From the desk of your 2010 president, James L. Kennedy  
CDRS

As some of you know, I am on the road more than I am at home. The advantage of this is that I get to see many different states with different driver rehabilitation programs. In my travels, I am very proud to see that commonly among ADED members is a strong dedication to their clients and the primary goal to help them become safe independent drivers. This is what I believe ADED is all about.

Your board is working on a five year plan initiated by your past president Susan Pierce and the ADED Board of Directors. I will continue to support that plan and will encourage change as we move forward. My goals are focused on expansion of membership, participation by members, enhancing certification and improving access to our skills and services for consumers in more geographical areas. You can help in many ways.

The board is searching to fill open committee member positions:
- Professional Development chaired by Dana Benoit
- Education Committee chaired by Jenny Nordine
- Publication Committee chaired by Staci Frazier.
  We are also searching for a Board Development Committee chairperson and committee.
  We also have some Committees with chair persons serving their second term. These are:
  - Certification chaired by Rick Shaffer and co-chaired by Kelly Anderson (1st term as co-chair)
  - Public Relation/Membership chaired by John Anschutz.
  I highly encourage you to contact or email any of the committee chairs if you have any ideas or comments that you believe will help. You may also contact them to discuss open committee member positions so that you too may become more active with your organization.

We also have several Ad Hoc committees:
- Scholarship chaired by Gayle San Marco
- By-Laws Review chaired by Anne Hegberg

All of these committees are working together to improve your association and to help it grow. There are many new programs being developed by the committees that you will be hearing about in the future issues of the News Brake.

For those of you that don’t know me, I have been in this industry for a long time and have seen many changes over the years in equipment and the evolution of techniques. I started off as a shop technician in Buffalo where the client would come and we would try to fit them in other client’s vehicle (static only). I moved south to get away from the snow and cold.

I came to rest in Atlanta where I worked as a shop tech and had the opportunity to work with James Craig at Handicapped Driver Services. He was the first driving evaluator I had ever met that took clients out to drive with adaptive equipment in an evaluation van. Because of this relationship, I learned about training, fitting and how important they are to the final success for a safe independent driver. We often had to create driving solutions because in those days, they didn’t come out of a box.

As I watched Jim Craig training clients, I became interested in moving from the shop to driver evaluation and training. I continued working with him as a mentor as I learned (Continued on page 5)
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NewsBrake
Spring 2010
Editor's Note—

In a blink of the eye, turn of the wheel, slip of the foot or flutter of the heart, your life can change. On October 24, 2008, the ladder I was standing on slipped and I went with it. The fall really wasn't that bad, it was the landing that caused all the problems. My life took an unexpected turn.

I would not be playing and dancing at the town In my clown costume that night, I would not tuck my kids into bed for months, and I, who hated to ask for help on anything, would have to rely on my family and friends for even the most basic of tasks.

My name is Staci Frazier and I am very excited to be the new newsletter editor of the News Brake. I should be a familiar name and face to many and in case you kept my the same for this edition. I have served in the newsletter editor position in the past and am also a past president of the organization. I know how difficult it it is to move either of us forward. I have missed my ADED friends and family over the year and I look forward to reconnecting with you all and to the many new members. This newsletter is not about me but I should fill you in to avoid the need to answer lots of questions later.

The 12 foot drop left me with a broken ankle, two severely bone bruised legs, multiple tissue tears, severe inflammation and bone marrow swelling in both ankles and feet, two torn patella tendons, and a crushed ego. My poor judgment and short cut caused a year and emotional strain on my family and led to a couple of surgeries. If I could go back I would choose a ladder appropriate for the job and follow the recommended safety precautions when using a ladder? Yeah, probably, but the personal understanding of pain and the impact it has on a person, loss of independence, and what's important in life were lessons that have only improved my life.

I now personally know how difficult it is to transfer from a wheelchair to a toilet, bed, shower chair and car while non weight bearing. I have had to modify my own home with ramps and put my OT creative skills to task solving my own ADL and mobility difficulties in a house that is not a good fit for a person in a wheelchair. I can sympathize with a patient who has chronic pain but no obvious disability. I know how difficult it is to lead an independent life when you can’t drive. I know how awful being in boots, on crutches, and getting back your independence only to then have to lose it with the next surgery is. This all sounds very negative but it isn’t. It gave me first hand experience that I use often both professionally and personally.

After the landing, I had never before been so grateful for life. It took me a long time to be anything but happy that I had been so lucky. My head was fine, my back had no severe injuries, I had friends and family that automatically jumped right into my duties, I had children that became strong independent young men, and a husband took care of us. I was blessed. This truly changed my view of everything.

Physically there are changes that probably will not get better but with every step I take I am thankful. I'm told I should have another surgery to correct impingements in both ankles, but at this point the occasional discomfort, swelling and loss of sensation don't interfere with my life enough to have another 8-12 weeks of recovery. I actively chose to stop focusing on the pain this year and it is amazing how positive thoughts and energy make living with it so much more pleasant.

Next time we chat, let’s talk family, love, life’s challenges, friendship and travels. Let’s work together on continuing to improve ADED and the News Brake. Let’s discuss the fun, difficult, unusual and people we meet. Let’s look at case studies and talk about the ways we got our clients safe, independent and driving. Let’s problem solve together, mentor, guide and educate each other. Let’s laugh and if needed cry together. Let’s not mention my fall or my bad ankles for this will not move either of us forward. I have missed our ADED conversations and can’t wait to get talking again.

Lastly, when you see me at the ADED conference, feel free to laugh at my funny sneakers (they are pretty funny). I haven’t found anything else I can wear and I regret it the next day. They usually don’t match my wardrobe but they keep me moving, working, playing and dancing. That’s what’s important.
Greetings from the Executive Office

"Really great people make you feel that you, too, can become great" — Mark Twain

Greetings ADED members! This quote from Mark Twain, so perfectly describes our association. There is simply no better collection of really great people that I know of. We may be small, but we are mighty and in the everyday tasks that we tackle, we are truly accomplishing something great for our customers. Driver Rehabilitation and vehicle accessibility is, for the most part, a labor of love and I am certain that you are reminded in large and small ways every single day that the work you do is important, makes a difference and is compassionate service. As we gear up for our Annual Conference and Exhibits in Kansas City, Missouri, I ask you to reflect on what it means to be a member of ADED. ADED is so much more than our annual conference. But, once a year conference provides a forum not only for continuing your formal education and gathering information from our exhibitors, but an invaluable opportunity to network and converse with others in the field. In some areas, driver rehab specialists are few and far between and conference allows these folks to learn from others, thus improving their programs. Mobility equipment dealers are counting on driver rehabilitation professionals continuing their education and producing quality evaluations and prescriptions.

I recently attended the Pacific Northwest Driver & Traffic Safety Education Conference and was amazed to learn that very few people in the driver education field know of ADED or are aware that such an animal called driver rehabilitation exists. Many people were surprised to hear that ADED has been around since 1977. We need to learn to toot our own horn and let the driving world know we are HERE!

At the conference, I was greeted with both curiosity and gratefulness by those attendees that visited the ADED booth. My goal for exhibiting at this conference was to educate driver educators about the field, direct them to local driver rehabilitation specialists and to encourage those that were interested in becoming a CDRS. With heartfelt enthusiasm I was able to attest to the fact that ADED is unique in that we are comprised of members from varied backgrounds and education. Despite this multidisciplinary mix of professionals, the collective purpose we serve is dedicated toward independence with community mobility and assisting drivers work through the many changes and challenges that disability, aging and debility can bring.

There are some Really Great People doing some Really Great Things this year. The 2010-2014 Strategic Plan has been put into action and we are making progress in our professional development, education and certification areas. This harvest of hard work will reap an updated revised ADED courses, enhanced Annual Conference & Exhibits and steps toward building better Mobility Equipment Dealer/Driver Rehabilitation Specialist relations. It is only through a strong and active that these large projects can be accomplished.

GREAT THINGS ON THE HORIZON:

CDRS Renewals—Check your certificate! If your CDRS expires 12/31/2010, you can expect to receive a renewal packet in the mail. If you have not received your packet by July 1, 2010, please contact me. CDRS renewal applications are also available on
Executive Office (continued)

the web at www.aded.net. Deadline for renewal is November 1, 2010.

Membership Renewals- A huge thank you goes out to the members that have renewed their memberships for 2010. In order to keep your member profile active on the ADED website, you must renew your membership. If you did not receive renewal applications in the mail, one is available on the website. Renewals may also be done through the website. If you have any trouble logging into your account, please e-mail us at info@driver-ed.org.

Membership Resource Guide- the Public Relations/Membership Committee has done an excellent job updating the look of the ADED Fact Sheets and all Policies and Procedures. These updated documents will be on the DVD that will be arriving in your mailbox soon! New this year, we have added pictures from last year’s conference and issues of News Brake. I hope you find the resource guide useful to you in your workplace and your activities with the association.

2010 ADED Annual Conference: Mark your calendars for 2010 Annual Conference in Kansas City, Missouri July 30-August 2, 2010. Scholarship opportunities are available through generous support from Adaptive Driving Alliance and Crescent Industries. Additionally, the ADED Memorial Scholarship Fund provides financial assistance to members for ADED Course attendance. Two courses will be offered in the days prior to conference. Early Bird deadline for conference is May 30, 2010. It pays to be a member as you are eligible for discounted combination rates; if you are not a member, join on the conference application and reap the benefits of membership right away! You can earn a record 31 hours at this year’s conference!

2010 CDRS Examination: ADED offers the only multidisciplinary certification in driver rehabilitation and I hope that if you are currently working in driver rehabilitation and have not obtained your CDRS that you are planning on sitting for this year’s exam. The CDRS examination handbook and application form has been posted on the website. Please visit www.aded.net for details. Deadline for applications is June 30, 2009.

Sincerely, Liz Green, Executive Director

Board Member at Large Report

As Board Member at Large, I will be working with Tommy Crompton on the Mentor Program for this year’s ADED Conference. The mentor program got off to a great start last year. We have ironed out some of the first time wrinkles and have made it even better this year. Tommy and I would love to hear any suggestions or comments from the membership to make this year’s program as helpful as possible for our VIP new conference attendees.

This year I will also be exploring possibilities for grant proposals to fund larger projects on the Board’s wish list. My to-do list also includes frequent monitoring of the website’s discussion board. There are many great things in the works this year for ADED and I feel privileged to be a part of this Board.

- Beth Rolland

President’s Address (continued)

how to train and assess clients. Later, I pursued certification as a driving instructor and became a CDRS through ADED.

I also had the pleasure to learn from Clinton Matney of Vocational Rehabilitation of Kentucky. I soon learned that like Jim Craig, he also worked outside of the box. To date, these two men and mentors have become what I consider to be BEST FRIENDS.

I now work under John Anschutz in the Assistive Technology Department at Shepherd Center, one of the top rehabilitation hospitals in the nation. The Shepherd Center specializes in medical treatment, research and rehabilitation for people with spinal cord injury or brain injury. John has built a comprehensive driving program with many resources that are available to help our clients be successful in achieving safe driving and community mobility. At Shepherd I also work in collaboration with a team of other experts. This team includes occupational therapy practitioners, physical therapists, psychologists, speech pathologists, driver educators, assistive technology practitioners, rehabilitation engineering practitioners and physicians. I believe this combination of professionals, provides the best possible outcome for drivers.

