

# The Mobility Minute

Winter Issue 2005



## NEW JERSEY:

2303 Wallace Boulevard  
Cinnaminson, New Jersey 08077  
856-829-9449  
Fax 856-829-4402  
800-850-8267  
Rentals 800-862-7475

5105 Route 33/34 (Wall)  
Farmingdale, New Jersey 07727  
732-919-1444  
Fax 732-919-0256  
800-221-0034

730 Jamaica Boulevard  
Toms River, NJ 08757  
(Wheelchair and scooter store only)  
732-341-1888  
Fax 732-341-8886

## NEW YORK:

500 Central Avenue  
Bethpage, New York 11714  
516-938-5207  
Fax 516-938-5263  
866-524-8267

501 Concord Avenue  
Mamaroneck, New York 10543  
914-835-8267  
Fax 914-835-8279  
866-999-8268

## PENNSYLVANIA:

925 South Trooper Road  
Norristown, Pennsylvania 19403  
610-666-9100  
Fax 610-666-9102  
800-784-8267  
Rentals 800-862-7475

6475 Ruch Road  
Bethlehem, Pennsylvania 18017  
610-837-0707  
Fax 610-837-4933  
888-837-6630  
Rentals 800-862-7475

## AVM now offering Pride Mobility Scooters!



The **Go-Go Ultra** disassembles into four lightweight pieces making it easy to stow and perfect for travel. The Go-Go fits into most car trunks and even the storage closets on most planes, trains and buses. The Go-Go is compact and easy to operate and is very affordable.

The **Revo** is also portable, disassembling into five lightweight pieces. The Revo also offers quick-connect battery boxes as well as larger batteries for greater range. The Revo scooter offers enhanced legroom without increasing the overall size of the scooter and offers the look and feel of a full-size scooter on a very compact frame.



Accessible Vans and Mobility is proud to announce that they are now offering **Pride Mobility Scooters** to their customers. Pride scooters are precision engineered to deliver unmatched quality, rugged durability and reliable high-performance operation. Pride scooters are reliable and smooth, and offer a quiet ride along with standard convenient features and many available options. Pride offers models that range from ultra-compact models perfect for travel to brawny outdoor workhorses that tackle the roughest terrain.



The most popular Pride models are the Go-Go Ultra 3 & 4 Wheel Travel Scooters, Revo 3 & 4 Wheel Scooters, Sonic 3-Wheel Scooters and Victory 3 & 4 Wheel Scooters.



The **Sonic** also offers a compact, ultra light design that easily disassembles for portability and easy storage. The Sonic is perfect for navigating through crowded stores and tight hallways and is a superb value for a stylish, comfortable and easy to operate scooter.



The **Victory** is an exceptionally priced full-size scooter which offers solid performance indoors and out.

*Pride Mobility Scooters offer convenience and reliability, as well as affordability.*

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## In Memory of a Beloved Colleague and Friend – Scott Davies



Scott Davies

The Accessible Vans & Mobility family has been deeply saddened by the loss of our colleague, our friend and our inspiration; Scott Davies. Scott passed away suddenly at his home in New Jersey on June 13, 2005. Scott worked in the mobility/van conversion industry for 17 years, most recently as Sales Manager of AVM- Bethlehem, PA. Prior to working with AVM, Scott was the northeast regional manager for IMS, covering a seven-state territory from Maine to Delaware.

Scott was a quadriplegic, having suffered a fractured neck as a result of a motor vehicle accident over 20 years ago. Scott made a remarkable recovery from his injury after an intensive rehabilitation process. Within 2 years after his accident, Scott had relearned to drive and had returned to work.

Prior to his accident, Scott was actively involved in sports. After his accident, Scott continued this hobby by participating in wheelchair

sports including tennis and rugby. In fact, Scott was a member of the United Spinal Association's (formerly the Eastern Paralyzed Veteran's Association) rugby team for 11 years, traveling the country to participate in tournaments; not only as a player in his category, but as someone who inspired the team by his knowledge and strategy of the game.

Scott made many of his personal goals and dreams come true with his fiercely independent attitude and his perseverance. He is survived by his mother, brother, sister, several nieces and nephews and his fiancée.

All who knew Scott were taken by his extremely generous nature and his kind spirit. We will all miss him dearly.

