

# Conversion Vehicles Configuration Guide

[2022]



## The Essential Questions

- **What is the year, make, and model of the vehicle?**
- **Does the vehicle have any mobility equipment?**
  - **If yes:**
    - Does the vehicle have a wheelchair lift, ramp or scooter lift?**
    - Is the ramp manual or power?**
    - Is the ramp/lift on the side or rear of the vehicle?**
    - If it has a scooter lift: we need pricing or model # of scooter lift**

**General Information** - Conversion vehicles start from the factory as incomplete trucks, SUVs, or cargo vans. They are taken to a conversion company that completes some or all of the following modifications to the vehicle: Interior fixtures, extra windows, install a raised roof, lower the floor and/or install mobility equipment. The year, make, and model of the conversion vehicle are required for all valuations. Additional equipment and options can impact the value, please include this information.

## Types of Conversion Vehicles

**Deluxe Conversion Vans** - Deluxe conversion vans will typically include: full carpeting, insulated walls or fabric wall coverings, upholstered vinyl door panels and headliner, captain's chairs, rear fold-out sofa bed, bay windows with draperies or mini blinds, interior lights, custom wheels and tires, spare tire mount with cover, AM/FM stereo, cassette or compact disc player and custom paint job.

### Common Deluxe conversion companies:

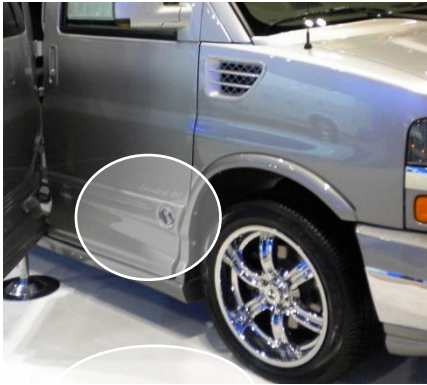
**Explorer - Regency - Choo Choo - Southern Comfort - D'Elegant - Cobra  
Coachmen - Tiara - Travel Time - Sherrod Centurion - Chariot - Eclipse  
Starcraft - Gladiator - Waldoch - Mark III - Primetime - Tuscany**

### A special note about Centurion conversions (see Truck/SUV section):

**Centurion** has a conversion that extends the frame of a vehicle and a deluxe conversion as described above. Please indicate which type of conversion the loss is.

**Quigley** converts a 4x2 vehicle into a 4x4 vehicle.

The name of the conversion is usually located on the vehicle, either on the hood, rear quarter panel, the back, or in the stitching of the upholstery.



## Common features of Deluxe Conversion Vehicles

Conversion vehicles can also have the same options as passenger cars and vans.

Custom paint is predominant on deluxe conversion vans. Custom painted artwork is included at the discretion of the adjuster. Pricing information is needed, and the artwork often has little impact on the overall value due to the limited market for this type of paint.

The third-row seat can fold down into a bed in a conversion van. It is typically an upgrade to have a power third-row seat. The button to control this seat is usually located in the back of the van by the third row.

You may also see a kitchenette in a conversion van. While this is becoming less and less uncommon you will want to include this in the additional equipment.

**Dual Air Conditioning** - An air conditioning system that allows flow of cooled air to rear of vehicle. Must have separate controls for the front and rear temperature control.

**Climate Control** - A control on the dashboard allows the driver and/or passenger to keep the temperature inside the vehicle at a certain level. Some vehicles have separate controls for drivers and passengers to set their own preferred temperature. Climate control could be located in the front or rear of the vehicle with separate controls. Climate control can also be one universal temperature set for the entire car cabin and adjusts to the temperature controls set by the driver. Climate control is for heat and cold.

Captain Chairs (4) (Standard)



Second Radio



A deluxe conversion van usually includes one 18" or less standard TV and 1 DVD or VCR player. Please indicate if the conversion van has both a DVD and VCR player.



Raised Roof

Privacy Glass

Running Boards



**Mobility Conversion Vehicles** - Mobility conversion vehicles are set up for disabled individuals to drive or transport. These conversions can be on any private passenger vehicle. The conversions themselves can range from simple to complex based on the needs of the disabled person and his/her use of the vehicle. Mobility conversions on full-size vans (E150, G10, B1500, etc.) where the VIN decodes as an incomplete model will commonly have a deluxe conversion and will come with a rear or side lift. Please include the previously referenced deluxe conversion information.

Minivans, cars and trucks with mobility equipment usually do not have a deluxe conversion package separate from the mobility conversion. They also come with a rear or side ramp or scooter lift. Exceptions include the Chevrolet Astro and GMC Safari, which can come equipped with just a mobility conversion, a deluxe conversion, or both. Because mobility conversions can vary in configuration, please provide CCC pictures of the interior and exterior of the vehicle whenever possible.

**Common Mobility conversion companies:**

***Braun - VMI - AMS - Rolix***

**Common features of Mobility Conversion Vehicles**

Is the ramp located in the side or rear of the vehicle? Is it power or manual?



