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August 2018

Quarterly Newsletter Team Adaptive Inc.

TEAM TALK

Our Locations >>>

Corporate Office

978 Tommy Munro Dr.
Biloxi, MS 39532
(228) 388-5700

Biloxi

978 Tommy Munro Dr.
Biloxi, MS 39532
(229) 388-5700

Mobile

1251 Boltons Branch Dr.
Mobile, AL 36606
(251) 471-1088

Panama City

1201 Harrison Ave.
Panama City, FL 32401
(850) 522-0059

Website

www.teamadaptive.com

It is not just a rumor that your best vehicle deals are made at the end of the summer with the new 2019 vehicles rolling off the assembly line in early fall, but the hottest deals of the summer are certified pre-owned vehicles. Certified Pre-Owned vehicles or CPO vehicles are late model vehicles with low mileage and no record of significant damage.



These vehicles undergo a detailed, multi-point inspection and reconditioning process. Many of these vehicles due to their low mileage still have factory warranty. BraunAbility buys these CPO vehicles and installs a new conversion. BraunAbility is the most trusted name in mobility, and now that quality extends to CPO handicap accessible vans. With BraunAbility Certified Pre-owned, you are guaranteed performance and peace of mind, all at an affordable price tag.

BraunAbility Certified Pre-owned is available on the Chrysler Pacifica, Dodge Grand Caravan, Toyota Sienna, Honda Odyssey and the Ford Explorer. No other pre-owned program comes backed with BraunAbility quality and reliability, straight from the factory.



Team Adaptive is your local Certified Pre Owned headquarters. We have multiple CPO handicapped accessible vehicles in stock or can order you one from BraunAbility meeting your desired vehicle brand and colors.

The hottest deals available this summer are currently on the 2016 and 2017 Certified Pre-Owned vehicles. Call your nearest Team Adaptive office today and find out the available CPO vehicles, or check out our current inventory on our website.

Need to Sell Your Used Van?



If for some reason you no longer need your handicap accessible van Team Adaptive is there to help. It can become very confusing when selling a handicapped accessible vehicle. Kelly Blue Book, NADA and even CarFax can give you the value of the chassis but they do not have any mechanisms for calculating the value of the conversion. Team Adaptive's sales team are familiar with your local market, and can evaluate the chassis and the conversion so you can be sure you are getting a fair market value for your handicapped vehicle. Additionally, Team Adaptive offers a consignment program where we will sell your vehicle at a small commission rate. By placing your vehicle on consignment with Team Adaptive, we will advertise it on our website, show it to potential customers and display it on our lot. Team Adaptive also handles the sale, collection of taxes and provides all the paperwork for the sale. If you have a handicap accessible van you are needing to sell, contact your local Team Adaptive office today.



What's new in Scooters and Power Wheelchairs



Know the Difference



Your level of mobility needs can determine which mobility device is best for you.

1. **Where and how often you need assistance.** If you need part time or occasional assistance a scooter is your best choice. Full time mobility assistance, a power wheelchair is the best choice.
2. **Home restrictions.** A power wheelchair is able to turn in tight surroundings while a scooter has a wider turning radius.
3. **Transportation.** Many scooters are portable and disassemble for transporting in a vehicle while many power wheelchairs you must have a lift installed to transport.

CONTACT YOUR LOCAL TEAM ADAPTIVE OFFICE TO HELP YOU MAKE THE RIGHT CHOICE.

Since the invention of the first power wheelchair and mobility scooter, the industry is constantly changing. Power wheelchairs are becoming more user friendly with added features of seat elevation while in drive, stair climbers, lightweight disassembly for easy transport and even those that are more nature friendly like beach wheelchairs. The scooter industry has also evolved. From the portable scooters that disassemble for easy transport, to the smaller turning radius and the more rugged outdoor scooters for the adventurous outdoor enthusiast. There are mobility scooters and power wheelchair to meet the needs of the consumer. Let Team Adaptive help you find the one that fits your lifestyle.



Can Your Vehicle Handle the Heat?



The extreme heat can play havoc with your vehicle. This summer is projected to break records in the South. You need to prepare your vehicle for the upcoming heat wave. Some important tips are:

1. Check your vehicle fluids especially the coolant.
2. Inspect your belts and hoses.
3. Battery check.
4. Monitor your tire pressure.

