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### REHABILITATION TEST PACKAGE

- **SLIDE # 1** Peripheral Test Slide
- **SLIDE # 2** Distance Letter Acuity Monocular/Binocular (20/200-20/20)
- **SLIDE # 3** Pseudoisochromatic Color Perception
- **SLIDE # 4** Near Letter Acuity Monocular/Binocular (20/100-20/20)
- **SLIDE # 5** Lateral Phoria (1 Diopter Increments)
- **SLIDE # 6** Vertical Phoria (1/2 Diopter Increments)
- **SLIDE # 7** Stereo Depth Perception (400-20 Seconds of Arc)
- **SLIDE # 8** Fusion
- **SLIDE # 9** Distance Tumbling "E" Acuity Monocular/Binocular (20/200-20/20)
- **SLIDE #10** Distance Number Acuity Monocular/Binocular (20/200-20/20)
- **SLIDE #11** Road Sign Recognition & Depth Perception (620-323-145 Seconds of Arc)
- **SLIDE #12** Color Recognition (Red, Yellow, Green, Blue)
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Optec 2500 Vision Tester is manufactured under U.S. Patent #4,925,831.
Editors Note: ADED is truly an international organization as evidenced by the attendance at conference of people from all over the world. I had the pleasure of meeting Pauline Wong this year whom agreed to write an article on her program in Hong Kong. We look forward to hearing about the future development of Adaptive driving in Hong Kong and Pauline's continued travels to the United States to attend conference. Thanks Pauline for allowing us a glimpse of Driver Rehab Services in Hong Kong.

Rehabaid is a non-profit organization that, since 1981, has been providing specialized rehabilitation services to people with disabilities in Hong Kong. Our Driver Rehabilitation Specialty Service, launched in 1995, is the only one of its kind in the territory. Over the last few years we have assessed and trained many people with disabilities. Using available vehicle modifications and adaptations, most can control a vehicle, however those with severe disabilities require more.

IN USA AND CANADA, sophisticated driving systems capable of accommodating people with even the most severe physical disabilities are now widely applied. This sophisticated equipment has helped many people with disabilities regain their independence and mobility. Our team at Rehabaid has the dream of bringing this technology to Hong Kong.

The first step in making this dream a reality is to acquire a van suitable for use in our driver rehabilitation program. We are currently seeking the donation of a new van.

IN HONG KONG, other than private cars, the majority of vehicles on the road are commercial vehicles, including vehicles, that transport passengers, light and heavy goods. Therefore, as a driver rehabilitation specialist in Hong Kong, we have patients who worked as commercial drivers prior to their illness or injury. These individuals try to resume their jobs because it is their means of making a living. Other patients consider becoming commercial drivers after a physical injury or illness because such work involves minimal running around and minimal manual labor. In these cases, there are three issues that need to be addressed. The clients' competence in driving, their physical capacity for meeting work requirements, and their medical fitness to drive are all major concerns. Some medical conditions may cause a sudden loss of control of a vehicle due to sudden death, loss of consciousness, severe pain or weakness. The consequence of a crash can be a threat to the safety of the public including passengers, other road users and pedestrians.

WE HAVE COLLECTED medical literature and guidelines on the medical requirements for commercial driver's licenses in the United States of America, the United Kingdom, Australia, Canada and New Zealand. It is on the basis of their recommendations and related medical literature that the local guidelines for driving commercial vehicles were compiled. Subsequently, the professional opinion of various experts in the local medical field and medical colleges and societies was sought. The guideline has been endorsed by the Transport Department and it is in the print.

I HOPE TO SHARE with you more about us. Do come and visit us if you are traveling to Hong Kong. Take care and wishing you great success in your work.

Address:
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Yuk Choi Road
The Hong Kong Polytechnic
University Hung Hom
Kowloon, Hong Kong
Telephone: (852) 2364 2345
E-mail: rehabaid@netvigator.com

Pauline Wong

The members of the Rehabaid Driver Rehabilitation Specialty (from right to left) Cecilia Lam (Hospital Chief Executive), Jocelyn Au (Manager, Team 3), Pauline Wong (Occupational Therapist I) and Jeffrey Tse (Occupational Therapist I)
In the spring 2001 News Brake an article was published by Harry Gough, P.E. providing a summary of the NHTSA Make Inoperative Ruling. The National Highway Traffic Safety Administration (NHTSA) published the make inoperative ruling in the Federal Register on February 27, 2001 with an effective date of April 30, 2001. This ruling had profound implications for the field of Driver rehabilitation, in particular what information had to be disclosed to clients for whom vehicles were modified. It behooves the DRS and other individuals involved in the field of driver rehabilitation to understand these regulations. The attached article was to News Brake to share this timely information.

THE ALLIANCE VOICE

By Lance Tunick

LANCE TUNICK Government Regulations Advisor, for the Adaptive Driving Alliance

Remaining in Compliance with NHTSA’s Rules

On June 13, ADA held a meeting with NHTSA in Washington DC to review a number of matters of importance to ADA Members. As a result of that meeting, as well as a review of both new NHTSA rules and ADA Members’ operating procedures, a number of suggestions can be made to help insure that Members stay in compliance with NHTSA requirements.

