

Collins Enters Alliance with Insurer to Reduce Van Risk

HUTCHINSON, Kan. — Collins Industries, Inc. has entered into an alliance between its Bus Division and GuideOne Insurance of West Des Moines, Iowa, in an effort to educate nearly 50,000 church policyholders about the inherent dangers of 15-passenger vans. GuideOne is a leading insurer of churches nationwide and is licensed to do business in all 50 states. It carries an "Excellent" rating from A.M. Best Co.

GuideOne recently announced it will no longer accept new accounts requesting insurance coverage on 15-passenger vans, the vehicle of choice for many churches, schools, and daycare centers. The company will continue covering the more than 10,000 oversized vans that it

currently insures. It is in the process of educating these policyholders about safer vehicle alternatives, and the alliance with Collins is part of the educational process.

GuideOne joins the Colorado School District Self Insurance Pool in curtailing insurance coverage of large vans.

Over the past few years, Collins Industries has begun offering alternatives to 15-passenger vans by developing certi-

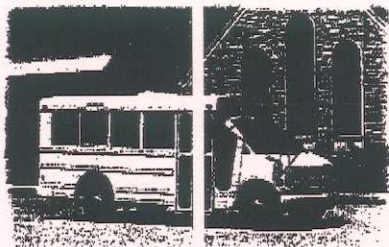
fied buses specifically targeted to church, childcare, and school activity student transportation.

"These large 15-passenger vans are designed to carry 10 or more passengers, yet don't meet federal school bus safety standards and are more susceptible to rollovers. Between 1990 and 2000, these

vans were involved in 388 rollovers, killing 558 people," said Donald Lynn Collins, president/CEO of Collins Industries, Inc. There are an estimated 500,000 of these vehicles on the road.

As part of the alliance, Collins is providing GuideOne with a national sales and service network for the company's church policyholders. In addition, the alliance is part of an educational program directed to all GuideOne commercial policyholders. An educational kit, titled "Road to Safety," includes a video entitled "Recognizing the Dangers of 15-passenger Vans," a 36-page guide on 15-passenger van use, key chains and visors that churches can utilize as safety reminders, the opportunity to participate in a defensive driving course, and information from Collins offering a complete line of Allowable Alternate Vehicles from its two bus companies, Mid Bus, Inc. and Collins Bus Corporation.

Collins has also developed a web site at www.collinsaav.com to provide additional information to policyholders.



The Collins AAV.

ON-BOARD SURVEILLANCE

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US Patent # 5,319,534

US Patent # 5,974,191
5,477,524 5,626,914

** Safety Vision is currently the only licensee of patent #5,319,534 which relates to a system for modifying behavior of passengers in passenger vehicles.*

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