I want to reinforce that life is dynamic and so is ADED. There are so many people that I have had the pleasure to work with and learn from—I can not possibly mention them all. All of us, no matter where we have come from or what part of the field we work in, have so much to share. By collaborating we will provide the best outcomes for the clients we serve. I look forward to working with new members and leaders of this organization. Please join me in this effort and become a participating member of this organization. Your voice will be heard as I serve as the president of this organization. Please know that I thank you all for this honor and look for your input and support.

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# ADED: The Association for Driver Rehabilitation Specialists

## Balance Sheet

**As of December 31, 2009**

### ASSETS

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<thead>
<tr>
<th>Current Assets</th>
<th>Dec 1, 09</th>
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<td>BOA Checking-Raleigh</td>
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<td>Business Interest Maximizer (interest bearing fund for checking overflow)</td>
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<td>Accounts Receivable</td>
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<tr>
<td><strong>Total Accounts Receivable</strong></td>
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<tr>
<td>Other Current Assets</td>
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<td>undeposited funds</td>
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<tr>
<td><strong>Total Other Current Assets</strong></td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>275,493.08</td>
</tr>
</tbody>
</table>

| Fixed Assets                    |                    |
| Accumulated Depreciation        | -5,898.00          |
| Equipment                       | 9,260.41           |
| **Total Fixed Assets**          | 3,362.41           |

**TOTAL ASSETS**

|                    | 278,855.49 |

### LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>Liabilities</th>
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<td>Current Liabilities</td>
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<tr>
<td>Other Current Liabilities</td>
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<td>Payroll Liabilities</td>
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<td><strong>Total Other Current Liabilities</strong></td>
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<td><strong>Total Current Liabilities</strong></td>
<td>3,659.24</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>3,659.24</td>
</tr>
</tbody>
</table>

| Equity               |                    |
| Retained Earnings    | 111,108.85         |
| Unrestricted Net Assets (Undistributed earnings of the corporation) | 83,168.12 |
| Net Income           | 80,919.28          |
| **Total Equity**     | 275,196.25         |

**TOTAL LIABILITIES & EQUITY**

|                    | 278,855.49 |

---

*The full Profit and Loss report for 2009 will be made available upon request.*

*Submitted by Mary Schwartz, ADED treasurer*
Let Us Think About: SLIPPERY WHEN WET

By: Matthew Meltzer, BS, CDRS

I ignore this sign.

Now, I realize that some people will say that I am crazy. I wonder if they would be willing to read my reasoning?

When I drive on a dry road, the Slippery When Wet sign is meaningless. I don’t think there is much need for discussion there.

Now what happens when I drive on a wet road? When I drive on a wet road, I drive slower. Oh, you too? Great. That means we both all understand that wet roads are slippery and we should drive slower.

But wait. Didn’t I say that I ignore the Slippery When Wet sign? Well, yes, I did.

If I am driving on a wet road, just like you, I am driving slower because the road is wet. When I then see a sign that says Slippery When Wet, I say, “I know. And that is why I am already driving slower.”

All wet roads are slippery. I don’t know; maybe they put up the Slippery When Wet sign after some accidents occur. What I do know is that I definitely drive slower on ALL wet roads.

Imagine how many fewer accidents there would be if everyone drove slower on wet roads.
The mentor program will be returning to the ADED Annual Conference being held in Kansas City in 2010. After listening to the comments and reviewing the responses to the survey that was sent to participants after the inaugural year in Lexington, the board of directors and the conference committee have chosen to continue the program.

When we first planned the mentorship program, the desire was to have a team of three Mentors per VIP so that no one felt burdened during the conference. The hope was that there would be a member from each of the following professional backgrounds: driver education, mobility equipment dealer and rehabilitation. As happens frequently when a new program is initiated, there were a few kinks in our plan to work out. And as also usually happens, the ADED members, board and our sister organizations came through.

During the registration period at last year’s ADED conference, it became evident that there would be a low number of local mobility equipment dealers attending the conference, therefore Rodney Wilson, the Mobility Equipment Dealer Board Member, Tom Bonnell, the Corporate Board Member, and Dave Hubbard, Executive Director of NMEDA (along with other NMEDA Board Members) stepped in and made themselves available in the Exhibit Hall to answer questions and to facilitate establishing a local equipment dealer resource for ADED members. There was also a noted imbalance between those from the driver education and rehabilitation professions. The decision was then made to have one VIP team with two CDRS professionals regardless of their professional backgrounds. These changes met most of the VIP needs.

The response from the participants, both from the VIP’s and the Mentors was generally positive. The two most often mentioned comments reflected the need to have:

1) an opportunity to visit the exhibits without the pressure of working on the Case Studies, and 2) the opportunity to make contact prior to the conference. The ADED board and conference committee, working in conjunction with the NMEDA membership have addressed the first need by offering a Saturday evening exhibit time at the 2010 annual conference to exhibitors. The second need was part of the original mentor program plan, however membership agreeing to be mentors and pre-conference registration for the program by VIPs was limited. This need will be met by committing to the program early. Please see, complete and return the registration form included in this News Brake ASAP.

As a reminder, the Purpose of the Mentor Program is to “establish a network that will provide an opportunity for experienced members to meet newer members (1st or 2nd time ADED conference attendees) with a goal of welcoming, mentoring, and integrating them into the association.” So remember being a mentor does not mean you need to be an expert in the field, but rather to be available to help newer members begin their journey. An effort was made last year, and will be again at Kansas City, to match mentors of various levels of experience and background.

The mentors will be asked to:

1) communicate with the VIP prior to the conference if possible and share their contact information for future reference.
2) make plans to meet with the VIP at breakfast on the first morning of the conference to introduce themselves and other ADED members.
3) attend the General Session with them.
4) offer guidance in helping select the workshops and or seminars that might be beneficial to them and their program.
5) commit to going through the exhibit hall with them and helping the VIP understand the various types of equipment applications.
6) be willing to field follow up calls from the VIP during the following year, referring them to other members as appropriate.

Please join the ADED mentor program either as a mentor or VIP. Together we can grow ADED!

---

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2011 Jacksonville, FL
2012 Kansas City, MO
ADED BOARD 2010

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JLKennedy@belisouth.net

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rodney@rrvan.com

CORPORATE
Tom Bonnell
(800) 488-7688 (work)
tom.bonnell
mobilityproductsdesign.com

ADED 2010 COMMITTEES

CONFERENCE TEAM
Conference/Meeting Planner: position open
Katy Greene, Exhibit Coordinator
1165 Narrow Lane
Lexington, KY 40517
(859) 257-8001 (work)
(859) 797-6889 (mobile)
(859) 323-4326 or
(859) 246-2191 (fax)
cigree0@email.uky.edu
Stacey Stevens, Program Coordinator
240 Hillsboro Ave.
Lexington, KY 40511
(859) 246-2117 (work)
(859) 351-6612 (mobile)
(859) 246-2191 (fax)
staceystevens1@excite.com

PROFESSIONAL DEVELOPMENT COMMITTEE
reports to President-Elect for year 2010
Chairperson (1st term ends 12/11)
Dana Benoit 514-487-1891 x351
dana-benoit@sss.gouv.qc.ca
Sheila Jackson
Michael Taylor

EDUCATION COMMITTEE
Reports to Past President
Chairperson (1st term ends 12/11)
Jenny Nordine 480-449-3331
jenny@drivingtoindependence.com
Tim Jones
Mary Beth Meyer
Suzanne Adamson
Mary Schwartz
John Vaughter
Sue Henderson

PUBLICATION COMMITTEE
Reports to President
Chairperson (1st term ends 12/11)
Staci Frazier 603-793-9335
snpfraz@comcast.net
Lori Benner
Dan Basore

CERTIFICATION COMMITTEE
Reports to President
Chairperson (2nd term ends 12/11)
Rick Shaffer (driver education)
(717) 531-7105 rshaffer@psu.edu
Co-Chair (established 2/9.10) 1st term ends 12/2011
Kelly Anderson 713-794-7243
anderson.kellyC@va.gov
Eva Richardville (allied health)
David Massier (allied health)
Timothy Brant (driver education)
Kelly Anderson (allied health)
Richard Nead (driver education)

BOARD DEVELOPMENT COMMITTEE
Reports to President-Elect
Chairperson (1st term ends 12/11)
position open
Gayle Ager (Needs 1-3 other members)

PUBLIC RELATIONS/MEMBERSHIP COMMITTEE
Reports to President Elect
Chairperson (2nd term ends 12/11)
John Anschutz (404) 350-7720
john_anschutz@shepherd.org
Michele Luther Krug
Carol Blackburn
Matt Meltzer

AD HOC COMMITTEES

SCHOLARSHIP COMMITTEE
falls under Past President
Chairperson- Gayle San Marco (1st term ends 12/2011)
Susan Pierce (ADED Past President)
Gayle San Marco (California)
Peter Zarba (New York)
Holly Dominique (Louisiana)
Victoria Krull (ADA Executive Director)- for ADA scholarships

BY-LAWS REVIEW
falls under President (established 2.9.10)
Chairperson— Anne Hegberg
(630) 909-6082
ahegberg@marianjoy.org

ADED 2010 BOARD for public use and publications
ADED Executive Office
2425 North Center Street #369 | Hickory, North Carolina 28601

NewsBrake

Spring 2010
BLEEPING HACKER!

More than 100 drivers in Austin, Texas found their cars disabled or the horns honking out of control, after an intruder ran amok in a web-based vehicle-immobilization system normally used to get the attention of consumers delinquent in their auto payments. Police with Austin’s High Tech Crime Unit on Wednesday arrested 20-year-old Omar Ramos-Lopez, a former Texas Auto Center employee who was laid off last month, and allegedly sought revenge by bricking the cars sold from the dealership’s four Austin-area lots. After Texas Auto Center’s manager initially dismissed it as mechanical failure, they started having a rash of up to a hundred customers at one time complaining. Customers complained of the horns going off in the middle of the night and the only option they had was to remove the battery. The dealership used a system called Webtech Plus as an alternative to repossessing vehicles that haven’t been paid for. The system lets car dealers install a small black box under vehicle dashboards that responds to commands issued through a central website, and relayed over a wireless pager network. The dealer can disable a car’s ignition system, or trigger the horn to begin honking, as a reminder that a payment is due. The system will not stop a running vehicle. Texas Auto Center began fielding complaints from baffled customers the last week in February, many of whom showed up missing work, calling tow trucks or disconnecting their batteries to stop the honking. The troubles stopped five days later, when Texas Auto Center reset the Webtech Plus passwords for all its employee accounts. After police obtained access logs, they traced the saboteur’s IP address to a Texas Auto Center’s ex-employee.

Ramos-Lopez’s account had been closed when he was terminated from Texas Auto Center in a workforce reduction last month, but he allegedly got in through another employee’s account and targeted vehicles by searching on the names of specific customers. He then discovered he could pull up a database of all 1,100 Auto Center customers whose cars were equipped with the device and started going down the list in alphabetical order, vandalizing the records, disabling the cars and setting off the horns. Austin police filed computer intrusion charges against Ramos-Lopez.

First rolled out about 10 years ago, remote immobilization systems are a controversial answer to delinquent car payments, with critics voicing concerns that debtors could suffer needless humiliation, or find themselves stranded during an emergency. Proponents say the systems let financiers extend credit to consumers who might otherwise be ineligible for an auto loan.