OVERWEIGHT VEHICLES NHTSA recently clarified the subject of overweight vans.

ALTERERS: (BUSINESSES THAT PERFORM ADDITIONS, DELETIONS AND CHANGES TO A VEHICLE BEFORE THE VEHICLE SELLER AND THE End-USER HAVE ENTERED INTO A SALES CONTRACT IDENTIFYING A SPECIFIC VEHICLE) MUST DETERMINE IF ITS ALTERATIONS AFFECT THE OEM GROSS VEHICLE WEIGHT RATING (GVWR); DEFINED AS UNLOADED WEIGHT, PLUS 150 LBS X SEATING CAPACITY, PLUS CARGO CAPACITY. IF SO, IT MUST SPECIFY A NEW GVWR BASED ON ITS CHANGES TO COMPONENTS AND AN EVALUATION OF THE VEHICLE’S BRAKING, TIRES, SUSPENSION, STEERING AND DRIVE TRAIN. THIS NEW GVWR MUST APPEAR ON THE ALTERER’S REQUIRED NHTSA LABEL ON THE VEHICLE.

IF AN ORIGINAL SEATING POSITION IS REPLACED BY A WHEELCHAIR RETENTION DEVICE USED TO SECURE AN OCCUPIED WHEELCHAIR, 150 POUNDS MUST STILL BE ALLOCATED TO THAT POSITION IN CALCULATING GVWR, BUT THE WEIGHT OF THE SEAT MAY BE DEDUCTED.

Modifiers: (BUSINESSES THAT MODIFY A VEHICLE AFTER THE VEHICLE SELLER AND THE END-USER ENTER INTO A SALES CONTRACT IDENTIFYING A SPECIFIC VEHICLE) MUST, UNDER PART 595, INDICATE ANY REDUCTION IN LOAD CARRYING CAPACITY (I.E. GVWR MINUS UNLOADED WEIGHT) OF MORE THAN 220 LBS AFTER ALL MODIFICATIONS BY ALL COMPANIES ARE COMPLETED.


Lastly, if a final modifier has a vehicle that either is not within the GVWR, given the number of seating positions and/or wheelchairs positions that it has, or cannot carry a user’s wheelchair because enough load carrying capacity is lacking, the vehicle cannot be sold in that condition and changes must be made (e.g. removal of seating positions). RENTAL AND EVALUATION VANS NHTSA told ADA that an ADA Member may use Part 595 “render inoperative exemptions” for vans used by the ADA Member for rental or evaluation purposes. The agency explained that the ADA Member must register and title the vehicle in its name and thus be the owner. Under these circumstances, the “render inoperative” prohibition is not applicable to the work performed on the vehicle by the ADA Member prior to the first retail sale to an unrelated party. NHTSA cautioned, however, that this situation should not be used by modifiers as a means of creating an inventory of modified vans. The agency indicated that whether a company is considered to have used a vehicle for rental or evaluation purposes depends on such factors as the vehicle being in such service for a reasonable period of time prior to being retailed.

NEW RULE ON 2011 On June 18, 2002 THE ARTICLES PUBLISHED in News Brake reflect the opinions of their authors, not the editor, the ADED organization at large, or its Board of Directors. As such, ADED neither takes a position on nor assumes responsibility for the accuracy of the information or statements contained in any articles published in News Brake.

ADDITIONAL ISSUES are available by contacting the editor at 717-531-7444. News Brake is published quarterly in March, June, September and December. Articles are accepted by members and non-members of the ADED association at the discretion of the editor and as space permits.

For advertising rates, please contact Lori Benner, MPA, OTR/L, CDRS at 717-531-7444 or e-mail lbenner@psu.edu.

Are your reading someone else’s copy of News Brake?

Did you forget to renew your ADED membership?

An application is available in this issue of NewsBrake.
AWARD WINNERS: Every Year the Association of Driver Rehabilitation Specialists Recognizes those individuals who have made significant contributions to the field. Congratulations and Thank You!!

DISTINGUISHED SERVICE AWARD:
A competitive award given to individuals or groups who have demonstrated distinguished service and/or support to the overall area of mobility for people with disabilities. The award is given to a non-ADED member.

Judy Pena

Judy has been a leader in providing outstanding service to individuals with disabilities seeking independent mobility. Judy has worked for the Pennsylvania Office of Vocational Rehabilitation for many years, most recently as the Assistant Administrator of the York District Office. She has also served as the transportation coordinator for the York Office since 1995.

Judy worked closely with the Bureau of Program Operations Rehabilitation Specialist, Jack Snodgrass in writing the Pa. OVR guidelines for vehicle modifications. These guidelines assure OVR clients in Pa. will receive the finest service and include standards that evaluation facilities and vendors must meet. Standards for vendors include levels of competency very similar to NMEDA’s QAP program. She has been to the forefront of developing statewide policies for vendor qualifications and in developing the Pa. bid process. She is driven to uphold the highest standards of quality.

