	29 ¹ / ₂ "	30"	31"
Ramp angle	9.7° (with kneeling system)	8°	8°		7° (kneeling)
Interior floor length (behind front seats)	60"	60"	56"	31 ¹ / ₂ "	55 ¹ / ₂ "
Overall interior floor length (flat area)	88"	88"	84"	89"	87"
Interior width at B pillars	60 ¹ / ₂ "	60 ¹ / ₂ "	58"		60"
Interior width between folded center seats	N/A	N/A	N/A	30" (OEM Quads remounted 24")	N/A
Ground clearance	5 ¹ / ₂ "	5 ¹ / ₂ "	6 ¹ / ₂ " - 7 ¹ / ₂ " unoccupied	8" (at rear frame) 6 ¹ / ₂ " (plate)	7" (side door) 7 ⁵ / ₈ " (frame unoccupied)
Ramp type	Automatic	Automatic	Manual	Manual/Automatic	Manual/Automatic
Back-up system/manual operation		Sure Deploy			
Ramp weight rating	600 lbs.	600 lbs.			
Integrated key fob	Yes	Yes	N/A	Yes	Yes

2011 BUYER'S GUIDE HANDICAP ACCESSIBLE WHEELCHAIR VANS

Honda wheelchair van specifications

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Specs	Honda Odyssey	Honda Odyssey	Honda Odyssey	Honda Odyssey
Conversion	VMI Summit	VMI Northstar	Viewpoint Mobility Vision	BraunAbility
Ramp type	Side-entry, fold-out ramp	Side-entry, in-floor ramp	Rear-entry, fold-out ramp	Side-entry, fold-out ramp
Door opening usable width	31"	31"	31"	31½"
Door opening usable height	55"	55"	55"	54¾"
Interior height at center of van	58½"	58½"	56"	59½"
Interior height at driver and passenger	59"	59"	N/A	59"
Ramp length	48¾"	54¼"	Manual only 54"	52"
Ramp width (usable clear opening)	30"	30"	30"	28¾"
Ramp angle	10°	10°	10°	8.6°
Interior floor length (behind front seats)	57"	57"	71"	60"
Overall interior floor length (flat area)	89½"	89½"	92"	89½"
Interior width at B pillars	61"	61"	N/A	60"
Interior width between folded center seats	N/A	N/A	N/A	N/A
Ground clearance	5¾" - 6" unoccupied*	5¾" - 6" unoccupied*	6½" - 7½" unoccupied*	5½" unoccupied*
Ramp type	Automatic	Automatic	Manual	Manual
Back-up system/manual operation	Sure Deploy	Sure Deploy	Manual	Manual
Ramp weight rating	600 lbs.	600 lbs.	600 lbs.	600 lbs.
Integrated key fob	Yes	Yes	N/A	Yes

*Ground clearance may vary based on the trim level of the vehicle.

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Toyota wheelchair van specifications

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Specs	Toyota Sienna	Toyota Sienna
Conversion	Braun Rampvan XT	Viewpoint Mobility Vision
Ramp type	Side-entry, fold-out ramp	Rear-entry, fold-out ramp
Door opening usable width	33"	31"
Door opening usable height	56"	54"
Interior height at center of van	60"	56½"
Interior height at driver and passenger	59"	N/A
Ramp length	52"	Manual 54"
Ramp width (usable clear opening)	29¼"	32"
Ramp angle	7.3°	10°
Interior floor length (behind front seats)	60"	N/A
Overall interior floor length (flat area)	89½"	87"
Interior width at B pillars	60"	31"
Interior width between folded center seats	N/A	N/A
Ground clearance	5½" unoccupied	6½" - 7½" unoccupied
Ramp type	Manual	Manual
Back-up system/ manual operation		
Ramp weight rating	600 lbs.	600 lbs.
Integrated key fob	Yes	N/A

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Volkswagen wheelchair van specifications

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Specs	Volkswagen Routan	Volkswagen Routan
Conversion	Eldorado Amerivan	Viewpoint Mobility Vision
Ramp type	Side-entry, fold-out ramp	Rear-entry, fold-out ramp
Door opening usable width	33"	31"
Door opening usable height	56"	54" (ADA option = 56")
Interior height at center of van	57½"	56½" and 53½" (with overhead console)
Interior height at driver and passenger	60"	N/A
Ramp length	54"	45"
Ramp width (usable clear opening)	31"	30"
Ramp angle	9°	
Interior floor length (behind front seats)	55½"	31"
Overall interior floor length (flat area)	87"	87"
Interior width at B pillars	60"	
Interior width between folded center seats	N/A	16" (OEM Quads)
Ground clearance	7"	8" (at rear frame) 7" (at skid plate)
Ramp type	Manual / Automatic	Manual / Automatic
Back-up system/ manual operation		
Ramp weight rating		
Integrated key fob	Yes	Yes

Buying used wheelchair vans

Many customers buy used wheelchair vans and mobility products because their budgets don't allow for the purchase of brand new vehicles. Other people are anticipating either a low-use or shorter term need, which lets them be more accepting of a vehicle that has some age and/or miles on it. The range of used accessible vans is broad.