-D Wired.com/March 17, 2010

************

DWT......TRANSirates INTO TROUBLE

While using cell phones in general greatly contributes to vehicle accidents, (DWT) or Driving While Texting poses a much higher risk than just talking on the phone while driving. It’s been over a year since it was discovered the engineer operating the Metrolink commuter train – which collided with a freight train in Chatsworth, CA killing 25 and injuring 135 others – had been sending and receiving text messages while on duty. In April of 2009, a CA woman who crashed into a line of stopped vehicles while text messaging in 2007 was sentenced to six years in prison for killing one of two passengers. In May of 2009, forty-nine people were injured when a Boston trolley operator texting his girlfriend rear-ended another trolley stopped between two underground stations. The operator, reportedly fired a week after the crash, was indicted under a MA law. In July of 2009, a NY tow truck driver who was using two cell phones – talking on one and texting on the other – crashed into a stopped car, injuring a woman and child, and then proceeded to drive through a fence and sideswipe a house, before finally ending up in a swimming pool. He was reportedly charged with reckless driving, talking on a cell phone, and following too closely.

-Automotive Fleet/September 2009

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WHY PEOPLE DON’T BUY

Every year J.D. Power and Associates issues a report card on how well auto buyers like their purchase experiences – the consultant’s Sales Satisfaction Index. In 2009 J.D. Power also did some digging into why sales didn’t happen. They asked the 51% of buyers who visited more than one dealer why they didn’t buy where they went first. More than one in five walked because of something the dealer did. It turns out that in most cases, there’s little or nothing dealers can do when a buyer balks. That’s because customers don’t like a brand or model or can’t afford it. But for 21% of lost sales, the dealer simply blew it. The study was based on responses from 48,000 customers who bought or leased a new vehicle in May or June of 2009, identified six no-sale sins:

“Dealer personnel were rude, not honest, not knowledgeable, pressed customers too hard, ignored them, or wouldn’t give a firm price.”

-Automotive News/Dec 14th, 2009

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PORSCHE TOPS J.D. POWER DEPENDABILITY STUDY

German sports-car maker Porsche claimed the No. 1 spot in the latest long-term dependability study by J.D. Power and Associates, the ratings firm announced today. Porsche grabbed the top spot after placing ninth last year. In second place was Lincoln, while Buick and Lexus tied for third. Mercury was fourth, and Toyota took fifth place, despite its recent recall woes. Toyota, which recalled several million cars after the study took place, had been in the No. 3 spot last year. This year’s study surveyed more than 52,000 original owners of cars 2007-model-year cars. The study itself was conducted between October and December of 2009. In all, 25 of 36 vehicle brands improved their long-term reliability, marking a continuing trend in quality improvement across the industry. Power said it also recognized several brands that, even though they performed well in the study, “are avoided at relatively high rates due to consumer concerns about dependability.” Among those brands: Cadillac, Ford, Hyundai, Lincoln and Mercury. It takes considerable time to positively change consumer perceptions of quality and dependability-sometimes a decade or more – so it is vital for manufacturers to continually improve quality and also to convince consumers of these gains. According the annual study, overall vehicle dependability has improved by 7 percent in 2010 to an average of 155 problems per 100 vehicles, compared with 167 PP 100 in 2009. J.D Power says that rate that is consistent with historical industry gains.

-J.D. Power and Associates

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HOOKED ON OIL

The rate of fuel consumption going on throughout the world is quite alarming. Fuel consumption rates, along with carbon emissions are literally off the charts. Here are five shocking statistics that quantify some of these alarming trends.

1. Since 1970 the world’s use of fuel has more than doubled. This includes everything from cars, oil usage, factories, planes, etc.
“The Buzz” (continued)

2. Almost 100 million barrels a day are being produced all over the world. Oil is a nonrenewable resource, and conservative estimates show that within the next 20 years, that the production will be a third of what it is today. That is why it is important that clean fuel and alternative fuel substances are developed within this time.

3. North Americans consume almost three times the amount of fuel as others consumers around the world.

4. The US alone uses up almost 25% of the oil every day, which is about 21 million barrels a day. China is next at 9%, but then there is a drop off. Unless renewable energy is found, this level of consumption cannot be sustained.

5. Over the past 60 years, carbon emissions have gone off the chart as well; increasing from 1000 million metric tons of carbon to over 7000 million metric tons of carbon a year.

-CarsDirect.com

TOP 10 AUTO SCAMS

Hal Rosner is the founding partner of Rosner, Barry & Babbitt, a leading California law firm specializing in auto fraud cases and an adjunct professor of consumer law at University of San Diego School of Law. According to Hal, the Top 10 Auto Scams include:

Scam #1 - Negative Equity/ Trade-In Overestimation

This arises in a transaction that includes a trade-in vehicle when more is owed on the trade-in vehicle than the actual cash value of the vehicle. Generally, a customer is led to believe that the dealership is valuing the trade-in vehicle at the same amount as what is owed (thus the customer won’t owe anything on the trade-in.) In reality, the secret actual cash value (the value the dealership is really giving the trade-in) is less than the amount owed. The difference is added to the cash price of the new vehicle (or the capitalization costs of a leased vehicle.) By inflating the cash price or cap costs of the vehicle, you the customer are illegally paying more in sales tax and registration. The dealership may also be violating the laws related to selling a vehicle for the advertised price (a dealership may not sell for more than advertised price.) A similar illegal practice may occur when a lease balance is paid off. These are still illegal practices even when the customer is told what is happening.

Scam #2 - Packing (inflated monthly payments)

In a packing case, the customer is quoted an inflated monthly payment. Once the customer accepts the monthly payment amount, the dealership adds accessories (alarms, service contracts, GAP insurance, paint/fabric protection, window etching, low jack, etc.) in order to reach the inflated monthly amount. The customer does not realize that the accessories are optional nor that they are paying extra for the accessories (they are led to believe the accessories are included with vehicle or not told at all.)

Scam #3 - Rewritten Contracts/Backdating

Often a customer will not qualify for financing upon the terms on the first contract. The customer may be required to increase a down payment, higher APR, etc. in order to qualify for a loan. The dealership has the customer come to sign a second contract with the different terms but backdates the second contract with the date of the first contract. This affects the finance disclosure laws in that the customer is being charged interest
for a time period in which the contract is not yet in effect, etc. In addition to making a material misrepresentation regarding when the customer takes the obligation of the new contract, a backdated contract often also violates the single document rule (explained below) because another form (usually called Acknowledgment of Rewritten Contract) has the actual date when the contract was signed. Further, many customers are not told that they do not have to sign a second contract, instead they can choose to cancel the contract and return the new vehicle and have the down payment and trade in vehicle refunded. Finally, a dealership only has 10 days to tell you they want to make changes to the contract or cancel the contract. After the 10 days, the dealership cannot change the deal.

Scam #4 - “Gotta Put It All in One Document” Rule

The law provides that all obligations of both parties must be contained in a single document (this explains why purchase agreements are so long in the automobile industry.) Often, dealerships will have customers sign other documents, such as trade in forms that state that the customer agrees to pay any difference between the trade in value and pay off of a trade in vehicle if it is different than the amount on the purchase agreement (and any associated attorney fees). Or, the dealership will agree to make payments on a trade-in vehicle but not include the trade-in vehicle in the purchase agreement. Another example is a “hold check agreement” (see below) in which the customer agrees to pay additional money towards the down payment on a later date. These documents violate the one document rule.

Scam #5 - The Deferred Down Payment Scam

Many customers are unable to pay the entire down payment at the time the purchase contract is signed. Dealerships will allow customers to make down payments in payments (called deferred down payments). The code recognizes these types of payments and requires that deferred down payments be itemized, including the amount and date due for the deferred down payments. However, rather than disclosing deferred down payments are required by the code, dealerships will have customers write checks for the deferred down payments and then agree not the deposit the checks until an agreed upon date. As part of this transaction, customers are made to sign a hold check agreements that states what date the checks will be cashed and also have additional provisions regarding any returned checks, thus creating obligations that are not included in the single document (purchase agreement.)

Scam #6 - Changes to the Advertised Price

The law states that a dealership cannot sell a vehicle for more than the advertised price (even if the customer is unaware of the advertised price.) What is an advertisement is broadly defined to include window stickers as well as the usual media ads. If a dealer inflates the cash price of vehicle to include other items, that would, in practice, result in selling a vehicle for higher than the advertised price (which in addition affects the amount the customer is charged for taxes, licensing & registration fees and finance charges).

Scam #7 - Using Your Language Against You

Civil Codes provide that if a lease/purchase of a vehicle, is primarily negotiated in Spanish, then a Spanish translation of the contract must be provided to the customer prior to signing the English language contract. This law was recently expanded to include Chinese, Vietnamese, Korean, and others. Failure to comply gives the customer right to rescind.

Scam #8 - The Whole Truth About Used Cars

Dealerships are required to disclose material known facts about a used vehicle such as if the vehicle was:
- involved in a prior accident (that caused substantial damage)
- it was a prior rental vehicle
- a lemon law buy back (the vehicle was repurchased by either manufacturer or dealer under the lemon law because of a defect)
- odometer readings not accurate, etc.

They are also prohibited from misrepresenting facts about the vehicle’s history (such as its never been in an accident, it was a trade vehicle (when it was a rental), etc.

Scam #9 - So is it New or is it Used?

The law requires that a dealership describe the vehicle being purchased as either “new” or “used”. A used vehicle also includes a “demo” or demonstrator vehicle (vehicle used by manufacturer or dealership representatives) but often the contract will state the vehicle is “new.” Also, some vehicles were previously sold but for some reason returned (usually because the failure to obtain financing) and this vehicle may also be used but is listed as new.

Scam #10 - “Certified” Used Vehicles

Several manufacturers and some dealerships have “certified” used vehicle programs. Generally, a used vehicle that passes certain standards is labeled “certified used” and is supposed to guarantee to the customer that the used vehicle is in good working order and free from major structural damage (including prior accidents.) However, a lot of vehicles that don’t actually qualify as “certified” under the standards advertised are being labeled certified. Customers are ending up with certified vehicles with frame damage from prior accidents.

** Utility Consumers’ Action Network **

DISTRACTED DRIVING AND CRASHES

80% of all crashes and 65% of all near crashes recently studied by the Virginia Tech Transportation Institute involve driver inattention. Below are the main reasons for inattention in a vehicle and the amount of increase in your risk of having an accident.

1. Reaching for an object 9 times increase in risk
2. Driving drowsy 5 times increase in risk
3. Looking at something outside of the car 4 times increase in risk
4. Reading while driving 3 times increase in risk
5. Talking on the phone and dialing 3 times increase in risk
6. Applying makeup 3 times increase in risk

Source: VA Tech Transportation Institute Naturalistic Driving Study

WARM MOOSE

A fleet driver called her manager to report that she had damage on the hood of her company vehicle. The driver said, “I know this sounds strange, but a moose has been hanging around my house and has become very friendly with my family.” Apparently, one freezing cold winter day, the driver parked her vehicle outside of her house. The still warm engine enticed the moose, who sat on the hood of the vehicle to warm himself. The driver said that it was so funny to see the moose perched on the hood of the vehicle, she just didn’t have the heart to chase it away.

Source: Automotive Fleet Magazine 6/09
about 1200. This should be available in the next few months, for a little over $50,000. For more information, visit MartinConquest.com.

**SELECTED SHORTS**

For every one military death, the number of surviving wounded is: In Vietnam it was 2.6, today it is 7.3. This shows how much more quickly we get appropriate medical attention, and improved medical attention, to people in war zones and fighting areas.