Judy has been a willing and able advisor to other states and programs and is always ready to help if it means improving the transportation options for people with disabilities. Due to limited evaluation sites in Pa. she supported grant funding to augment the Driver’s Evaluation and Training Program in her area. To date the Driver’s Evaluation and Training Program at the Penn State Milton S. Hershey Medical Center has received over $400,000 in grant funding from OVR. Judy has co-presented workshops in grant funding twice at ADED conferences.

She is devoted to her clients in researching equipment and transportation options available to them, so they have the best possible equipment. She is extraordinary in her flexibility in determining eligibility for OVR services and strives to do everything she can to give every client an affordable opportunity at independent driving. Her devotion, thoroughness, accuracy and preciseness are most impeccable. She coordinates all the information from her district office for clients that are receiving evaluations for transportation needs.

SCHOLAR AWARD: A non-competitive award presented to a member of the Association who has made an outstanding scholarly achievement in the area of driver evaluation, education, research and/or engineering.

Donna Stresel, OTR, CDRS

Donna has been involved in driver rehabilitation since the early 1990's. Her quest for public education of end users, families, agencies, government, professionals and the public on driver rehabilitation issues is endless. She has participated in numerous educational presentations specializing in the mature driver. No venue is too large or too small for Donna. While she educates hundreds at large national conferences, she also participates in much smaller community outreach programs in order to reach both consumers and their families. She doesn’t stop there. She also pursues news media, facilitating many, many articles on driver rehabilitation.

She has participated in a variety of government-sponsored projects and presentations. She has worked with the New York State Association of Traffic Safety Boards, the Department of Public Works, New York Rehabilitation Association, and the New York State Office for the Aging.

The New York State Office for the Aging was so impressed with her presentation they asked her to be on a committee. This resulted in the publication of a book, “When you are Concerned: A Guide for Families Concerned About the Safety of an Older Driver”. She assisted in writing the standards for the state of New York in the area of Driver Rehabilitation. Donna has participated in multi-agency presentations with NMEDA and NHTSA.

Other accomplishments include writing the July 2000 continuing education article for AOTA, “Driving issues of the Older Adult.” She also published, as co-author, in AOTA’s Special Interest Physical Disabilities Newsletter (Sept. 1999) “Motor Free Visual Perceptual Test for Driver Evaluation and Rehabilitation Readiness”. She is currently working with the American Medical Association on a project to develop a practical guide for physicians on assessing the older patient’s fitness to drive.

She has served on the ADED board as secretary and currently sits on the board as Public Relations Chair. She has served on the Schenectady County Traffic Safety Board since September 2000. She is a guest lecturer to Occupational Therapy Students at Russell Sage College in Troy.

Donna has a dynamic presence in her promotion of driver rehabilitation education and such a drive toward both public and professional education that people want her to be involved in their projects. She has (Continued on next page)
Congratulations to the 2002 Annual ADED Award Winners:
Each award winner has contributed significantly to the field of Driver Rehabilitation.

Bruno Independent Living Aids, Inc.
A pioneer in the manufacturing of vehicle lifts since its founding in 1984 Bruno Independent Living Aids, Inc. remains committed to the independence of persons with disabilities. Currently Bruno manufactures 24 different vehicle lifts and recently introduced the innovative Turning Automotive Seating (TAS) product line.

In collaboration with the Association of Driver Rehabilitation Specialists, Bruno also strives to communicate to individuals in need about new vehicle modification products as they are developed. One of Bruno’s many strengths is the ability to identify a specific physical challenge, and develop an application that fits that individual’s vehicle make, model and year, all at an affordable price. Bruno’s products provide a quick, but well thought out customized solution for people with limited mobility.

In addition Bruno works with major automobile manufacturers such as Ford, General Motors, Daimler Chrysler, Toyota, Saturn, and Volkswagen to establish mobility programs, which offer assistance up to $1000 cash back to help defray the cost of vehicle modification equipment such as lifts and TAS. Committed to the on-going education and professional development of its dealers, Bruno conducts monthly daylong training sessions dedicated to its lift and TAS systems as well as periodic regional training. This is part of Bruno’s recognition of the importance of passing on knowledge to their dealers, who then spread the knowledge to their customers. Bruno has an educated and experienced staff whose top priority is to provide continual quality support to its dealers and end users.

Bruno has been an award winning company over the years, receiving recognition for its high quality products and the positive impact they have on society as well as their overall business excellence. A few of the awards received include several Governor’s New Product Award, WI manufacturer of the year for 1991 and 1992, the Market Maker award in 2000, and most recently Ford Motor Company J-Mays “Focus 2X3 Mobility Design Award SEMA 2001.

Keith Howell
Keith Howell has demonstrated that small businesses can make an impact in our industry and demonstrate support for the principles of ADED.