*Donations in Scott's memory can be made to the*  
**United Spinal Association**  
54 Nashua St., Milford, NH 03055  
Ph # 800-786-8022

## Share Your E-Mail Address With Us

**Be The First To Know What's New At AVM! Be One of the First 100 People to Respond . . . For An Extra Special Offer!!**

AVM encourages you to share your e-mail address with us! If you send an e-mail to [contact@accessvansandmobility.com](mailto:contact@accessvansandmobility.com), we'll add you to our e-mail database. In return, you'll be the first to receive updates on upcoming AVM events, open houses, and factory pricing specials. In addition, you'll be the first to learn about AVM specials and you'll receive regular service reminders.

When you send your e-mail to us, please be sure to include your name, complete address and telephone number.

As an added incentive for you to share your e-mail address with us, we're offering you an extra special offer!!! If you are one of the first 100 people to send us your e-mail, we'll send you a coupon valid for 50% off your next AVM Service Check \*.



So, please take advantage of this unique opportunity and e-mail us at [contact@accessvansandmobility.com](mailto:contact@accessvansandmobility.com).

\* Cannot be combined with any other offer or discount. Please contact an AVM representative for complete details.

## Cinnaminson and Farmingdale Locations Sponsor Open House Events in October!

AVM's Cinnaminson location celebrated the 15th anniversary of the ADA signing with an open house event on October 1st. The AVM staff, as well as factory representatives and a financing specialist were available to answer questions and assist consumers. In addition, everyone enjoyed a BBQ lunch, as well as fun contests, prizes and giveaways.

AVM's Farmingdale location celebrated its 30th anniversary with an open house event on October 15th. The Farmingdale location proudly showed off its newly expanded indoor showroom to attendees, and aided in the national Hurricane Katrina efforts by making a donation of \$300 to the American Red Cross for any new vehicle purchased that day.

## VMI Protection Plus – Protecting Your Freedom

Next to your home, your automobile is probably the biggest investment you will ever make. An investment should be safeguarded with the best protection available. Protection for a mobility equipped vehicle is even more critical.

VMI has teamed with its nationwide network of mobility dealers and Warrantech Automotive, Inc., one of the nations leading providers of automotive service contracts, to bring you Protection Plus. You can protect your mobility equipped vehicle now – and in the future – with a Protection Plus Service Contract. Protection Plus has custom designed plans to provide the coverage best suited for the needs of today's consumer. You select the combination of term, coverage and deductible that is right for you.

### The benefits of a VMI Protection Plus Service Contract are:

**Towing/Road Service:** In the event that your vehicle is disabled, Protection Plus will pay or reimburse you for receipted towing or road service expenses up to \$50 per occurrence. No deductible will apply to this benefit.

**Rental:** Rental benefit up to \$30 per day and a maximum of \$150 per visit. No deductible will apply to this benefit.

**Trip Interruption:** Reimbursement up to \$75 per day or a total of \$250 per occurrence. No deductible will apply to this benefit.

**Lost Key Lock Out:** Reimbursement up to \$35 for locksmith services per occurrence. No deductible will apply to this benefit.

**Road Hazard Tire Benefit:** Reimbursement will be limited to a maximum of \$20 for each tire repaired, or \$100 for each tire replacement, per occurrence, up to a maximum of \$400 during the term of the contract. No deductible will apply to this benefit. VMI's Protection Plus Program covers a long list of vehicle components, and in addition covers items within the mobility van package including:

- Door Opening and Closing Systems
- Additional Suspension Coverage
- Electrical System
- Fuel System
- Kneel System
- Ramp Systems
- Lift Systems



Coverage is available for the vehicle and the conversion together, or the conversion only.

Plan terms for new vehicles are:

- 3 year/100,000 miles
  - 4 year/100,000 miles
  - 5 year/60,000 miles
  - 5 year/75,000 miles
  - 5 year/100,000 miles
  - 6 year/72,000 miles
  - 6 year/100,000 miles
  - 7 year/85,000 miles (Available only on vehicles with under 18,000 miles)
  - 7 year/100,000 miles (Available only on vehicles with under 18,000 miles)
- Plan terms for pre-owned vehicles are:
- 1 year/12,000 miles
  - 2 year/24,000 miles
  - 3 year/36,000 miles

Please note that eligible pre-owned vehicles are not older than nine model years.

When paying for a VMI Protection Plus Program, consumers have the option of either an automatic monthly credit card payment, a checking account direct debit, a monthly bill payment or, when financing your vehicle, including the cost within your monthly payment.