The US department of Agriculture said that scientists in Lane, OK have shown that simple sugars in watermelon juice can be made into ethanol. In 2007, watermelon growers harvested 4 billion pounds of watermelon. Around 800 million pounds were left in the fields because of external blemishes or deformities. Due to the fact that ethanol can be used to cut gasoline, watermelon could become one of our next sources of bio fuels.

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**Look Where We’ve Been Mentioned**

**Patrick Baker, CDRS** was featured in a WEWS5 story, Cleveland Clinic program tells drivers if they are safe to drive. "My goal is for people to stay on the road as long as they can," he told NewsChannel5 Health Reporter Alicia Booth. Check out the full interview:

http://www.newsnet5.com/dpp/lifestyle/wellness/cleveland-clinic-program-tells-drivers-if-they-are-safe-to-drive

**Mary Beth Meyer, OTR, CDRS, CDI** was featured and interviewed in an ABC world news report: Driving Specialists for Senior Citizens Behind the Wheel. “I’ll help them see their own strengths and weaknesses,” says Mary Beth Meyer, a certified driving rehab specialist in Poughkeepsie, New York, one of about 300 nationwide. “My goal is to keep them on the road, if they are capable. Check out the video [http://abcnews.go.com/](http://abcnews.go.com/)

Angela Brown COTA/L, ATP, CDRS has written for the BE WELL Good Shepherd Rehabilitation Blog. writes on Safe Driver Evaluation: Maintaining Independence in Older Adults. To read the entire blog: [http://www.goodshepherdrehab.org/blog/safe-driver-evaluation-maintaining-independence-older-adults](http://www.goodshepherdrehab.org/blog/safe-driver-evaluation-maintaining-independence-older-adults)

**Elin Schold Davis, OTR/L, CDRS** is quoted in Getting behind the Wheel Part 1: The Senior Tsunami by Kelly Olsen-Stanko. To read the article in its entirety: [http://www.therapytimes.com/Getting_Behind_the_Wheel_Part_1_The_Senior_Tsunami/content=9901J84C487EB48440A040441](http://www.therapytimes.com/Getting_Behind_the_Wheel_Part_1_The_Senior_Tsunami/content=9901J84C487EB48440A040441)

Research Update by Amit Kumar, PT in PN March 2010. In the article on Regenerative Rehabilitation a cool new vehicle modification is featured and a nod is made to ADED The Association for Driver Rehabilitation Specialists
Our thoughts and prayer are with John Anschutz and his wife Terri, who lost their children in a car accident on 3/26/2010. John is an OT and CDRS at the Shepherd Center in Atlanta Georgia. He has been a long term active part of ADED. We are so sorry for your loss dear friend.

**Karl Anschutz:** Karl was an AP scholar, played the trumpet in the marching, symphonic and jazz bands, and had recently been accepted to Georgia Tech. He was planning to spend his summer as the archery director for a Boy Scout camp before going to college and studying mechanical engineering. His proudest accomplishment was that he was an active Eagle Scout of Boy Scout Troop and Crew 410.

**Laura Anschutz:** Laura was an honor student who had perfect attendance for the past 7 years. She played alto saxophone in the middle school band and had won the county science fair the past three years. Laura would have turned 14 on April 24th and dreamed of being a veterinarian.

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**MEMORIAL SCHOLARSHIP**

Shepherd Center Brain Injury and Spinal Cord Rehabilitation Center
Attn. Karl and Laura Anschutz Memorial Fund
2020 Peachtree Road
Atlanta, Georgia 30309

A guest book to send condolences to the family can be found at http://www.legacy.com/gb2/default.aspx?bookid=4428252409586

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“**Steer normal.”**

Maybe it is time to publish this. It is a contradiction to the material published in our Winter 2010 NewsBrake on page 12.

Thirty-seven years ago, I watched my father teaching skid control to a group of people in a classroom. I knew his thought process was wrong even though the maneuver was correct. I waited to have a private conversation with him rather than embarrass him in front of the group.

When one’s vehicle goes into a skid or starts to skid, two things must be done simultaneously. One must react adjusting one’s foot on the gas/brake. Release the accelerator. Use the brake accordingly on whether you have ABS or not. Now, here comes my variation:

Steer normal. That is, steer where you want to go. This may take quick reflexes (adjusting back and forth when necessary). I didn’t mention the front of the car or the back of the car. I look where I want to go and steer there. Totally, the normal place to steer. I think it is interesting when I read people saying steer where you want “the front of the car to go” or “into the skid”. It is just normal steering, albeit with quick reflexes at times.

*Submitted by Matt Metzler, CDRS*
Seeking a few good men and women for the publications committee.

Looking for:
- Writers
- Proof Readers/Editors
- Researchers
- Networkers
- Internet Users
- ADED members of all levels of experience and background

The News Brake is your newsletter and one of the primary sources of communication and education for the ADED organization and its members. Help me, help your board, make it even BETTER! The board has set organizational goals for the News Brake and I am in process of forming some committee goals for 2010. Some ideas are:

- Setting up an internet communication tool for submissions, editor notes, feedback, ask the expert
- Educational articles for potential contact hours and addressing the needs of different level of members
- Case studies, technician notes, sales suggestions, easy resource tools for equipment
- Columns in every issue for all the different levels of membership to communicate
- Developing a newsletter survey for the next edition and the conference

Please contact me to inquire about volunteering, writing or to make suggestions. I appreciate any and all feedback. And please, if I call you, step up. An army is needed to grow this to the level the membership needs.

Staci Frazier
ADED News Brake Editor, Chairperson Publications Committee
(603)793-9335
snpfraz@comcast.net

For The ADED NEWS BRAKE
ENLIST NOW
An energetic city forged by a rich history, Kansas City is brimming with activities to keep you entertained—eclectic cuisine, swinging jazz, one-of-a-kind museums, a thriving arts scene and fantastic shopping. Part of the city’s charm lies in its impressive network of parks and boulevards and of course, exquisite fountains. The world-renowned jazz legacy continues today in clubs throughout the city. For barbecue lovers, the city’s signature food can be found at more than 100 barbecue establishments, but visitors also delight in restaurants of every ethnic origin.
**ADED Courses, Workshops and Conference Schedule**

**Friday July 30, 2010**

7:30 a.m. to 8:00 a.m.  ADED Two-Day Course Registration
7:30 a.m. to 8:00 a.m.  Continental Breakfast
8:00 a.m. to 5:00 p.m.  ADED Two-Day Courses
12:00 p.m. to 1:00 p.m. Lunch
9:00 a.m. to 5:00 p.m.  ADED Board Meeting

**Saturday July 31, 2010**

7:30 a.m. to 9:00 a.m.  Registration
7:30 a.m. to 8:45 a.m.  Continental Breakfast
8:00 a.m. to 5:00 p.m.  ADED Two-Day Courses Continue
9:00 a.m. to 5:00 p.m.  ADED Pre-Conference Workshops
9:30 a.m. to 4:00 p.m.  Vehicle Move In and Exhibit Set Up
12:00 p.m. to 1:00 p.m. Lunch
5:00 p.m. to 6:00 p.m.  Dinner: on your own
6:00 p.m. to 9:15 p.m.  Product Demonstrations - Contact Hours Offered **ADDITIONAL TIME!!!**

**Sunday August 1, 2010**

7:00 a.m. to 8:30 a.m.  ADED Conference Registration
7:30 a.m. to 8:30 a.m.  Continental Breakfast
7:45 a.m. to 8:15 a.m.  Worship Service - available to attendees
8:30 a.m. to 10:00 a.m.  ADED Conference Opening and Keynote
10:00 a.m. to 10:30 a.m. First Time Attendee Orientation - see pg. 11
10:30 a.m. to 1:30 p.m. Exhibit Hall Open to the Public
10:15 a.m. to 1:30 p.m. ADED Exhibits Open - Contact Hours Offered
12:00 p.m. to 1:30 p.m. Box Lunch
1:45 p.m. to 5:00 p.m.  ADED Seminars 1-3
6:00 p.m. to 9:00 p.m.  ADED Exhibitor Reception and Memorial Scholarship Silent Auction

**Monday August 2, 2010**

8:00 a.m. to 9:00 a.m.  Buffet Breakfast in Exhibit Hall
8:00 a.m. to 11:30 a.m.  Exhibit Hall Open
9:00 a.m.  Silent Auction Closes Winners Announced
9:30 a.m. to 11:30 a.m.  "The Coaches Corner" Round Table Discussions
11:30 a.m.  Box Lunch
11:30 a.m. to 1:00 p.m.  ADED Annual Membership Meeting
11:30 a.m.  Exhibit Hall Closes
1:00 p.m. to 1:30 p.m.  Certification Forum
1:45 p.m. to 6:00 p.m.  ADED Seminars 4-6
4:00 p.m. to 5:30 p.m.  ADED Chapter Meetings
7:00 p.m. to 10:00 p.m.  ADED Awards Banquet and Social, Provided with Registration

**Tuesday August 3, 2010**

8:00 a.m. to 9:00 a.m.  Continental Breakfast
9:00 a.m. to 12:15 p.m.  ADED Seminars 7-9
1:00 p.m. to 5:00 p.m.  CDRS Certification Exam (details are sent with testing information)

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866.672.9466  www.aded.net

Spring 2010  NEWSBRAKE  17
Awarding the low bid; who is the real winner?

by Ray Gonzales, vehicle modifications specialist

It is all about saving money. Give your client the most for the government’s money. That way you can serve more clients. Seems like a nice, clean philosophy. But, who is best served by going with the lowest bidder? Certainly not your client and aren’t they the reason we are all here. Perhaps a real life story will shed light on the fallacy of a low bid policy.

The names have been changed to protect the innocent and the guilty. We shall name the consumer “WES (At Wit’s End).” The business we will call “Out of Business Medical (OOBM)”. WES has been working with his VR counselor and the plan calls for hand controls and a car top lift for his wheelchair. He would go out and it is decided to go with Out of Business Medical because they are the lowest bidder. Has WES met with OOBM? No. Does it matter? No. OOBM was the low bidder.

Work is performed and the day arrives for WES to pick up his adapted vehicle. WES sends his mother. She asks where the vehicle is. “It is over there. Here are your keys.” No demo, no quality control, no instruction, no papers. OOBM accomplishes low bids because they offer no service. Six months later, WES and his mother are washing his car. Taped to the top of the car top lift is a set of keys. Turns out the keys are for the access door for the manual operation mechanism. WES never knew they were there. WES never knew there was a manual backup. WES was a bit upset with OOBM. WES never knew he had a choice to go with a mobility company that met him, assessed him and found the best solution. WES didn’t want to jeopardize his funding so he did what he was told. In the process, WES was not taken care of properly. Fast forward six more months, WES has problems with his lift. WES drives to OOBM for service. OOBM is nowhere to be found. The sign on still reads “Out of Business.” Only the sign is bigger and the medical part is missing.

Who is best served by always taking the lowest bidder? No one. WES was stuck. Who saved him? The mobility company that is still in business. Their bid was a bit higher, but WES had met with them. They assessed him and made recommendations. WES was comfortable with them. They would have been his choice. WES didn’t think he had a choice. He needed the lift to go back to school. He had to have that lift.

Is there a better way? The answer is yes. A solution that benefits the client, the state and the mobility company. Survey the mobility companies in the state and the surrounding states. Establish an average price for equipment and services. Issue a voucher for the equipment to the client. The client then takes the voucher to the mobility company of his choosing. The mobility company accepts the voucher and does the work.