Keith’s company Howell Ventures, LTD was established in 1986 in order to offer another design in hand controls. Keith designed the push-rocker mechanical hand control in order to meet the functional needs of consumers. He continues to envision equipment design from the user’s perspective.

Keith has supported the cause of ADED in a myriad of ways. He supports the ideal of high standards through production of a quality product that passed SAF and VA testing in 1990. He continues to promote high standards of installation of his product through development of a dealer service school certification that embraces teaching techniques fueled by new technology...distance learning. As a small business owner, Keith is acutely aware of the limitations of time and resources. His CD ROM education component will enable dealers of all levels and geographic areas to improve service to our clients. Keith not only demonstrated the program at the recent ADED conference but also had copies of the CD available for distribution.

Keith has supported ADED by being a loyal conference participant, exhibitor, and supporter of the ADED newsletter. He supports ADED’s mission of continuing knowledge by being a past presenter at NMEDA.

He directly supports ADED members through programs of education and support. He donates demo hand control stands so those service providers can educate themselves about the products and make them available to demonstrate to clients. Realizing ADED’s commitment to on-road evaluation, he donates adaptive driving equipment for installation and use with clients. He has a company representative traveling throughout the Midwest, East Coast, and parts of Canada for the express purpose of providing driver rehabilitation specialists with direct training and on-road experience. Most recently, with the driver rehabilitation specialist in mind, he designed a quick disconnect hand control system for evaluators. This makes equipment installation and removal more time efficient for the evaluator and trainer.

This new quick disconnect hand control system is made compatible with his competitor’s hand controls enabling evaluators to quickly install and remove differ-
Congratulations to the 2002 Annual ADED Award Winners:
Each award winner has contributed significantly to the field of Driver Rehabilitation.

President's Citation:
Carol Blanc recognized KATHIE REGAN with a presidential citation for her consistent dedication in assisting the President, perseverence of seeing tasks through and her “endearing” dedication to ADED.

She also gave SUSAN LILLIE a presidential citation for her willingness to take on extra assignments, her constant vigilance in helping with the financial viability of ADED, constant dedication to the principles of ADED and her willingness to mentor.

A Certificate of Appreciation was provided to the ADAPTIVE DRIVING ALLIANCE for their establishment of a perpetual scholarship to assist Driver Rehabilitation Specialists attending the National ADED conference and for their consistent and unwavering support of ADED.

Board members who finished their terms of office were presented Certificates of Appreciation for their service to the organization. These included Renee Tyree, Secretary, Donna Streszel, Public Relations, Ed Reutelbush, Corporate, Susan Lillie, Past President, and Holly Dominique, Operations.

Be a part of the tradition:
The tradition of awarding our colleagues who contribute significantly to the field is an important one!! A great way to serve the ADED organization and to influence the future is to be part of the awards committee. To join the awards committee contact the ADED office and let Judy Sutton know you are interested. She will forward your name to Susan Lillie, CDRS who is chairing the committee. Your responsibility will be reviewing the award nominees with your colleagues and choosing the most qualified contender.

Also consider honoring your colleagues by nominating someone you know for an award. Nominations will be sought for next years awards in the spring. Start thinking now of whom you believe meets the criteria to receive a distinguished honor.

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Driver Educator's and Dealers
If you are still holding back it's time to get on board and start introducing the SURE GRIP system to your clients. They will thank you for it.

Get a Grip on Driving
What’s new at your place... Keynotes...

RICK SHAFFER, CDRS, Penn State Milton S. Hershey Medical Center was awarded the “Firestarter Award” in August. The Firestarter Award recognizes exemplary behavior to uphold the mission, values and standards of performance of the Medical Center. Rick’s nomination focused on his extraordinary service to clients, his numerous letters of recognition from clients and his commitment to “World Class Care”. Congratulations Rick on this prestigious accomplishment.

JACK COLNAGHI, managing partner of Handicapped Driver Services-Florida hosted a two day IMS technical training in late September. Several companies throughout the South sent technicians. Also of note at HDS is a congratulations to Taylor Hall who was recently completed his EMC certification renewal. Taylor is also a professional certified automotive painter.

JIM EDDS, CDRS, St. Louis has made available to ADED and others his recent book, Driver Rehabilitation, Gateway to Independence, What We Do. Jim reports that he spent most of six months researching and writing this book. It was hot off the press at our ADED Kansas City meeting and sold nearly one-hundred copies. The book is targeted to those working in our field and may help getting a start on the CDRS exam. Jim is a member of ADED, and can be reached at drvrehab@yahoo.com.

A Sincere and Heartfelt Apology:

From the editor to Mrs. Dana Roeling, Executive Director, National Mobility Equipment Dealers Association. (NMEDA)

An error occurred in the spelling of Dana’s name in the spring issue of News Brake. Please note the correct spelling. Dana has proven herself to be a strong advocate of ADED and much work is being done in building a strong alliance between ADED and NMEDA. I sincerely regret the error.

