

This Newsletter includes updates on projects we have been working on for several months. Some of the features were showcased at NMEDA; however, there are some new products and features that have been developed in the past few weeks.

We want to thank our great Dealers for your continued support. Our goal is to provide the best transfer seat base in the industry, and your suggestions and comments have allowed us to focus on the things that are important. Keep those suggestions coming!

If you want others at your office to receive future B&D Newsletters, please send me their email address and I will include them in our database.

## **Safety Release aka: Peace of Mind:**

*We are pleased to announce the introduction of a new Safety Release Mechanism for all L51 and L53 seat bases. This release allows the user (or caregiver) to quickly and easily unlock the forward and back actuator, in the event of an accident or loss of power. With the actuator disconnected, the seat can be pushed back away from the steering wheel and provide the space needed to transfer from the OEM seat to the wheelchair.*

*The Safety Release Mechanism is located on the inboard side of the seat base, below and slightly to the rear of the switch box, and is clearly identified with a red cap and warning tag.*

*We are very excited with this new feature because it addresses a concern expressed to us by consumers and dealers. We believe this mechanical release is a significant first step. We continue to work on a swivel release that, when activated, will allow the seat to swivel freely.*



**Seat Base Covers:** *Our new decorative seat base covers are available for all L51 seat bases. The attractive and durable 3 piece design conceals the scissor legs and track for a more OEM look.*

*The covers are available for either the driver or passenger position and are available in gray and tan.*

*Our website: [www.bdindependence.com](http://www.bdindependence.com) has a with and without comparison of these attractive covers. The site is an excellent way for you to show your customers the advantages of this cosmetic enhancement.*

*The seat base covers greatly improve the appearance of the van while providing additional profit for you!*

## New Products

- L41D for full size Ford and GM vans.
- ComfortSafe™ foot rest for the L41 and L71 (Recommended option)
- Seat Base Covers for lowered floor vans
- 2010 Honda Braun: L51D-HB-1 (Driver) L51P-HB-1 (Pass)
- 2011 Toyota Braun (Available June 1, 2010)
- Chrysler and Toyota Rear Entry L75D & L75P

## New Features

- Safety Release Mechanism: Slide Release
- Decorative Seat Base Covers made from durable ABS Material
- L41 ComfortSafe™ Foot Rest
- L71 ComfortSafe™ Foot Rest
- Tan Powder Coat Option

## Marketing Support

- New Posters
- New Brochures
- Link to our website
- Download "Transfer Video"
- Download High Resolution Product Pictures
- On-line training.



**Model L41:** *We are pleased to announce our new Leadership L41D, which replaces the 041D, is now available.*

### Features include:

- B&D Signature telescopic design allows the L41 to have the same horizontal travel in a smaller footprint. **6" shorter!**
- Direct mount holes align to OEM seat bolt pattern. **NO DRILLING REQUIRED FOR FORD OR GM!**
- **NEW ComfortSafe™ FOOT REST (OPTIONAL)** allows the driver to move back without dragging their feet across the under seat modules.
- 500 lb weight capacity.
- Dual actuators and dual slide motors
- Concealed wiring harness
- New quick disconnect wiring harness feature allows you to easily add a handheld pendant without completely re-wiring the seat base.
- Available in gray or tan powder coat.

**Disabled Explorers:** *If you saw a recent [CBS video](#) that highlighted Lance Blair and his Disabled Explorers, you may have wondered about the bright blue transfer seat base that he has in his E350 4 wheel drive van. Lance received one of the very first L41D bases. In recognition of his fine works and because his colors are blue and white, we powder coated the seat base blue! It was a fun project for our employees and a good way for them to show their support. If you missed Lance on CBS, you can catch him in a future issue of 4 Wheeler Magazine.*

## New Seat Bases

**Honda by Braun:** *We are pleased to announce that we have designed and tested the driver and passenger seat bases for the new 2010 Honda by Braun Mobility!*

*We understand that this will be a limited launch around July 1<sup>st</sup>. When the first one rolls out the door at Braun, we will have the seat bases available for our dealers.*

**2011 Toyota:** *The transfer seat base for the new 2011 Toyota is in its final design phase. Testing will be completed within 30 days and we expect to have product available June, 2010.*

### 14" Lowered Floor Conversions

*Over the past few weeks we have had several inquiries about seat bases for the 14" lowered floor conversions by Braun and Amerivan Eldorado. YES, we have seat bases designed for these applications. Call us for part numbers and pricing.*

**Order Form 3.0** *Please click [this link](#) and it will take you to our updated order form. We make every attempt to be very accommodating...we accept orders via phone, fax or Email.*

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