Who wins? Everyone. The client gets his choice, the mobility company gets a fair price and the state utilizes its resources in an effective and efficient manner. The state does not reward low cost-low service. The state rewards the company that took the time to meet the client and make him feel comfortable. They reward service.


2010 Member Resource Guide

The 2010 ADED Member Resource Guide has been published and should have been delivered to your mailbox!

As a member benefit, all current ADED members receive this valuable DVD which includes ADED Policies & Procedures, By-Laws, Best Practices and other helpful information. We have also added a photo gallery from last year’s ADED Annual Conference & Exhibits and as copies of 2009 News Brake issues.

Sincere THANK YOUS go to the Public Relations/Membership Committee, chaired by John Anschutz. They spent a lot of time standardizing the look of our documents and provided assistance with the overall layout and content of the disk. You did a great job, guys!

We welcome suggestions for 2011 membership resource guide. Please send ideas to: info@aded.net.

If you have not renewed your membership for 2010, it is not too late! To renew for 2010, please download a copy of the membership renewal at: www.aded.net/2010membership.

Sincerely,

Liz Green, OTR/L, CDRS
ADED Executive Director
Awarding the Low Bid Discussion

by Ray Gonzolas

The article "Awarding the low bid; who is the real winner?" appeared in the Vol 32, No 4, Fall 2008 edition of the ADED newsletter News Brake. It is an interesting article that described the many problems a VR client named WES faced in obtaining hand controls and a car top lift. The article blamed the problems on a VR Program that awarded work to the lowest bidder. The company that was awarded the job, "Out of Business Medical (OOBM)", offered low prices by cutting corners and not providing the level of quality, training, and service that a vendor charging a reasonable but more expensive amount could. Issuing vouchers based on a set market rate instead of awarding work to the lowest bidder was presented as a solution. It's a story that probably made many VR clients wonder if it was describing their own State's VR Program and hoping it wasn't. But the truth is that while it is a good story, it got the solution entirely wrong.

FIRST, WE NEED TO RECOGNIZE vouchers and bidding for what they really are. Both are ultimately just a way for the person paying the bills to decide how much to pay for goods and services. If you didn't see anything to do with quality, service and training in that last sentence, that's because there isn't. The argument was then made that vouchers offer clients more choice and they will naturally choose the best vendor to meet their needs. Vouchers do offer more choice but what does that really have to do with ensuring the client chooses qualified vendors? Not much if you really think about it. Every person reading this article has made many buying decisions throughout their lives. You were not required to pick the lowest bidder. At least I hope you weren't. Perhaps you picked out a cell phone plan, bought a house, or had your car fixed. Maybe you had to decide whether to have a healthy salad or hamburgers and French fries for lunch. How did those decisions turn out? Were we all free to make our choices; therefore we must have all made the best ones. Congratulations! Something tells me however that's not quite what happened in all cases. We all had lots of freedom to choose and yet despite this freedom, sometimes we look back and realize we didn't make the best choices. We can't always help it. We either don't really know enough to make the right decision or we fall for the best looking/talking salesman who doesn't always deliver in the end. Sometimes, as is often the case with vehicles, we just don't really have many choices. We either drive for hours to the next closest vendor or we settle for the one in our town. If how much we pay and the freedom to choose doesn't guarantee our clients good quality installations and good customer service, then what can we do? If you want vendors to provide good quality installations and customer service to our clients then you have to require that they provide good quality installations and customer service. Sounds simple right? Of course where the rubber meets the road is where things get complicated.

Let's first ask an obvious question that wasn't asked in the article. How did the company OOBM ever get to be an authorized hand control and car top lift dealer in the first place? Someone at the manufacturer must have decided that OOBM could sell their product and be their customer representative. Yet, I'm absolutely certain that no hand control manufacturer, nor their insurance provider, would ever want an authorized dealer flipping the keys to the family member as a substitute for a final delivery inspection and training with the client. I can just image the look on the insurance provider's face. And yet they did just that in allowing this dealer to sell their product. How do we fix this? Mobility equipment manufacturers need to require that their dealers are properly trained to install and service their equipment and that they provide good customer service. They also need to check up on their dealers to make sure this is actually happening. In WES' case, the VR Program too must ensure that all vendors used by the Program are fully qualified to install and service the specified equipment.

FINAL FITTINGS and checkout inspections are extremely important. As the article states, they are what separate the excellent from the rest. So how do you ensure fittings, final checkout inspections, and customer training occur? Again, the best answer is the simplest. You require them. This means in WES' case that the VR Program requires the winning bidder to provide final fitting, inspections and training just as it required the vendor to install hand controls and a car top lift. The VR Program also needs to make sure the vendors are actually doing what they are supposed to do with onsite visits. Vendors who can't or don't meet all requirements to properly install the equipment should be disbarred from the Program and should never be awarded work no matter how low they bid.

So were does all this leave WES the VR client? Had the manufacturers and the VR Program demanded more of OOBM, maybe they would have never been a dealer in the first place. Maybe WES would have never had to deal with them. But if he did, at least they would have been forced to do their job.
Special thanks to the following ADED speakers who presented at the NMEDA 19th annual conference:

Marcus Smith and Mike Shipp M.Ed., CDRS
The Mobility Equipment Dealer-Driver Rehabilitation Specialist Team

Amber Fitzsimmons
MSPT CAMS-HP for Associates

Debbie Newsom OTR/L, CDRS and Carol Blanc OTR/L, CDRS Driver Rehabilitation: A Team Concept
Alternative Mobility Solutions for Every Lifestyle.

From wheelchair vans to high-tech driving systems to wheelchair motorcycles and yes...even robots, MobilityWorks continues to provide alternative solutions that match the needs and driving preferences of our clients. To learn more, call us at 1-877-357-0191.

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Certified Mobility Consultants and NMEDA QAP Service Technicians Now in 13 Consumer Locations.
Study: Injury Prevention Strategies Needed For Older Drivers

Occational Therapy Practitioners Play Key Role in Identifying At-Risk Drivers

Bethesda, MD — As the U.S. population ages, older driver safety continues to evoke public health concern. As noted during the American Occupational Therapy Association’s (AOTA) Older Driver Safety Awareness Week in December 2009 (www.aota.org/OlderDriverWeek), the real need is a broader awareness of the solutions, rather than a narrow focus on the problem. Researchers from the University of Florida agree, stating that determining injury prevention strategies for older drivers (age 65 and older) is the best next step to their study published in the March/April 2010 issue of the American Journal of Occupational Therapy.

While lead author Sherrilene Classen, PhD, MPH, OTR/L, an assistant professor in the Department of Occupational Therapy at the University of Florida, cautions the study is a retrospective analysis based on crash data of 5,345 older drivers in the 2005 Florida Traffic Crash Records Database and cannot be generalized to the U.S., interesting findings emerged:

- The mean age of crash-involved older drivers was 76.08 years with 45.7 percent females
- 44.6 percent of drivers sustained crash-related injuries with older female drivers having a higher probability to sustain crash-related injuries (44 percent) than older male drivers (29 percent)
- Lane maintenance, yielding and gap acceptance (choosing an appropriately safe time and/or spacing distance to cross in front of oncoming traffic) errors predicted crash-related injuries with almost 50 percent probability and must be viewed as critical driving errors
- Speed regulation errors (34 percent), vehicle positioning errors (25 percent) and adjustment to stimuli errors (21 percent) predicted crash-related injuries to a lesser extent.

"Occupational therapy practitioners can play a major role in identifying drivers at risk," said Elin Schold Davis, OTR/L, CDRS, coordinator of AOTA’s Older Driver Initiative. "Through appropriate screening and driving evaluation and rehabilitation, we can help identify unsafe drivers, making recommendations to those who need to stop driving, provide intervention strategies for those with remedial potential and assist others to optimize their driving skills that may be impacted by age-related conditions."

The growing body of evidence supports the development of policies and programs to address the needs of the older driver is about real need and the safe control of a vehicle. The essential question is about function, age being only one criterion, for flagging concern.

"This research provided a framework for classifying violations by types of driving errors. This is useful information for occupational therapy practitioners and policy makers. For example, when reviewing the performance patterns of older adults, occupational therapy practitioners should review driving history or violation records," says Classen. "For example, a violation of failed to obey a required traffic control device may be interpreted, based on our results, as potential for having difficulty with gap acceptance. Further, more focused testing of client factors, performance skills, activity demands or contextual demands underlying such a driving error may be necessary. Policies on driving ability testing for licensure may also benefit from this information."

Authors: Along with Classen, study authors included Orit Shechtman, PhD, of the Department of Occupational Therapy and National Older Driver Research and Training Center at the University of Florida; Kezia D. Awadzi, PhD, of the Department of Occupational Therapy and National Older Driver Research and Training Center at the University of Florida; Youngsung Joo, PhD, of the Department of Statistics at Dongguk University in Seoul, Korea; and Desiee N. Lanford, MOT, CDRS, of the Department of Occupational Therapy and National Older Driver Research and Training Center at the University of Florida.

ADED Awards Program
Categories and Descriptions

THE DISTINGUISHED SERVICE AWARD

This competitive award is given to individuals or groups outside the scope of ADED who have demonstrated distinguished service and/or support to the overall area of mobility for persons with disabilities. This individual or group, while not members of ADED, will be selected for their discernible and unique contributions to this field. (Examples of such candidates could be representatives in the political/governmental arena; prominent medical or educational people; television, motion picture or other media personalities; etc.) Only one award may be given, annually, in this category. Included in the written, supportive documentation should be evidence of the following:

a. Leadership qualities of the candidate(s).
b. National (or international) exposure or contribution to serving the mobility needs of the disabled person.
c. Research and/or clinical involvement of the candidate(s) relating to mobility of the disabled.
d. Personal philosophy and devotion to the field of mobility for the disabled.
e. Other material, as appropriate.

Note: The Distinguished Service Award (DSA) is considered the most prestigious award presented by this Association, to a non-member.

ACHIEVEMENT AWARD

A competitive award presented to an individual member of ADED who demonstrates outstanding contributions in the field of Driver Evaluation and/or Education. Material is not limited to the current year, but may be cumulative. This is presumed to be the most important award received by a member of this organization and the second most prestigious award presented by the Association. Only one award may be given, annually, in this category. Included in the written, supportive documentation should be evidence of the following:

a. Advancement of driver evaluation and education through leadership, publications, association involvement, and attitudes of clientele, administrators, co-workers, toward the candidate, etc.
b. Interpersonal relationships, professional bearing and prestige, personal sacrifice, public relations efforts, development of equipment or ideas, etc.
c. Acknowledgment of the candidate’s efforts by awards or recognition from other, non-ADED sources.
d. Other material, as appropriate.

NOTE: The Achievement Award is considered the most prestigious award presented to an ADED member, and the second most important award presented by the association.

THE AWARD FOR RESEARCH AND APPLIED ENGINEERING

A competitive award presented to an individual or group, or organization that have demonstrated outstanding accomplishments in the areas of research and applied engineering or other automotive endeavors related to mobility of the disabled person. This award may be presented to either a member or non-member of ADED. Included in the written, supportive documentation should be the following information:

a. A description of the research or engineering project(s), automotive or equipment design(s), etc., which distinguishes this individual or group from the ordinary.
b. The effect of these contributions to the disabled community.
c. Examples of the candidate’s contributions, if any, to the existence or advancement of ADED.
d. Other material, as appropriate.