* * * * * * * * *

Also to Renee Tyree, apologies. I managed to “butcher” her name in a photo caption in the spring newsletter. I appreciate her good humor.

Always humbled....

Lori
Job Seeker Information:

**Handicapped Driver Services**

We have an immediate opening for a full-time Driver Rehabilitation Specialist. Work with an industry leader utilizing the most modern and complete inventory of evaluation tools.

The successful candidate will be an experienced driver trainer with CDRS credentials (or has potential for CDRS certification) must be a strong communicator, be responsible and not be afraid of hard work. Documentation and writing skills are a must. Benefits include a very competitive salary, 401K, paid holidays, paid vacation and significant job security.

Please fax resume to: Earl Matthews at 678-290-5048 or email to hdes@msn.com. If you care to speak personally about this opportunity call Earl Matthews at 770-422-9696 or 770-428-6289 (cell phone).

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**SALES POSITION**

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Please fax resume with salary history to 678-290-5048 or email hds1@mindspring.com

**SERVICE MANAGER**

Successful adaptive equipment modifier seeks experienced Service Manager for Jacksonville, Florida location. Must be experienced in all phases of van modification.

Please fax resume with salary history to 678-290-5048 or email hds1@mindspring.com

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NMEDA: Why You Need to Know Who We Are!

By Dana Roeling, Executive Director

The National Mobility Equipment Dealers Association (NMEDA) is nationally and internationally known as an organization committed to ensuring quality and professionalism in the manufacturing and installation of safe and reliable transportation and driving equipment for persons with disabilities. The association was established by adaptive equipment dealers to:

• Encourage professionalism within the industry
• Serve as an information resource center to consumers and dealers
• Provide a source for mediation and complaint intervention for consumers; and
• Offer professional training, educational opportunities, and publications to its members.

NMEDA is a non-profit trade association. Members of NMEDA include adaptive equipment dealers who modify vehicles and install adaptive equipment, manufacturers of equipment, driver rehabilitation specialists, and other professionals dedicated to broadening the opportunities for people with disabilities to drive or be transported in vehicles modified with adaptive equipment.

NMEDA members are required to adhere to the safety standards of the National Highway Traffic Safety Administration (NHTSA). Members are also required to follow NMEDA guidelines for equipment installation and vehicle modification. These guidelines are a living document written and updated on a yearly basis by NMEDA members. The document provides detailed recommended practices on equipment installation and modification. Every NMEDA member agrees to follow these Guidelines when they join the association.

NMEDA members are aware that for a client to have a successful outcome in seeking transportation or independent driving the following must be adhered to:

• Evaluation of the specific need of the client
• Selection of the right vehicle for that client
• A qualified dealer to make the modifications
• Appropriate training on the adaptive equipment and
• Proper equipment maintenance

These recommendations are identical to recommendations an ADED member would make to a consumer.

The NMEDA vendor or manufacturer modifies the client’s vehicle.

NMEDA members can advise consumers and driver rehabilitation specialists on the compatibility of equipment with specific vehicles. The ever-changing design of vehicles makes the relationship between ADED members and NMEDA members a highly valued one in which constant and consistent interaction is crucial.

NMEDA members also work closely with the Association of Driver Rehabilitation Specialists to assure that clients have been properly evaluated prior to a vehicle being modified for their use. NMEDA members can provide consumers with contacts for proper evaluation.

Once the equipment needs have been determined and the client has selected an appropriate vehicle to modify, the NMEDA member modifies the vehicle consistent with the prescription written by the driver rehabilitation specialist. Again collaboration with the driver rehabilitation specialist throughout the modification process is essential to assure proper fitting and interface with the client. The driver rehabilitation specialist has trained the client and is aware of potential issues. The vendor knows the equipment and the adaptability of it to special circumstance. The complexity of today’s vehicles and driving systems makes this team approach essential to the future safety of the driver. Once the modifications are completed the dealer and the driver rehabilitation specialist assure that the client is trained to properly use and maintain the equipment. Often the driver rehabilitation specialist works with the client in their completed vehicle to assure consistency of performance and safety. The NMEDA member is available to assist if problems arise.

**NMEDA’s Quality Assurance Program**

The Quality Assurance Program, or QAP, is a nationally recognized certification program for the adaptive mobility equipment industry. The program was developed to promote quality, safety, and reliability within the industry. Some states are now requiring a dealer’s participation in the QAP to perform work for the Vocational Rehabilitation Programs. The Quality Assurance Program is the only program of this nature that has been developed for the adaptive equipment industry involved in personal transportation.

A QAP designation enhances vehicle modification and adaptive equipment installation in a manner consistent with the highest standards available in the industry. It binds QAP dealers to guidelines that were formed by a majority of the nation’s mobility equipment dealers as good shop practices and it links them to practices that assure the highest level of performance and safety. That kind of work, that kind of care, that kind of integrity is what establishes customer trust, and customer trust is a key to business success.