This full-size van has a side entry wheelchair lift.

The minivan on the right has a side entry wheelchair ramp with a 10" lowered floor.

Wheelchair ramps can be power or manual. There is a value difference between these so please indicate if the vehicle has a power wheelchair ramp.





Please provide CCC which mode of entry the vehicle has (side vs. rear entry) and a lowered floor. If the vehicle does not have a lowered floor, it will typically have a raised roof to provide the additional headroom. Because of how the rear entry ramp is installed, this entry mode will typically have a lowered floor. There typically is a value difference on a side-entry wheelchair ramp/lift vs. rear entry wheelchair ramp/lift, so these two styles are not compared to each other for valuation purposes. Less common is the Hydraulic lowering unit, please provide pricing if you encounter one of these. You do not have a deluxe conversion package separate from the mobility conversion.

They also come:



Full-size van with lowered floor

The lowered floor can differ slightly based on the type of ramp used. The purpose of a lowered floor is two-fold. It allows for more headroom for the wheelchair occupant and, when combined with a kneeling system, it provides for a more manageable incline to enter and exit the vehicle. A kneeling system is a predominant feature on a minivan.

The lowered floor for a minivan with a rear entry wheelchair ramp will look different from a minivan with a side entry ramp. The lowered floor for the rear entry wheelchair ramp, on a minivan, will look like a channel has been cut out of the floor. The rear bumper will also have a cutout section where the ramp is located.

A full-size van without a deluxe conversion could be an Ambulette. See the Truck Class 1-3 configuration guide for more information on ambulettes.

### **Does the vehicle have a wheelchair carrier or scooter lift?**

There are several different styles of these types of carriers/ scooter lifts and they can be installed on any vehicle. The style a person chooses depends on the type of wheelchair or electric scooter is carried, the capacity of the scooter lift, and if the wheelchair/scooter is carried inside or outside of the vehicle. CCC requires pricing on the scooter lift or wheelchair carrier. Based on the make and model of the lift, and pictures provided, CCC can use the information to research the value. Common names of this type of carrier are Bruno Lift or Joey Lift. Please note there are several different styles and capacities for wheelchair carriers and scooter lifts.

## What key mobility options does the vehicle have?

Transfer Seats are usually located in the driver's position. They can turn in a variety of directions. The wheelchair occupant enters the vehicle, turns the driver transfer seat, positions the driver's seat, and moves the seat back into the driving position.

The Turny seat allows the wheelchair occupant to get into the driver's position from the outside of the vehicle.

The difference between Transfer seats and Turny seats is where the occupant moves from the wheelchair to the seat; from the outside of the vehicle or inside.



An Auto Access Seat is available from the factory on a Toyota Sienna. This is a separate model from Toyota.



Wheelchair Carrier in Pick Up truck bed

Hand Controls use a lever system to control the braking and acceleration of the vehicle.



A vehicle that carries wheelchairs will usually have a tie-down system to keep the wheelchair in place while the vehicle is in motion. The most common types are manual tie-downs, retractable tie-downs, or an EZ Lock system. There is no adjustment for the manual tie-down system. The other two systems each have individual adjustments. All systems are comparable with an adjustment.



#### Retractable Self-tensioning Tie Down

The plate mounts to the van floor and the retractors placed into the mounting plate. The straps are then hooked onto the chair to hold it in place while the vehicle is in motion.



The EZ Lock system works in combination with a post or bolt that is added to the wheelchair. The post slides into a slot to lock the wheelchair in place while the vehicle is in motion.



### Does the vehicle have an AEVIT system?

An AEVIT system is individualized to the driver and can be activated by voice, joystick, a wheel, touch screen or a push button controller. Primary control options (gas/brake & steering) and secondary control options (shift, park brake, wiper, HVAC module, remote start, power mirrors, fan speed control, temperature selection, horn, lights, cruise control, Ignition, turn signals, etc.) can all be run through the controller to assist the driver. Because of this, please provide CCC a build sheet with pricing information in order to complete the value. This system is not the same as hand controls.

## Truck and SUV Conversions

Truck and SUV Conversions can include custom seating, dash and door trim, custom paint, running boards, custom wheels, center console and window tint. Please include any value-enhancing options on the truck, such as those listed previously with the Deluxe and Mobility Conversion sections and private passenger options such as a Tonneau cover, arm rails, power window, etc.

### Common Truck and SUV conversion companies:

Regency - Southern Comfort - Rocky Ridge - Centurion - Quigley  
American Luxury Coach - Tuscany

### Centurion Conversions

This conversion company makes a deluxe conversion on vans, trucks, and SUVs and extends the frame to make it a longer vehicle. Please provide CCC the conversion type the vehicle is. If it is the extended frame conversion, please include the number of doors the vehicle has and any available pricing information.

### Quigley Conversion

This type of conversion made a 4x2 Truck/Van/SUV into a 4x4 off-road vehicle. Please provide CCC with any available pricing information.

Note: This is not an all-inclusive list. Please include any pictures, pricing information or build sheets when available.