THE SCHOLAR AWARD

A non-competitive award presented to a member(s) of the Association who has made an outstanding scholarly achievement in the area of driver evaluation, education, research, and/or engineering. Included in the written, supportive documentation should be the following information:

a. Description of the contributions made by the candidate(s) authorship of articles, books, book chapters, special papers, newsletters, etc.; or teaching skills in the university, secondary school, etc.
b. Effect of this scholarly contribution to the field of Driver Evaluation and Education.
c. Scope of the project(s) or work(s) to which the candidate has applied his/her scholarly efforts.
d. Other supporting comments, if appropriate.

COMMERCIAL AWARD

A competitive award presented to a Vendor or Corporate member or Organization who has demonstrated outstanding contributions in the field of driver rehabilitation/vehicle modifications. Only one award may be given, annually, in this category. Incorporated in the written, supportive documentation should include the following information:

a. Description of the contributions made by the candidate towards the Association’s cause.
b. Effect that these contributions have had for the Association.
c. Other supporting comments, if appropriate.

LIFETIME HONORARY MEMBERSHIP AWARD

A non-competitive award presented to a member(s) of the Association who has met the following eligibility requirements:

Eligibility

a. ADED member for 15 or more years.
b. Served a total of 10 or more years as an ADED officer, ADED national board member, conference team member, ADED standing or ad hoc committee member (positions can be combined to total 10 or more years).
c. Age 55 and/or within 5 years of retirement.

Benefits

a. Recognition of honor (plaque or appropriate keepsake)
b. Free lifetime membership to ADED
c. Free annual ADED Conference registration
ADED AWARDS PROGRAM INSTRUCTIONS FOR NOMINATIONS SUBMISSIONS

1. Determine candidate's eligibility for an award by surveying the types and scope of awards made available by the Association.
2. Complete the Nomination for Awards Form and attach supporting documentation. An award candidate must have written, supporting material to be considered for an award.
3. The written supporting material for each candidate should be presented on one sheet of 8 ½ x 11” paper. The material may be single or double spaced, but should not exceed one typewritten page.
4. On each prepared page, the following information should appear:
   a. Name and current address of the candidate,
   b. Name of the person making the nomination,
   c. Title of Award for which the candidate is being nominated.
5. The one-page document should incorporate concise statements about the candidate's contribution and/or achievement in the specific area in which the award is given. This material should not be an abbreviated curriculum vita, but a series of paragraphs addressing the candidate's qualifications.
6. With the exception of the Distinguished Service Award, only members of this Association are eligible to nominate candidates for these awards.

ADDITIONAL NOTES:
- All nominations must be submitted to the Board Development Committee chair by May 31st.
- Selection for awards must be made within 30 days prior to the annual conference.

ADED
The Association for Driver Rehabilitation Specialists—An International Organization
Nomination for Annual Awards

Name of Nominee: ____________________________________________________________

Position/Title: ______________________________________________________________________

Address: _______________________________________________________________________

City: __________________ State _______ ZIP __________________________

Award Category (Please check one)
____ Distinguished Service Award  ____ Scholar Award  ____ Achievement Award  ____ Commercial Award
____ Award for Research & Applied Engineering  ____ Honorary Membership

*Please attach one page supporting documentation

Name of Nominating Party: __________________________________________________________

Position/Title: ______________________________________________________________________

Address: _______________________________________________________________________

City: __________________ State ZIP __________________________

Email: ________________________________________

IMPORTANT: Please attach all required supporting information and documents and return to:

ADED
2425 North Center Street #369, Hickory NC 28601
828.855.1623 telephone | 866.672.9466 toll free
828.855.1672 fax

Deadline for receipt of nominations is: May 31st

Spring 2010
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.

**MAY**
May 21-23, 2010
Abilities Expo NY
Metro New Jersey Expo Center
Contact: www.abilitiesexpo.com

**JUNE**
June 26-30, 2010 Las Vegas, Nevada:
RESNA 2010
Contact: www.resna.org

**JULY**
July 9-11, 2010
Abilities Expo
Chicagoland Schaumburg Convention Center

**AUGUST**
August 27-29, 2010
Abilities Expo Houston
Reliant Park Expo Center
Contact: www.abilitiesexpo.com

**SEPTEMBER**
October 15-17, 2010
Abilities Expo Atlanta
Cobb Galleria Center
Contact: www.abilitiesexpo.com

To have your event information included in the Mark Your Calendar section, please provide the information to:

Staci Frazier
snfraz@comcast.net
603-793-9335

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At Crescent, we do not lose sight of our mission......to help others.

We believe in handing a person the key to unlock the door of dependency and to enter the world of independence. We have a Can Do attitude!

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1997 Ford Heater Control
Driving the Future...

With Hi-Tech Drive-By-Wire Controls

- Fully Integrated Driving System
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- AEVIT® 2.0 Secondary Controls
- Voice Interactive Controls
Hand Controls

3400 Classic 3500 & Classic 3501

3400 Push/Pull
Left Side

3500 Push Right/Angle:
Left Side (Standard)
Right Side

3501 Series is for:
Brake Only

Classic 3502 Push/Right Angle w/Wrist Support

3300 Push/Rock

The 3300 is our NEWEST
Hand Control

3700 Push/Pull Quad

3700 are mounted on the floor

3700 can be used in:
Full Size Vans
Mini Vans
ADED MENTOR PROGRAM

**Purpose:** To establish a network that will provide an opportunity for experienced members to meet newer members (1st or 2nd time ADED attendees) with a goal of welcoming, mentoring, and integrating them into the Association. It is expected that with mentoring, new members would have a positive first experience with ADED, therefore increasing the likelihood of greater participation and longevity. Additionally, the more experienced members would continue to develop their skills as they interact with those with less experience.

**Benefit:** The most immediate benefit would be establishing a sense of belonging. Longer term benefits would include building an informal network within the organization that would include members from the various professional backgrounds, increasing membership longevity, and offering a way for more experienced members to “give back” to ADED.

**Process:** The mentoring “team” would include one person from the Driver Education background, one from the Rehabilitation background, and one from the Mobility Equipment background. Every effort will be made to help the new member establish contact with a Mobility Equipment Dealer in their geographical area.

**Responsibilities:** The purpose of the Mentoring Program is not to require an intense, long term teaching/training period, but rather to be a resource person while the newer member becomes familiar with ADED as an organization.

The mentors will be asked to:

- Communicate with the new member prior to the Conference if possible and share their contact information for future reference.
- Make plans to meet them at breakfast on the first morning of the Conference to introduce themselves and other members, then attend the Opening General Session with them.
- Offer guidance in helping them select the workshops that might be beneficial to them and their program.
- Commit to going through the Exhibit Hall with them and helping them understand the various types of equipment applications.
- Be willing to field follow up calls during the following year. Refer them to other members as appropriate.

**ADED MENTOR PROGRAM REGISTRATION**

Choose One:

____ New Member: I am a: __ 1st time ____ 2nd time ADED Conference attendee and would like to take advantage of the ADED Mentor Program.

____ Mentor: I would like to be on a mentoring team and be assigned a New Attendee at conference.

Name: ___________________________ Phone: ___________________________
Company: ___________________________ Fax: ___________________________
Address: ___________________________ E-mail: ___________________________

I plan to attend the following:

(check all that apply)

- 2-day ADED Education Course (Fri & Sat)
- Full-day Workshop (Sat)
- ADED Conference (Sun – Tues)

My background is in:

- Driver Education
- Rehabilitation
- Mobility Equipment
- Other (specify) ___________________________

Fax registration to:
828-855-1672

Spring Training at Conference:
new attendee orientation Sunday
8/1/10

Sign up now!
I hope the New Year finds you well. My name is Ted McCarthy, the new Chief Operating Officer for EMC. I wanted to take a moment to introduce myself and update you on some important recent changes at EMC.

As you are aware, we recently moved our operations from Baton Rouge, Louisiana to Augusta, Maine. While relocating a business requires significant effort and expense, the rationale for making this move was quite simple and business-driven. Our desire to continue to grow the business, incorporate ongoing efficiency improvements, reduce costs, and deliver outstanding service no longer matched well with our Baton Rouge facility and location. In essence, we had outgrown the home that had served us well for many years. A key objective of our future strategy at EMC is to reduce costs and continually strive to be more efficient. The previous configuration of both the facility and geographic location presented challenges for achieving this objective. The layout of the facility did not support the types of workflow improvements we needed to make and the logistics of working with our primary manufacturing facility in Maine were not as efficient as we desired.

The move went very well. In a little over 3 weeks, we moved the entire operation to Augusta, Maine. We now find ourselves in a brand new, state of the art facility that effectively positions us to deliver the superior products and high level of service that you have come to expect. The new facility contains many new and improved features including:

- an improved layout in the production and service area that will improve workflow and communication
- an expanded vehicle service/R&D area with multiple lifts that will allow AEVIT Services Company to increase the volume of vehicles it services
- an overall floor layout that facilitates efficiency and easy communication
- room for growth and expansion

The geographic location of our new facility in Augusta will provide us the opportunity to improve our efficiency and reduce operating costs as well. Our primary manufacturing facility, where EMC originated, is now located only 45 minutes away in Gray, Maine. Travel to this facility for engineering design work is now greatly reduced and shipment of product will take less time with less cost. The new building itself is located less than 2 miles from the major interstate and Portland Airport is one hour away. We now have a more “synergetic” environment both internally and externally where information, product, and service will flow more efficiently.

We are very proud of our new building and the staff is excited to be part of this change. Along with the move, we have hired highly qualified new staff that we are in the process of training. Our training is based directly on our ISO 9001 certified and audited procedures to help ensure consistency and quality as we integrate these new employees into our operations.

As Chief Operating Officer, I will be responsible for day to day management of the company working directly with Scott Bolduc. Scott and I have had many discussions over the past few months regarding strategic initiatives to further improve the operation of the company. These include electronic imaging systems for document retention, enhanced marketing initiatives to increase sales and more efficient payment processing methods. I will keep you apprised of these efforts as we move forward. You should continue to use your existing points of contact for sales and service related inquiries.

I am excited to be part of the EMC team and look forward to working with you. I am sure we will meet in the near future at upcoming trade shows, conventions, and industry functions. In the meantime, feel free to visit us at our new location if you are in the area. I would be happy to give you a tour to “show off” our new home.

Lastly, I would like to thank you for your patience and understanding during this hectic, but exciting and very positive time for EMC. Our location may have changed but our energy, enthusiasm and commitment remains constant.

Our new contact information is:
Electronic Mobility Controls
26 Gabriel Drive, Augusta, ME 04330
Phone: (207) 512-8009 Fax: (207) 512-8049
Manufacturers Corner

Vehicle For Growth Opens Road To Disabled

MobilityWorks of Akron banking on motorcycle retrofitted to be used by people in wheelchairs

By Paula Schleis Beacon Journal
business writer
Published on Monday, Mar 01, 2010

An Akron company that is one of the nation's largest providers of wheelchair-adapted vehicles is adding a new product to its lineup — the world's first motorcycle that allows paraplegics to wheel up to the handles and drive off without leaving their chairs.

MobilityWorks negotiated the exclusive North American rights to make and sell the Conquest, designed by the British company Martin Conquest. MobilityWorks introduced the unique vehicle to consumers at an industry trade show last month.

The $55,000 three-wheeled "trike" is available at the MobilityWorks dealership near Chapel Hill Mall as well as at 12 other showrooms the company has been opening around the country over the last few years, President Bill Koeblitz said.

Martin Conquest will provide 45 finished trikes while MobilityWorks adds about 10 new employees and ramps up production at its Wilbeth Road facility.

And those won't be the only new employees on Wilbeth Road.