Dealers who participate in the QAP are held to higher standards as they are required to maintain four types of insurance for liability purposes, have certified welders if they do any type of structural modifications to a vehicle, have technicians certified in the equipment they sell, install, and service, keep records of all modifications performed, and they are required to undergo semi-annual audits by an independent engineering firm to ensure compliance to the NMEDA Guidelines and the requirements listed above.

NMEDA is striving to unify and improve the adaptive equipment industry and service to people with disabilities in an effort to provide the safest, highest quality, and most reliable transportation available. Transportation is the key to freedom. NMEDA is the key to quality transportation.

Many driver rehabilitation specialists find membership in NMEDA provides them a broader perspective in the adaptive mobility world. NMEDA conferences provide valuable information to the driver rehabilitation specialist on the adaptive mobility equipment industry. If you have any questions about NMEDA or the services that members can provide, please call us at (813) 977-6603 or (800) 833-0427, or log onto our website at www.nmeda.org where you can locate dealer and associate members and find links to ADED and other helpful websites. You can also e-mail us at nmeda@aol.com. We look forward to hearing from you.
Leasing Adapted Vehicles: An Option the CDRS Should be Aware of

Caral Mashack

Editors Note: During the NMEDA conference in Albuquerque I had the opportunity to meet Caral Mashack from Caraleasing, Inc. I also attended a seminar on leasing vehicles that are adapted for transportation and for driving. Those experiences opened my eyes to an option that I felt I needed to make my clients aware of. Caral was kind enough to write the following article and will be happy to entertain questions via telephone from members of the ADED community. Her number is 914-288-9123. Members of the editorial board provided the names and numbers of 2 other leasing companies including Lisan Associates: 866-825-3273, and Motor Werks 877-926-0002.

There is little point in teaching a client how to drive an adapted van unless the client plans to obtain one. However buying a van that will immediately lose 30% of its value the first year and 10% every year after that, is not a good idea... but, in fact, that’s just what happens when you buy a vehicle instead of leasing it.

At the Marketing Seminar of the 2002 NMEDA Convention in Albuquerque, Peter Zarbo of J Bassani & Co, (Bethpage, NY) made an outstanding presentation about the benefits of leasing vans converted for wheelchair use. Not only does the disabled population have the benefits that the non-disabled enjoys, but the lease program also offers unprecedented flexibility for the disabled lessee.

The first benefit of leasing applies to everyone. It is based on the premise that you should hold on to your cash. Keep it invested and earning money. This way, as the vehicle loses value, your money will appreciate, instead of depreciate. No one should invest in a depreciating asset.

Leasing also provides all lessees with the hassle-free opportunity to simply return the vehicle at the end of the lease and not have to deal with the inconvenience of selling a used car. The lessees always have the opportunity to purchase the vehicle if they wish, at a pre-determined price. Best of all, they can get a new car every few years. These are many of the reasons that leasing has become so popular. The more expensive the vehicle, the more likely it is to be leased. In fact, over 50% of all vehicles sold are actually leased.

But what about leasing a converted vehicle? The good news is that none of these benefits are lost just because someone is disabled. Vehicles can be leased that have been built to the specifications written by the driver rehabilitation specialist. In fact, the conversion is a valuable part of the vehicle and actually helps the vehicle retain a higher value.

Some leasing companies will build a lease around the specific financial needs of the disabled individual. The lease may reflect special mileage requirements, (either high or low), down payments or none, and length of lease to suit, (generally up to 5 years). The lease should reflect the value of the vehicle at the end of the lease enhanced by the value of the conversions. (Your clients should be aware of the fact that many leasing companies will not include the value of the conversion in determining the residual, which results in a much higher monthly payment.) The lessee should have the option, (but not the obligation), to purchase the vehicle at the end of the lease for a wholesale price. The purchase price should always be known before a lease is even signed. Thus, the client who wants to own the vehicle in the future can begin planning the purchase while leasing the vehicle.

In addition, and probably most important of all, the lease can be built to accommodate early terminations. The need for early terminations is a reality. For many, either because of illness or age, they have a very uncertain future. If the lease does not have an early termination provision, the family is locked in to the contract for the duration unless they can find someone to assume the lease. If they financed the vehicle, they now have the hassle of advertising, showing and hopefully selling the vehicle on their own or taking a huge loss and returning it to the mobility dealer. But if the lease did have an early termination provision, they would have known, before they signed any papers, what their obligation was and how much it would cost if they needed to break the lease. This is the least expensive and easiest way for someone to lease for an unknown term.

For the consumer, leasing a vehicle may assure up to date equipment and a vehicle which otherwise may not be affordable.

The mobility dealers love the leasing program too. Doubling their business by bringing the customers back in 5 years (maximum) on the lease, instead of a 10-year (maximum) finance is one obvious reason. Another is that whether the lease is terminated early or at the conclusion of a lease, there is a late model used vehicle, which can be sold or leased again, for yet another profit. For the clients the leasing program puts good used vehicles on the market.