We at Accessible Vans and Mobility value your business and understand the value of your independence and your security. We highly recommend the VMI Protection Plus Protection program as a way to protect your vehicle and your freedom. Please contact one of our Sales Representatives for more information, or to enroll in the VMI Protection Plus Program.

## Accessible Van Rentals

The rental of an accessible vehicle can provide you or a loved one with the freedom to go where you want to go. Please refer to this handy chart for a breakdown on the costs of renting an accessible vehicle. Just a reminder, renters must have a major credit card, be 25 years of age and supply a valid driver's license. Verifiable insurance information must be supplied by the client (renter) prior to rental approval. The chart below includes examples of van rental rates. Please note that pricing may vary by location.

Type	Description	Availability	Cost (*)
<b>Service Loaners</b>	Available when your vehicle is being serviced or repaired	Tuesday-Thursday <i>Subject to Availability</i>	\$50/day
<b>Rentals</b>	Daily, Weekly and Monthly rentals	Any Time <i>Subject to Availability</i>	1 Day: \$125 w/100 free miles 2 Days: \$110/day w/200 free miles 3-6 Days: \$99/day w/100 free miles per day Weekly: \$630 per week w/700 free miles Monthly: \$1,895 per month w/2,000 free miles



### Reserve Now for Holiday Rentals!

The holidays are one of the busiest times for rentals at Accessible Vans and Mobility. In order to ensure that we can accommodate your rental needs, we ask that you try to plan for your needs four to six weeks in advance. AVM offers economical, safe and maneuverable vans and Paratransit vehicles. In addition, hand controls and transfer seats are available on some vehicles. We offer competitive rates and excellent service, as well as delivery and pick-up service (fee based on location).

Rentals not available at all locations. Please contact an AVM representative for more information.

Pick-up and delivery services are available for an extra charge. Rentals not available at all locations. Please contact an AVM representative for more information.

(\*) Costs listed do not include the addition of applicable PA sales tax (6%), PA Passenger Car Rental Taxes (3%) or \$2 per day PA Transportation Assistance Fund charges.

## Braun Introduces New Rear-Entry Toyota Sienna Rampvan

The Braun Corporation recently announced the introduction of the rear-entry Toyota Sienna Rampvan, which is the newest addition to their line of lowered-floor accessible minivans. The rear-entry Sienna will be known as the "Sienna Rampvan/RE". The RE is the ideal solution for those who frequently find themselves in tight parking situations, because it eliminates the worry of blocked access to the ramp. The RE is available in both a full-drop floor and a half-drop floor model.

The full-drop features a lowered floor through the front passenger position. This design is geared towards those wheelchair users who wish to ride in the front passenger position, or those who wish to transfer from their chair to the driver's seat.

The half-drop design features a lowered floor area that begins just behind the front passenger seat. This design is geared towards individuals who wish to ride in the rear passenger position.

With both designs, the driver-side passenger seat is retained during the conversion process to provide seating for ambulatory passengers.

The Toyota Sienna Rampvan/RE includes the standard features of an automatic door and folding ramp, kneeling, and a remote control to easily operate the accessible features. The RE provides generous interior space and is the widest lowered-floor accessible minivan on the market.



*For more information on the Toyota Sienna Rampvan/RE, please contact an AVM Sales Representative.*

## Braun Introduces the New Buick Terraza Entervan



The Braun Corporation is introducing for 2005 the New Buick Terraza Entervan. The Terraza boasts features including a new hydraulic kneel system, and an in-floor ramp with belt drive. The new hydraulic kneel system offers faster operation and includes a rust-proof strap instead of a chain.

The in-floor ramp with belt drive offers a quieter and faster operation, and is more accessible. The mechanical clutch disconnects for easier manual operation and offers a convenient belt-tensioner for easy adjustment.

Other features of the new Terraza include a swing-away removable tire track and a removable storage tray. The new Buick Terraza also offers an additional 2" of headroom over other lowered-floor minivans.

*For more information on the new Buick Terraza Entervan, please contact an AVM Sales Representative.*



## 24 Hour Emergency Service Available at All Service Locations

Accessible Vans & Mobility, LLC offers its customers whose vehicles break down outside of normal hours the option of contacting us to speak with a service technician. We can also provide you a ride home and arrange for towing and trailering if needed. Your vehicle will then be scheduled for servicing during normal business hours. Standard charges will apply. Theresa Durante, Retail Operations for the Norristown AVM said; "The 24 hour Emergency Service offers our customers peace of mind in knowing that they will not be stranded somewhere. We will help turn an emergency into just an inconvenience."