Also last month, the company acquired its largest competitor and is in the process of moving that company's assets from Indiana to Akron, creating another 30 jobs.

"It's going to be a very good year for us," Koeblitz said.

BUSINESS TRANSITION

MobilityWorks was launched in 1997 after Koeblitz bought New Era Transportation, a 10-employee Akron company, Koeblitz said.

"It looked like a great company with a lot of potential growth," he said.

The company first focused on the commercial side of the industry — providing adapted vehicles to ambulance companies, nursing homes, hotels and other places that transport people in wheelchairs. The new vehicles were adapted in Akron and trucked to buyers around the country.

Then in 2002, MobilityWorks expanded its consumer sales — far more challenging because that required establishing dealerships with service facilities at the point of sale.

Over the next few years, the company started four new dealerships and added nine others through acquisitions or partnerships with competitors. MobilityWorks is now selling its Akron-made products in showrooms from Detroit and Chicago to San Francisco and Los Angeles.

Koeblitz marvels at what a difference a decade has made. His one-time work force of 10 used to adapt 30 vans a year.

Last year, 206 people were on the payroll — 107 of them in Akron, building 1,700 vans. They range from $31,000 commercial vans and $42,000 consumer vans to used vehicles bought at auction and adapted for smaller budgets.

"We went from one small player to the largest in the United States," Koeblitz said.

MOVES DURING DOWNTURN

The current recession slowed MobilityWorks' growth last year. The company saw revenue fall 2 percent and laid off six production workers.

But on the upside, the economy has motivated some competitors to get out of the business. Similar companies in Illinois and California recently shuttered their doors, prompting MobilityWorks to open a third showroom in Chicago and a dealership near San Jose, Calif., Koeblitz said.

And when he approached Lima-based Accubuilt Inc. about selling its van-conversion business, the company seemed happy to part with it in order to focus on its limousine and hearse divisions.

Riding into the future, Bill Koeblitz, MobilityWorks CEO, sits on a Conquest vehicle, part BMW motorcycle and fiberglass wheelchair.

(Paul Toole/Akron Beacon Journal)

Dennis Summers, MobilityWorks' vice president of operations, is in charge of moving the Accubuilt Mobility division's assets from Elkhart, Ind., to Akron and hiring new workers here.

"There's a good labor pool in Akron and the community is very supportive," Summers said.

Added Koeblitz: "They're great people to pull from, who know production, know how to build things. Their fathers were skilled, their grandfathers were skilled."

Even without the Accubuilt acquisition, MobilityWorks was expecting 5 to 7 percent revenue growth this year. Now it's predicting 30 percent growth, from $65 million to $85 million in sales.

(Continued on next page)
Bruno Honored by BizTimes Milwaukee With 2010 IQ Award

OCONOMOWOC, WI (3/19/10) – BizTimes Milwaukee, a business publication and website serving Southeastern Wisconsin, has announced that Bruno Independent Living Aids is being presented an IQ (Innovation Quotient) Award for its new product, the Stow-Away™. Bruno is the leading manufacturer of automotive lift devices for scooters, wheelchairs and power wheelchairs in the world. It is also North America’s leading producer of home accessibility products - stairlifts and vertical platform lifts. This award marks the 8th new product innovation award that Bruno has received since 2006.

Sponsored by Marquette University Graduate School of Management, BizTimes, and the Wisconsin Technology Council, the IQ Awards honor southeastern Wisconsin companies that are generating innovative products, services or processes. This is the sixth annual presentation of the IQ Awards, and Bruno will be recognized on April 29 at the BizTech Conference & Expo at Wisconsin State Fair Park, as well as through an upcoming feature article in BizTimes Milwaukee.

Bruno’s winning product, the Stow-Away, is a fully powered transfer seat mounted on the outside of pickup trucks or taller SUVs. Designed to provide the easiest possible access to the driver’s seat or front passenger seat for individuals who utilize personal mobility devices, the Stow-Away allows retention of all original seat functionality. With a weight capacity of 300 lb (136 kg), the unit is housed in a sealed container under the vehicle. A one button pendant operates the Stow-Away, opening a drawer, and moving the seat up to the desired transfer height. After transferring from a wheelchair or scooter to the Stow-Away seat, the user rides up to transfer onto the vehicle seat. The button is pressed and the Stow-Away reverses, down and back into its container.

When informed of the award, Bruno President and CEO, Michael R. Bruno II, stated, “We are honored to receive the IQ award, as it confirms our reputation for providing innovative mobility solutions for our customers.”

Vehicle for growth opens road to disabled (Continued)

NEW PRODUCTS

Koebritz expects some growth will come from a new van that MobilityWorks is adding to its fleet of Fords, Hondas, Toyotas and Chryslers.

The new Ford Transit Connect will be sold to commercial buyers, giving them an option for a vehicle smaller than a mini-van.

But the product that really has employees buzzing is the Conquest.

The trike was designed by Martin Conquest founder Alan Martin for his son when the young sports enthusiast became disabled in an accident.

Martin wasn’t satisfied with existing trikes that require wheelchair users to transfer themselves onto the vehicle, requiring an able-bodied person to transport the vacated wheelchair.

Koebritz said he saw great potential in a vehicle that gave disabled motorists more independence.

“It creates a whole new level of freedom and excitement for people who are in chairs,” he said.

He’s also been inspired by the stories of injured U.S. troops.

“You think about these kids coming back from Afghanistan,” he said. “These are fun-loving, action-oriented people who don’t want to be in a minivan.”

The Conquest, which has been sold in Europe for six years, is made using the front end of a BMW R1200 motorcycle. At MobilityWorks, employees will cut the motorcycle in half.

The back half of the vehicle is basically a Formula 1 race car, Koebritz said. The parts — from the aluminum frame to the wheels and differential — have already been sourced to U.S. companies, including some in Northeast Ohio.

The driver hits a button and the back of the vehicle opens into a ramp, allowing the driver to wheel up into the trike. A pull-down seat on the ramp allows for a passenger.

“We’re all excited about the new products we’re doing,” said Bob Baum, a Mobility-Works manager.

“It gives the guys something new to look forward to coming into work every day,” he said, “and when we got the bike in, everyone got excited about doing motorcycles here.”
Section 1: Scholarship Options (choose one scholarship per form)

☐ Adaptive Driving Alliance (ADA) Scholarship- ADA has generously offered 5 $1000 scholarships for NEW driver rehab specialist taking the CDRS examination August 2010. Please complete additional form from ADA.

☐ Crescent Industries Scholarship-Crescent has generously offered to sponsor 2 ADED members to attend conference. Each award is for $1250.

☐ ADED Memorial Scholarship-two scholarships per course will be awarded to current ADED members in good standing for 2 or more years. Award will cover cost of course registration.
  _ The Effects of Disabilities, Vision and Aging and Their Impact on the Driving Task (offered at 2010 ADED Annual Conference)
  _ Fundamentals of Driver Rehabilitation (offered at 2010 ADED Annual Conference)

Section 2: Applicant Information:

Name: ___________________________ Phone: ___________________________

Employer: E-Mail: ___________________________

Section 3: Professional Background

Membership:
Are you a current ADED member?
☐ NO ☐ YES — Indicate dates of membership (circle): 2010 2009 2008

CDRS status:
1. Are you a Certified Driver Rehab Specialist (CDRS)? ☐ YES ☐ NO
   If NO, do you plan to take exam this year (required for ADA scholarship)? ☐ YES ☐ NO
2. Does your present or future employment depend on maintaining your CDRS? ☐ YES ☐ NO
3. Are there other driver rehab professionals at your facility? ☐ YES ☐ NO If yes, how many? ______

Other funding sources:
1. Have you ever received outside funding/sponsorship? ☐ YES ☐ NO
   If yes who? ___________________________ Dates of sponsorship: ___________________________
2. What type of support will your employer provide for attending this course / conference? ___________________________
3. Will you be on salary while attending course / conference? ☐ YES ☐ NO
4. How much can you contribute to your conference expenses? $ ____________

Driver Rehabilitation Services:
1. Hours per week you are involved with driver rehabilitation program services: ____________
2. Services provided: ☐ Evaluation ☐ Training ☐ Both
3. Indicate number of other driving programs services in your general service area: ____________
4. List contributions you have made in the driving profession or to ADED:
   ________________________________________________________________
   ________________________________________________________________

What are your reasons for requesting funding assistance?
   ________________________________________________________________
   ________________________________________________________________

Any additional information you wish the committee to consider:
   ________________________________________________________________
   ________________________________________________________________

Mail completed application to: ADED Scholarship committee 2425 N. Center St. #369 Hickory, NC 28601
FAX: (828) 855-1672

Questions? Contact ADED at 866)672-9466 or info@aded.net
In order to honor our veterans who served in all branches of the Armed Forces in all parts of the world, Alamo Mobility, Inc. is donating the use of a wheelchair accessible vehicle for injured warriors and their families to use, until the veterans can get transportation of their own. Aptly named the “Warrior Wagon”, the vehicle will be available for use at the following locations, but not limited to:

**Brooke Army Medical Center** serves as a world-class health science center for inpatient and ambulatory care, consisting of Graduate Medical Education (GME) & training, a Level I Trauma Center, and the only American Burn Association verified Burn Center within the DoD.

**The Center for the Intrepid** is a first class rehabilitation facility next door to BAMC. The center provides traumatic amputee patients, burn patients requiring advanced rehabilitation and those requiring limb salvage efforts with techniques and training to help them regain their ability to live and work productively.

**Fisher House** is a home-away-from-home for the families of seriously ill or injured patients receiving treatment at BAMC, the Center for the Intrepid, and Wilford Hall Medical Center. This service is provided at no cost to the families.

**Audie Murphy VA Hospital** is the headquarters for the care and needs of our Veterans in South Texas. Many of our wounded soldiers recover at VAMC, and they feature a leading spinal cord injury and recovery unit.

**Wilford Hall Medical Center** serves as a large, full-service ambulatory care center with selected medical and surgical outpatient specialties servicing a large beneficiary and trainee population. It will host a premier Eye Center of Excellence.

**The Paralyzed Veterans of America**, a congressionally chartered veterans service organization founded in 1946, has developed a unique expertise on a wide variety of issues involving the special needs of our members - veterans of the armed forces who have experienced spinal cord injury or dysfunction.

**The Texas Disabled Veterans Association (TDVA)** was created by a group of military veterans that are positively dedicated to improving the lives of all disabled veterans and their families. The TDVA provides assistance to military service veterans in obtaining benefits and services from the Department of Veterans Affairs and other government and local community agencies.
Fifty years ago he was a young man in a wheelchair who needed to get to work. Today Ralph Braun is CEO of BraunAbility, the largest manufacturer of wheelchair accessible vehicles in the world. Capitalizing on the age-old saying, “Necessity is the mother of invention,” Braun refused to let his disability hold him back, and in the process, brought independence and mobility to thousands. Rise Above tells the story of how self-reliance, common sense, and a refusal to accept the status quo led to one man’s triumph in business and in life.

Now available at www.braunability.com

Proceeds from the sale of Rise Above will benefit the Ralph Braun Foundation www.ralphbraunfoundation.org
TAMPA, FL, March 1, 2010—The National Mobility Equipment Dealers Association (NMEDA) today announced the unveiling of their new logo and graphic standards manual to their 650 dealer, manufacturer and influencer members during their 19th Annual Conference held February 10-12 at the Grand Sierra Resort in Reno, Nevada. NMEDA customers and the general public will see the new logo and graphic standards applied to the multimedia national branding/awareness campaign to be launched early in the second quarter.