While leasing is not for those with poor credit, leasing companies frequently give positive consideration if the lessee’s financial problems were temporary and they have re-established their credit.

Obviously as with any major financial expenditure it will be up to the client to weigh the pros and cons of purchase versus the leasing option. The CDRS will want to be careful not to become a financial planner. However offering clients options to consider is often appreciated. For more information the client can talk with their Mobility Equipment Dealer, the manufacturer of the mobility equipment, or contact one of the leasing companies.

Editors Note: Caral was kind enough to write the following article and will be happy to entertain questions via telephone from members of the ADED community. Her number is 914-288-9123. Members of the editorial board provided the names and numbers of 2 other leasing companies including Lisan Associates: 866-825-3273, and Motor Werks 877-926-0002.

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Mark Your Calendars

The calendar of upcoming events is provided as a service to ADED members. News Brake does not confirm the accuracy of the information provided. Please verify dates and locations with the organizations listed.


November 1, 2002 — East Hanover, NJ

NMEDA’s Annual Conference

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NHTSA UPDATE:

(Continued from page 4)

NHTSA published a notice postponing until September 1, 2003 the deadline by which Final Stage Manufacturers (FSM) and alterationers must comply with the upper interior head protection requirements of FMVSS 201. Significantly, however, the postponement only applies to FSMS and alterationers — those who perform additions, deletions and changes to a vehicle before the vehicle seller and the end-user have entered into a sales contract identifying a specific vehicle. Modificationers doing work after the first retail sale, are not eligible for the postponement. The implications of this are discussed below.

ADVANTAGE OF BOTH THE ALTERER & MODIFIER CLASSIFICATIONS NHTSA has created a system under which being an alterationer (doing work before first retail sale) and being a modifier (doing work after the first sale) each have advantages (and obligations). Members should seek to use both categories. This could be done by doing certain work before first sale, and other work after the sale:

Work Before First Retail Sale: ADA Members could do raised roofs and lowered floors as alterationers if the work can be done prior to the first retail sale. By using NMEDA Guideline Manuals, they could certify and label the altered vehicles as compliant with standards governing such things as roof crush and fuel system integrity. Members could also take advantage of the 1-year delay of the 2010 requirements as noted above.

Work After First Retail Sale: ADA Members could do hand-control fitment, wheelchair retention device and ramp fitment as modificationers, after the retail sale. In this way, they could take advantage of the Part 595 exemptions governing such things as standards 203 and 204, steering wheel impact and rearward displacement (when removing a steering shaft), standard 208, occupant injury protection (when disconnecting air bags) and standard 214, side impact protection (when changing seats or restraints).

NHTSA will be proposing this Fall changes to the rules governing FSMS and alterationers, and ADA will have an opportunity to comment. 2 If ADA Members feel that they must do 203/204/208/214 work before first sale, then ADA needs to submit a request seeking to allow “partial modification” on inventory vehicles under Part 595 (stressing that such work would not be completed nor leave the vehicle in a usable condition). ADA is already submitting a request to NHTSA specifically asking that modificationers have a Part 595 exemption from 201 when conversion vans already owned by a disabled person are brought to the modifier for further work.

MAINTAINING GOOD OEM CONTACTS NHTSA emphasized the importance of maintaining good contacts with OEMs. This is important because of the phase-in used by NHTSA when introducing new rules. Modificationers must be aware which vehicles in an OEM’s fleet incorporate new systems that the OEM is using to comply with the mandated percentages of a given rule's phase-in. If the OEM vehicle has the new system, the modificationer may not disable the system unless permission to do so exists under Part 595. Two current issues in this area as follows:

FMVSS 225: This standard requires lower child restraint anchorages and tether straps to secure child seats using new systems that do not rely on seat belts. All vehicles built after September 1, 2002 must have these systems, but there has been a phase-in in place for the past several years. Modificationers cannot disable such systems in existing vehicles because there is no exemption under Part 595 for the standard 225 systems.

Advanced Air Bags: This standard requires sophisticated air bags with sensors that determine the size and position of occupants and deploy the air bag in a manner to minimize injury. All vehicles built after September 1, 2006 must have this system, but the phase-in starts in September 2003 (and early compliance is permitted and can earn OEMs credits).

POSSIBILITIES ON FURTHER EXPANDING PART 595 In the above situations involving the child anchorage and advanced air bag standards, ADA Members must confer with OEMs to assure compliance. If compliance is a problem, there are two possible courses of action:

First, is for an ADA Member to submit a specific exemption request to NHTSA (permitted under Part 595) seeking an exemption from a child anchorage or advanced air bag requirement for a SPECIFIC vehicle.

Second, NHTSA has already been asked to include advanced air bags in the exemptions available under Part 595, and hopefully this request will be acted upon in the next 6 months. Further, if enough ADA Members feel that a compliance difficulty exists as regards Standard 225-ADA could petition NHTSA to make some kind of 225 exemption available under Part 595.