If you need to reach one of our locations for emergency service, please dial that location's regular phone number (listed on the front cover of this newsletter).

***The voice recording at each location will prompt you on how to contact a technician for emergency assistance.***

*Standard charges will apply for towing & trailering & an hourly labor charge will also apply.*

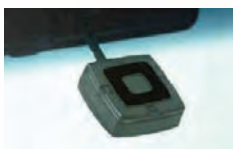
## Rain-Tracker

*Providing Your Accessible Vehicle With Added Safety and Convenience*

AVM recommends the addition of the Rain-Tracker Auto Wiper System to your accessible vehicle, for added safety and convenience, especially with the fall and winter months upon us.



**Rain-Tracker**



The Rain-Tracker Auto Wiper system senses water, road-spray, snow or sleet hitting your windshield and automatically runs your wipers at the appropriate speed. The Rain-Tracker consists of a

tiny sensor which is placed on the inside surface of your windshield, behind your rear-view mirror.

With Rain-Tracker, there is no need to take your hands off the wheel when driving, especially during inclement weather. For more information, including pricing, please contact an AVM representative.

## AVM Teams With Sunline Coach to Provide Accessible RVs

For over 40 years, Sunline Coach Company of Denver, PA has provided high quality travel trailers and customized accessible models for the consumer RV market. Sunline is proud to introduce the Advancer 20, a production based, lightweight, accessible travel trailer, which is designed to be towed by many lift-equipped conversion vans, SUVs and trucks.



Sunline designed the Advancer 20 in cooperation with Mike King, a well-known wheelchair athlete with a paraplegic disability. This responsive unit enables the owner to enjoy the freedom of camping and the RV lifestyle while providing the appropriate living environment.

To ensure that all living needs are addressed, Sunline has teamed with Accessible Vans and Mobility to install a variety of lifts and supporting equipment in every Advancer 20 produced.

*For more information, please visit the Sunline Coach website at [www.advancerr.com](http://www.advancerr.com)*

## Service Visits: Plan Early for Convenience

Accessible Vans and Mobility recommends planning your regularly scheduled service visits as far in advance as possible in order to allow us to better accommodate your schedule. We know how busy you are and we want to be able to make your service visits as convenient as possible. We also want to remind you that we offer reduced rental rates for service visits.\*

*\* The number of service rentals is limited. Please note that rentals are not available in all locations. Please contact AVM for more information.*



**Great Savings this Winter at**



**SAVE 25% OFF an AVM Service Check! Regularly \$174.95**

- Complete lift Check-Out and Tune-up
- Lubricate at all recommended points
- Realign, tune and adjust lift, ramp and door system
- Perform any warranty service or repair

Note: This service does not include parts unless they are covered under warranty. We will get your approval before performing any service that won't be covered by the base price of the service.

Offer expires 3/31/06 and cannot be combined with any other offers.

Cinnaminson, NJ  
**800-850-8267**

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**914-835-8267**

PENNSYLVANIA:  
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**800-784-8267**

Bethlehem, PA  
**888-837-6630**

[www.accessvansandmobility.com](http://www.accessvansandmobility.com)

\*Not all products and services available at all locations. \*\*Wheelchair and scooter store only.

## Spotlight On: Age Related Disabilities, Partial Disabilities and Progressing Disabilities



As we age, many of us are afflicted with medical conditions that limit our mobility; either partially or severely, but don't necessarily confine us to a wheelchair. However, even a partial disability can make using a vehicle difficult and potentially dangerous.

### Two Main Vehicle Travel Concerns . . .

**1**

#### Getting In and Out of the Vehicle

The most difficult aspect of vehicle travel for some individuals is getting in and out of their vehicle. To solve this problem, there are a number of seats built to turn, tilt, lower and raise.

##### Companion Seats Available for :

Dodge ■ Chrysler  
 Chevy ■ Buick ■ Pontiac  
 Companion Seats are only available for the passenger-front side of the vehicle.  
 Prices range from \$2,200-\$2,900

##### Turnout- Turny Seats are Available for:

Minivans ■ SUVs ■ Pick-up Trucks  
 Prices range from \$1,595- \$6,995



Braun Companion Seat THE BRAUN CORPORATION



Bruno Turny Seat BRUNO

**2**

#### Transporting Your Scooter or Wheelchair

Many people have enough mobility to get in and out of a vehicle, with or without special seating. However, these same people often use a scooter or wheelchair to cover longer distances that they might not otherwise be able to cover on foot. The challenge for these individuals is to get their scooter or chair in and out of the vehicle. To solve this problem, lifts are available to help.



