THE SACRAMENTO BEE

Paratransit sales on a roll

By Cathie Anderson
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Sacramento's Paratransit Inc. launched an auto sales division last April, and it's already expanding its workforce from four to seven.

In the six months ending in January, the nonprofit sold $643,000 worth of vehicles equipped with ramps and other equipment for disabled drivers and passengers.

"We've sold 56 vehicles now," said Richard Rosebush, who manages Paratransit's Destinations Mobility unit. "We should be at a rate of 10 (vehicle sales) a month within six months. We're selling about five right now."

Rosebush said the unit is about $10,000 a month shy of making money that can go toward Paratransit's mission of providing transit to people with disabilities and the elderly. He said he'll close that gap soon, despite changes in the competitive landscape.

The nation's biggest retailer of adaptive vehicles, MobilityWorks, entered the Sacramento market in January with the acquisition of Chico-based Nor-Cal Mobility. Nor-Cal owned four showrooms, including one off Highway 50, between Bradshaw and Routier roads.

Cathie Anderson is a featured columnist for The Sacramento Bee.

To celebrate one year in business, Destinations Mobility is giving away a wheelchair-accessible minivan and shuttle.

Visit DestinationsMobility.com or call (916) 868-6797.

Destinations Mobility is giving away a wheelchair-accessible minivan and shuttle during the Anniversary Open House on May 31, 2013. Photo by Brandon Anderson.

Destinations® MOBILITY
A nonprofit, Destinations Mobility provides affordable wheelchair accessible vehicles. For more information, call (916) 868-6797 or visit our website at DestinationsMobility.com
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