SEAT ISSUES One issue that ADA Members must pay careful attention to is compliance with NHTSA standards involving seats. If a seat is provided, Part 595 does not allow any exemptions for standards 207 (seat strength), 209 (seat belts) or 210 (seat belt anchorages). It must be emphasized that the seat strength standard must be met unless an ADA Member chooses not to supply a seat at all (e.g. just provide a wheelchair retention device at the location). In particular, ADA Members must be sure that removable seats (used at a wheelchair position by a non-wheelchair driver or passenger) comply with these standards. If necessary, two separate belt systems must be provided - one for the wheelchair and one for the removable seat. Note that some OEM seats have belts and anchorages integrated into the seat, which could allow for an ideal removable seat.

OTHER COMPLIANCE ISSUES Two final points should be noted:

First, FMVSS 302 requires that interior materials pass certain flammability tests. Alterers and modificationers must be sure that all materials used in their interiors meet this requirement.

Second, Part 595 requires a disclosure form to be provided to the customer and that modificationers register with NHTSA. ADA Members must complete a blank disclosure form that can be used by ADA Members. Please contact Victoria for a copy of the form or assistance in registering with NHTSA.

3 As regards transfer seats, there has been at least one ruling issued to a modifier explaining how NHTSA expects transfer seats to be tested. ADA is following up on this issue and will provide additional information shortly.

Questions? Observations? Concerns Need clarification?

ADA dealers can forward their requests to Victoria via fax: 623/434-1410, or our email address: adamobility@aol.com.

All requests will be processed.

Lance will respond to as many inquiries as possible - either thru articles in The Alliance Voice, or a direct call to you.

Remember, upon submitting your request, be sure to include your name, phone/fax or email.
The success of the ADED Silent Auction and Raffle, at ADED’s 26th annual conference in Kansas City, MO, is directly dependent on extraordinary help from dedicated volunteers and community-minded individuals and corporations. Here we give thanks to our supporters of this fine event. Without them, the funds raised to further the educational mission of ADED would not be possible. This year’s event earned over $5000.00. ADED did not spend a penny on items for the silent auction. Every item was a 100% donation.

**Extra Special Thanks . . .**

Are extended to the on-site volunteers (at set-up and close of the silent auction / raffle); to the Successful Bidders and to the donors who have graciously and generously donated merchandise to this worthy endeavor. Our #1 dollar item was the vacation package to New England donated by Ride A Way Corporation.

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From the Desk of . . .

Katy and Michele

Another successful and fun filled ADED conference. We would like to thank all those who exhibited and/or sponsored this year in Kansas City. We appreciate all of you and we know that ADED could not have the level of conference we do each year without your support. We welcomed several new exhibitors this year. We hope you enjoyed your V.I.P. balloon bouquet. The Route 66 Adventure was also a success. Congratulations to the winners! On a personal note, we would like to thank all those who guided us and served as a resource to us during our first year of being ADED Exhibit Co-Coordinators. Many thanks to Michael Dresdner, Vendor Chairperson and Ed Reutebuch, Corporate Chairperson, Kathie Regan, Mike Shipp, Judy Sutton and Betty MacDonald.

We are already planning for the 27th Annual ADED Conference in Arlington, Virginia at the Crystal City Hyatt. We hope to see you there!

Sincerely,
Michele Coffey, OTR/L, CDRS
Exhibit Co-Coordinator
Katy Greene, OTR/L, CDRS
Exhibit Co-Coordinator

Special thanks to our 2002 ADED Sponsors

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Without your support our conference wouldn't happen!

16 News Brake Summer 2002
Without your support our conference wouldn’t happen!
Michael McGinn

ADED Northeast will have a chapter meeting at the New England Traffic Safety Educators Association conference October 25-26th, 2002 in Bartlet, New Hampshire. ADED members will be making 2 presentations, one 3 hour presentation on Friday and one on Saturday. Application has been made for CEU’s for these presentations. Brochures will be sent out from NETSEA to ADED Northeast members in September.

ADED Northeast will also have a chapter meeting during the Kessler Rehabilitation one day symposium in West Orange, New Jersey on November 1, 2002. This will be an all day symposium consisting of 2 - 3 hour presentations. CEU’s for this event have also been applied for. For further information on either of these events, please contact Gail Babirad, ADED Northeast President.

All ADED chapters are reminded that chapter elections need to be completed by November.
Title: ________________________________________________________________
Abstract: ______________________________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________________________
Workshop (7hrs) __________ Seminar (3hrs) __________

Presenter/Qualifications (Please attach Vita for each presenter including address, telephone, and e-mail)

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Deadline October 30, 2002
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- Doing a research project?
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Details: _______________________________________________________________________

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Look under "Key Notes" in the next newsletter for your item.

Name: ____________________________

Institution: _______________________

Phone: ___________________________

NEWSLETTER DEADLINE:

The next deadline is November 15th. Please send any articles, pictures or news information to:

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Hershey, PA 17033
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