##### Scooter and Wheelchair Lifts

Prices Range From  
 \$995-\$3,395

\* Please note prices vary depending on model and options chosen.



Vantage Mobility International Elite Lift



Bruno VSL Scooter Lift

*For more information on any of these products, please feel free to contact an AVM sales representative.*

Note: This article focuses on transporting individuals with disabilities. In future newsletters we will not only be covering topics relating to the transportation of individuals with disabilities, but also topics relevant to disabled drivers.

On the  
 move  
 with  
 AVM!



## ***Pennsylvania Assistive Technology Foundation Makes Independence More Affordable***

The Pennsylvania Assistive Technology Foundation (PATF) is a non-profit organization that provides low-interest loans for assistive technologies of all kinds, including adapted vehicles and equipment.



Any Pennsylvania resident with a disability or older Pennsylvanian who needs assistive technology is eligible to apply for a loan up to \$25,000 or in some cases, more. Family members may apply on behalf of children or other family members. Advocates, guardians and authorized representatives can also apply.

Loan terms vary depending on the useful life of the equipment. For new adaptive vehicles the maximum term is 7 years; for used vehicles, the term is 6 years. Current PATF interest rates at the time of this newsletter printing were 4%!

For complete details, please call 888-744-1938 or visit [www.assistive-technology4pa.org](http://www.assistive-technology4pa.org).

## ***Traumatic Brain Injury Fund Offers Financing Options to New Jersey Residents***

The Traumatic Brain Injury (TBI) Fund allows New Jersey residents who have survived an acquired brain injury to obtain the services and support that they need. The Fund pays for supports and services that foster independence and maximize quality of life; including assistive technology and home modifications. The TBI Fund is administered by the Division of Disability Services (DDS) of the NJ Department of Human Services and can be used when insurance, personal resources and/or public programs are unavailable to meet the needs of the applicant.

**In order to be eligible for the Fund, applicants must:**

- Have held New Jersey residency for at least 90 days
- Have medical documentation of acquired brain injury
- Have liquid assets of less than \$100,000
- Have exhausted all other funding sources, of any kind, before applying to the TBI Fund

The Fund has a cap of \$15,000 per year and \$100,000 lifetime per individual. For more information, please call the TBI Fund at 888-285-3036 or visit [www.state.nj.us/humanservices/dds](http://www.state.nj.us/humanservices/dds).



## ***Don't Buy A Car, Van, Scooter or Wheelchair . . .***

Don't buy until you understand the options and limitations for you, your mobility device and the future of your disability.

Too often, customers will buy a car only to learn that their scooter is too big to fit or that there are no seating or stowage options available. They may also purchase a vehicle that works for them today but cannot be changed to meet their needs if their mobility declines in the future.

In this age of the Internet, we see customers buy a scooter on-line or by telephone, only to learn that it will not fit in their car!

These are expensive, frustrating mistakes that can easily be avoided. Just call the AVM location nearest you and we will investigate your equipment and vehicle choices with our technicians and vendors for you!



[www.accessvansandmobility.com](http://www.accessvansandmobility.com)

## ***Wheels for the World: Giving the Gift of Mobility***

The World Health Organization (WHO) estimates that there is a need of over 18 million wheelchairs around the world. In some of these countries, the cost of a wheelchair can equal a year's wages, resulting in the impossibility for people affected by a disability to ever receive one.



Wheels for the World is an organization that aims to meet the physical, as well as the spiritual needs of the disabled around the world by providing wheelchairs. Since 2003, Wheels for the World

has distributed over 20,000 wheelchairs to over 60 countries. Dedicated volunteers around the country collect wheelchairs, which are then meticulously restored and shipped overseas. Distribution teams in the receiving countries then custom fit each wheelchair specifically for its recipient and train him/her in wheelchair use and upkeep.

*If you are interested in learning more about  
Wheels for the World, please visit  
[www.joniandfriends.org](http://www.joniandfriends.org) or call 818-707-5664.*



*For the Best Price, Selection  
and Service Choose*



*Look Inside  
For The Latest  
Info From AVM!*

[www.accessvansandmobility.com](http://www.accessvansandmobility.com)



6475 Ruch Road  
Bethlehem, Pennsylvania 18017