The primary objective EVOK Advertising, agency of record for NMEDA, set out to accomplish when creating the new NMEDA logo was simply, “At a glance, when a person affected by disabilities or not sees it, they would know exactly what the association represents—automotive mobility solutions and services for people with disabilities.”

The goal was to convey a person with a disability safely and comfortably riding in an aerodynamic vehicle, presumably adapted, with freedom and independence. The shape of the vehicle is intentionally rounded to mimic the fluid motion and freedom that can be provided to those affected by disabilities. The logo was created to resemble the shape of a road sign, whereas the green represents mobility and motion akin to directional road signs that tell motorists where to go and how to get there. The blue resembles the same blue in handicap road/parking signs. Further, the color blue maintained the integrity of the current NMEDA website identity and color palette.

“It’s a phenomenal feeling when what you thought could only be conveyed by using several words can be represented in one, concise, yet comprehensive image,” said Dave Hubbard, NMEDA Executive Director and CEO. On behalf of our 650-member organization, I can say that our new logo and graphic standards manual paints the proper picture, complete with streamlined language, of how to tell the NMEDA story. Or more appropriately, how NMEDA can rewrite or alter the current story of the over 3 million people living with or affected by a disability.

The graphic standards manual will help dealers and marketers know how to effectively use the selected NMEDA color palette and font package. Further, appropriate and unacceptable usage of the logo, corporate name and contact information are illustrated.

“In an effort to unify an international brand that lacks recognition, EVOK Advertising has put all the necessary wheels on the ground, pointed them in the right direction and is already gaining an impressive amount of momentum on behalf of NMEDA dealers, manufacturers, customers and prospects,” concluded Hubbard.

About National Mobility Equipment Dealer Association:
NMEDA is the non-profit association known internationally as an organization committed to ensuring quality and professionalism in the manufacturing and installation of safe and reliable transportation equipment for people with disabilities. Member benefits extend from marketing communications into the technical, legislative and even the financial realms of the industry. For more information about NMEDA, please visit www.nmeda.org.

** Ad

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** On-line Resources**

Here are more free resources related to traffic safety:
ARRP/The Hartford Insurance Company
Several new publications are available, including:
Your Road Ahead: A Guide to Comprehensive Driving Evaluations
You and Your Car: A Guide to Driving Wellness
A publication from the Insurance Institute for Highway Safety can also be obtained from the Hartford site:
Shopping for a Safer Car 2010

http://aarp.thehartford.com/Driving-Safety/

AAA Foundation for Traffic Safety Roadwise Review is now free online: http://www.seniordrivers.org/home/

Transportation Research Board
The Transportation Research Information Services (TRIS) database, formally housed on the National Transportation Library’s website, is now accessible through the Transportation Research Board’s website. TRIS is the largest database of published transportation research, containing some 650,000 records of journal articles, conference papers, technical reports, and books on all modes and disciplines of transportation. More than 50,000 of the records in TRIS provide links to the full-text documents.

http://tris.trb.org/

National Highway Traffic Safety Administration
Driver Fitness Medical Guidelines are available on the NHTSA web site, on the Traffic Safety/Older Drivers page.
http://www.nhtsa.dot.gov/

This column is a semi-regular feature of News Brake, as new resources are located or become available. ADED members are encouraged to contribute news of useful resources to Carol Wheatley at: cewheatley@comcast.net for inclusion in future editions of this column. Please use the subject heading of: ADED News Brake – on-line resources
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Spring 2010 NewsBrake
CALL FOR PRESENTATIONS
NMEDA ANNUAL CONFERENCE-Daytona Beach, FL
February 2–4, 2011

Presenter Name: ___________________________ e-mail: ___________________________
Presentation Title: ___________________________
Abstract: __________________________________

Seminars offered: ADED offers two 3 hour seminars pre-conference and one 3 hour seminar during NMEDA conference as part of their Associate Member Series. Submissions for seminars must be for 3 hour program.

Please indicate preference for date of presentation:
___ Pre-conference (2/1/11),
___ Associate Member Series (2/2/11)
___ No Preference

Presenter/Qualifications (please attach curriculum vitae for each presenter including contact information)

Level of course: Beginning___________ Intermediate________ Advanced___________

Educational Objectives (list 5)
1. ______________________________________
2. ______________________________________
3. ______________________________________
4. ______________________________________
5. ______________________________________

Honorarium offered: $500.00 Honorariums are offered per seminar. The payment may be disbursed to more than one speaker according to instructions provided by lead speaker.
Handouts: All handouts are to be submitted in electronic format by deadline noted on speaker agreement.

Forward to: Stacey Stevens, OTR/L, CDRS
240 Hillsboro Ave.
Lexington KY 40511
Cell (859) 351-6612 Fax (828) 855-1672
staceystevens@ymail.com

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Membership Renewal time is upon us. ADED membership runs on an annual basis from January through December. ADED’s membership drive begins in October and membership renewal notices have been mailed to all active members. Members who have reviewed their renewal notice will see that rates have changed. The last membership rates increase was in 2005 and although an increase in operating costs had been realized in 2008, the ADED board of directors elected to hold membership rates increase in 2009 recognizing the impact that the economy will have on our members. A slight increase in dues will be in effect for 2010 renewals and new memberships. This $25 increase will help offset increased operating costs, and help us achieve our strategic plans. These new rates remain competitive to other professional organizations while increasing your benefits.

ADED has received national spotlight through news stories on National Public Radio and ABC World News. Not to mention local news stories about member programs across the country and Canada. This publicity has made a positive impact by increasing referrals to member programs, sparking interest in professionals seeking to enter the profession and by referral sources seeking programs in their area. In order to take advantage of this newfound publicity, ADED is making plans to increase our marketing efforts, participation “at the table” of decision makers and advance our mission to educate and promote the profession of driver rehabilitation. These activities cost money and although slight, an increase in dues will help us achieve this mission.

**ADED Membership**—what does it do for me? ADED membership comes with many benefits. ADED is the ONLY multidisciplinary association dedicated to the education and promotion of driver rehabilitation services. With each renewal period, comes the decision to renew and the board of directors realizes that your decision to renew is an important one. Please consider the following benefits as reason for renewal:

**Discounts on Education:** Members receive discounted rates at our annual conference and any ADED sponsored education course. Often, discounts at sister association educational courses are offered to ADED members.

**Directory Listing:** Membership comes with a free listing on ADED website. This website is accessed by consumers, referral sources and family members looking for local driver rehabilitation specialists. With more people seeking driver rehabilitation services, you will want your facility represented on our site!

**Certification:** ADED is the only association that offers a Certification in Driver Rehabilitation (CDRS). This certification validates that education and experience benchmarks that identify the CDRS as an expert in the field. ADED’s Best Practices support the CDRS evaluation and rehabilitation procedures, thus validating the final outcome of the evaluation and training sessions as offered by the CDRS.

**Communication:** Networking with other driver rehabilitation professionals are offered to members through the Member’s Only section of the website, broadcast e-mails to membership and opportunities to meet at conference.

**Information Sharing:** News Break is another member benefit which is provided to increase knowledge and education, awareness of research in the field and to keep members informed about changes in the industry. This quarterly newsletter is provided to members only and has received wide recognition for the level of professionalism, quality of articles and information that affects daily decision making at the workplace.

**United Front:** It is only with a strong member base, can ADED achieve the mission of education and support of driver rehabilitation specialists. We are the Go To association for those seeking driver rehabilitation services. In order to increase our visibility, achieve brand recognition and provide you with the very best in education and professional development, we need each and every member to retain their active status.

**Resource Manual:** The new 2010 membership resource manual will be delivered to all renewing members after the first of the year. This resource manual contains all ADED policy and Procedures, Best Practices document, resources helpful to daily work life and other information valuable to members.

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**Membership Categories are as Follows:**

<table>
<thead>
<tr>
<th>Category</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual (new member):</td>
<td>$145</td>
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<tr>
<td>Individual (renewal):</td>
<td>$120</td>
</tr>
<tr>
<td>Mobility Equipment Dealer:</td>
<td>$275 (each additional site: $50)</td>
</tr>
<tr>
<td>Facility:</td>
<td>$240 (1-3 individuals) $600 (4-6 individuals) $900 (7-10 individuals)</td>
</tr>
<tr>
<td>Business or agency involved in the provision, implementation or administration of driver rehabilitation services (driver screening, evaluation, behind the wheel training and/or transportation evaluations). This category includes hospitals, rehabilitation centers, driving schools, driver licensing agencies, etc. Individuals must be listed on facility’s membership so their status is maintained for eligibility to run for office.</td>
<td></td>
</tr>
<tr>
<td>Corporate:</td>
<td>$525</td>
</tr>
</tbody>
</table>

Business involved in manufacturing and distributing products used by driver rehabilitation specialists or individuals with disabilities. You will also receive with your membership: (1) ADED’s extensive Resource Manual, (2) NEWSBRAKE newsletter, (3) your personal website access, (4) Discounted conference rates, and (5) Discounted Professional ADED course costs.
KY, TN and WV Chapter

The KY, TN and WV ADED chapter met in February, 2010. Dr. Rick Graebe, OD discussed vision problems and their impact on driving and overall function. We had 21 attendees and all received CEU credit. Our next meeting is scheduled for April 22nd. Speakers on the agenda will be Tim Jordan, Phil Lauerman, Dr. Mary Ellen Bunn-
ing, Dave Hubbard and Carol Weber. The morning location will be Superior Van and Mobility and the afternoon session will be at The Lexington Convention Center. Our chapter appreciates the time commitment required by all the speakers. We would also like to thank Superior Van and Mobility for sponsoring lunch and hosting our meetings.

California Chapter

ADED membership in California has received approval for chapter status. The chapter will be accepting nominations to elect officers. California members should be on the lookout for their voting ballot and plan to vote! The chapter will be planning its first meeting, tentatively for late April or May.

Our thanks go to Elizabeth Green and Amy Lane for their support of our goals to provide new educational opportunities, recognition of achievements, and work towards expanded communication for our regional membership.

Northeast Chapter

The Northeast chapter is in the process of soliciting nominations for officers for the current year. Consider running for an office and please vote!

Midwest Chapter

The ADED Midwest Chapter held their annual meeting on March 19th, and 20th. The conference was wonderfully hosted by Debbie Sams, at Forum Health-Hillside Rehabilitation Hospital in Warren, Ohio. About 40 people enjoyed an excellent facility, a great program, and fabulous weather!

Friday’s program, “Mobility Product Overview”, included representatives from Sure Grip (John Kazarchy), Veigel North America (James Morrison), and Mobility Works (Cathie Benko), and provided participants with a hands-on look at a wide variety of adaptive equipment and vehicles. Saturday’s program, “Advanced Driving Tactics During Assessments”, was an excellent presentation by Dan Cox, owner of Heights Driving School. Dan hopes to present this program at a future ADED national conference. As always, the chapter meeting proved to be fun and useful experience for all involved! Thanks to all of the presenters for providing an interesting program. Next year’s meeting is planned to be held at the Rehab Institute of Michigan, in Detroit, hosted by Cindi Burt and Karen Murphy. We hope to see a good turnout again. Also, we are seeking any chapter members that are interested in running for chapter offices for 2011—anyone interested, please contact Chapter Vice President, Roger Kelsch (Roger.Kelsch@va.gov).
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Congratulations to the 2009 ADED Conference Organizers for such a well organized and successful event!