At the bottom of the scale are vehicles with heavy mileage and therefore lower prices. At the top of the scale are vehicles with extremely low miles and minimal use/wear. We even have a category of wheelchair accessible minivans that we refer to as "new-used." The term "new-used" refers to a new conversion that has been added to a slightly used wheelchair minivan.



When you're buying a used wheelchair van, the more flexible you are, the more likely we'll be able to find a wheelchair van for you. If you're open-minded about mileage, color, and seating arrangements, we're more likely to find a used handicap van to fit your specific needs and price range. Also, being ready to move quickly when the right van comes along, having your financing lined up, and being prepared to buy when the moment is right are all attributes that will work in your favor.

Be sure to do your homework. Take a used full-size wheelchair van or minivan to a trusted mechanic and run a Carfax report (or ask us for one free of charge) to be sure that there are no hidden surprises. For many vehicles, aftermarket service contracts are available that can help you manage your repair costs and give you additional peace of mind with your used wheelchair van purchase.

Where you can find it: Your handicap accessible wheelchair van dealer

When you're in the market for a handicap accessible wheelchair van, who will help you make the right choices? And how will they support you after the sale?

Remember, you'll depend on your wheelchair van to provide years of dependable service. All vehicles require service, and there will be times when you need a repair. When this happens, you'll want to be sure that your mobility dealer is there for you and can provide the necessary maintenance and support to keep you going. After all, most people have only one handicap van, and if it's not operating correctly, it's a major inconvenience!

Top 5 important things to look for in a mobility dealer

1. Extensive inventory of top brand products and accessories
2. A competent, well-trained sales and service staff
3. NMEDA QAP membership and certification
4. Availability of loaner and handicap van rentals as well as pick-up and delivery capabilities
5. 24-hour emergency support line

We have all of these attributes and will be able to help you make the right decision and provide you with the best possible support after the sale. Contact us with your questions and give us the opportunity to serve you, or take a look at our inventory at <http://vanconinc.com/inventory>.

Where to be careful: Be cautious of direct wheelchair van Internet sellers!

The Internet can provide a wealth of information useful in researching the mobility options/dealers available to you. However, be careful of companies looking to sell you an accessible vehicle—sight unseen—over the Internet. Although you might feel as if you're saving a few dollars now, your decision may end up costing you more in the long run.

In addition, note that the resale value on vehicles purchased from the Internet can be thousands of dollars less for multiple reasons. For example, the manufacturers of wheelchair vans who sell directly to end users via the Internet don't have the same level of brand recognition and quality perception that Braun, VMI, Viewpoint, and Eldorado have. They tend to build conversions that lack some key features and don't have the same level of fit and finish that the premier converters have. In addition, without a dealer network to support the product, people who buy these handicap vans turn for repairs to local garages, where the staff may not be nearly as responsive to the needs of people with disabilities as we are—not to mention that the mechanic may be seeing a wheelchair minivan for the first time!

Buying products from a trusted and accredited dealer with wheelchair vans that are manufactured by Dodge/Chrysler, Honda, Toyota, or Volkswagen means clearly defined warranties as well as our support if you have any problems. You can be sure of the quality of the product you buy—which translates into more dollars when it comes to resale.

Top benefits of buying a wheelchair van from a trusted mobility dealership instead of a direct internet seller

- 1.** Face-to-face client counseling with a certified, factory-trained VCI Mobility Professional Sales Consultant
- 2.** Professional fittings done to put you in the right equipment the first time
- 3.** Highest-quality conversions
- 4.** Service "after the sale" from certified and factory-trained technicians
- 5.** Knowledge of local funding resources
- 6.** Extended internal warranty program
- 7.** Access to an extensive dealer network for out-of-area service
- 8.** Higher resale value
- 9.** Two locations with 24-hour emergency service for your convenience and peace of mind.

Final thoughts

You have a lot of factors to consider when making the decision to invest in a handicap accessible wheelchair van—and there are a lot of options available to you. You'll make the best decision by analyzing your needs, investigating the options available to meet them, trying out the products available, and developing a strong working relationship with a VCI Mobility Professional Sales Consultant who's ready, willing, and able to help you.

We hope that the information we've provided in the *2011 Buyer's Guide: Handicap Accessible Wheelchair Vans* was helpful. We encourage you to contact us for more information and to set up an appointment with one of our highly skilled VCI Mobility Professional Sales Consultants. Call, email, or stop in to see us soon!



VCI Mobility Norristown Location

925 South Trooper Rd., Norristown, PA 19403
Fax: 610-666-9102

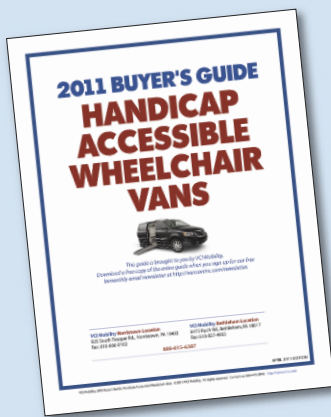
VCI Mobility Bethlehem Location

6475 Ruch Rd., Bethlehem, PA 18017
Fax: 610-837-4933

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