

**2011 B&D
CALENDARS
AVAILABLE
SOON.
ARE YOU ON
OUR MAILING
LIST?**

Food for Thought

We recently talked to a dealer that was placing a stocking order. He told us he estimates his location sells 6 seat bases a year to customers that come in for repairs on an older model transfer seat base in lowered floor minivans. By having stock he can offer them the option of repairing the old seat base or replacing it with a new one that he has in stock.

Model L51D-TCB-1 fits the 2001-2010 Chrysler Braun Entervan and Toyota 2004-2010. (Driver)

Model L51D-HCV-1 fits Chrysler VMI for years 2002-2010 and Honda 2006-2010. (Driver)

For many dealers, these 2 models cover 90%+ of the vans they sell and service.

OEM Style Covers: Our new OEM style seat base covers are available for all **Leadership L51** seat bases. The attractive and durable 3 piece design conceals the scissor legs and slide track for a cleaner, more professional OEM look.

I encourage you to check out our website at: www.bdindependence.com for a side by side comparison. You will be amazed at how they improve the appearance of the transfer seat base. Everyone that sees them agrees the OEM style covers greatly improve the appearance of the van!

These OEM style covers are available for either the driver or passenger position and are available in gray and tan.

Watch for a Bulletin that will be emailed within a few days with details on a special price for these OEM Style covers through the end of the year.



NEW Easy Access Switch Box: We recently began supplying our new Easy Access Switch Boxes. We showed a prototype of this at ADED in Kansas City earlier in the year. The Driver Evaluators were very encouraging. They liked the design and were most enthusiastic about the switch spacing. As you will see, the new switch box has numerous advantages... not the least of which is it looks 100% better than the original square industrial looking switch box!

- Smooth lines and embossed B&D cover give a more professional appearance.
- Toggle Switch Spacing: The larger box provides better spacing between toggle switches.
- With the new curved design, the switches are on a slightly different plain so it is easier to differentiate between switches.
- Top Mounted Decals: The top mounted directional decals enable the operator to more easily see the switch movements.
- Replacement switch boxes are available to retrofit older seat bases for your clients that could benefit from this new and improved design.

B&D
Independence, Inc.
Safe Independent Mobility

Air Bag Sensor:

As this Newsletter was being finalized, we learned that Braun had 3 or 4 dealers that installed our L51D-TB-2 transfer seat base into 2011 Toyotas and the air bag sensor light would not go off. The problem appears to be limited to the 2011 Toyota.

We are doing the following to insure this problem is addressed quickly:

- We are sending a seat base to Braun for testing
- We have identified the diode required to suppress any surge and are determining the desired location in our seat base.
- Over the next week, we will incorporate this diode into the seat base. This change will be transparent to you.

If you are installing a seat base in the next few days, we recommended you run our red power wire to the battery rather than the Braun fuse block. This will eliminate any interference with the Toyota or Braun electronics

NMEDA Training:

We want to thank all the Dealers that participated in the NMEDA Training October 11-13 at HDS in Marietta GA. This was the largest class in recent history. The feedback from the attendees was very encouraging. Thanks to all of you who sent your people for this training.

Carpet Color Options: We recently added charcoal gray to our color options for foot rest carpet for those conversions with dark gray / black carpet.

This now gives you 3 carpet color options:

- Light Gray
- Charcoal (Dark Gray)
- Tan

Tech Tip: For best carpet installation results, we suggest you cut the carpet about 1.5" larger than the foot rest so you have enough material to roll over the edges. This will give you a nice neat edge and eliminates fraying. We find that 3M Spray Adhesive (when used according to directions) is a good way to attach the carpet to the foot rest and actuator cover.

Improved Installation Instructions

Over the past couple months, we have developed completely new installation instructions for Leadership Models L51, L53 and L41. These new instructions include step by step installation instructions along with much improved graphics.

Instructions for the L71 are at the printers and will be available in a few days.



Model L41 Improved Footrest: Thank you for your comments related to the footrest we introduced for the L41. With your feedback, we have re-designed the footrest so it mounts from the top. We estimate that installation time has been reduced by 30 minutes

New Seat Bases

Transit Connect: The Transit Connect Seat Base is progressing through our system. Our design is 90% complete, with only minor tweaking required. It has passed the FMVSS / CMVSS 207/210 Testing. As I write this, the team has begun cycle testing. If all goes as planned, we estimate a January 1, 2011 launch date.

2011 Toyota: We are pleased to announce the introduction of Leadership L51D-TB-2 (Driver) and L51P-TB-2 (Passenger) for the 2011 Toyota Sienna Braun. This new seat base includes the special seat brackets required for the Toyota seat to mount to our base. (See "Air Bag Sensor note in column at the left for important installation instructions)

2010 Honda by Braun

We are pleased to announce the introduction of Leadership L51D-HB-1 (Driver) and L51P-HB-1 (Passenger) for the 2010 Honda Odyssey by Braun.

Rollx

From time to time, we get requests from our dealers for a transfer seat base for a Rollx converted van. At this time, the only thing we can offer you is a bolt in unit because Rollx will not share their dogbone measurements with us. If you have a Rollx van and would be interested in sharing this information, please contact Vern. If we have the information, we will design a slide rail that will greatly reduce your installation time. We will only be selling this base to our dealers.

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