To ensure that your vehicle is summer heat ready, schedule your vehicle for its preventative maintenance. Let Team Adaptive check your vehicle and the conversion to be sure that it is ready for the heat.

Looking to Buy a Handicap Accessible Van Why Choose BraunAbility

A handicap accessible van is as a serious investment, and it's critical that you have the chance to understand and explore your options before you buy. BraunAbility is rated as the #1 manufacturer of handicap accessible vans in quality, safety and service. Ralph Braun built the first vehicle wheelchair lift and opened the doors of the Braun Corporation now known as BraunAbility back in the early 70s. Since then the industry has seen the rise and fall of other handicap accessible vehicles manufactures none that could meet BraunAbility standards of quality or safety. So to compete they offer lower quality conversions at lower prices and the old adage "you get what you pay for" quickly becomes evident to the buyer.



Team Adaptive is a member of the BraunAbility network offering both sales and service of BraunAbility handicap accessible vehicles and lifts. As a dealer Team Adaptive understand there isn't a one-size-fits-all solution when it comes to mobility. They work side-by-side with you to find the perfect accessible vehicle option for you and your family. Unfortunately, with the competition, that's not always the case. Many online sellers care only about cashing in on a sale, leaving their customers with a vehicle that doesn't fit and isn't backed up with service support. Team Adaptive is dedicated to ensuring that our team is BraunAbility trained in sales and service to provide our customers the best.

TEAM PRIDE

We here at Team Adaptive are proud of our team and their dedication to their job and to our customers.

Congratulations to those Team Members celebrating service milestones this quarter.

Paul – Biloxi – 4 years

Carol – Corporate - 5 years

Cory- Panama City – 2 years

Stephanie – Biloxi – 16 years

We Support our Veterans



Team Adaptive is honored to have a contract with the Veterans Administration. We stock and supply equipment, perform equipment repairs and provide mobility vehicles and vehicle lifts at the request of the VA for our brave heroes who served to provide us the freedom we enjoy.

Each Team Adaptive office works closely with the VA to ensure that we can meet the Vet's equipment and mobility needs.

THANK YOU FOR YOUR SERVICE

final thoughts...

We have all heard the saying “necessity is the mother of invention” but for Ralph Braun it was the reality. Diagnosed at an early age with spinal muscular atrophy he was determined to maintain his independence. This determination led to the invention of the first mobility scooter, the first vehicle wheelchair lift and steering controls.



Ralph Braun’s early life helped build the mobility industry as we know it today. The one thing he never waived on was quality. From those first scooters he sold to the public to every van that rolls off of his assembly line, quality is his number one goal.

The story goes that one Friday afternoon Ralph Braun wheeled down to the assembly line and picked one of the newly built vans to test drive over the weekend. He asked a foreman for the keys, and the startled employee stuttered, “Well, Mr. Braun...I guess I didn’t know you’d be taking this van.” Ralph turned to the man and said, “Would you have built it any differently if you had?” It was a teachable moment for the foreman and, as the story was told again and again, for the generations of employees to follow. “Build every van like you’re building it for me, or your own mother, or for your son – because some day you may have to,” he’d say. This philosophy is still alive at BraunAbility and throughout the BraunAbility Dealer Network. Team Adaptive is proud to be a part of the BraunAbility family. Over the past four decades, BraunAbility products have revolutionized what independence means to wheelchair users. Today BraunAbility has over 1,000 employees, all working to grow mobility across the world. Ralph Braun passed away in 2013, but his legacy is still the driving force behind the BraunAbility mission today.

In The Next Issue

Safety for the Holiday Season

The Perfect Christmas Gift

Winterize your Vehicle

Is it Time to Trade?

Coming soon >>> November 2018

HISTORY



1962

Ralph Braun built the first motorized wheelchair



1966

Ralph built the first wheelchair lift and steering controls



1972

The Braun Corporation was established



1991

The Braun Entervan (lowered-floor) was introduced



1994

A modern vehicle assembly building opened at Braun



2003

Team Adaptive joins the Braun Network

Visit our Website and Facebook Page

Our inventory is continually updated on our website to keep you up-to-date on available vehicles and services offered. “Friend” us on our Facebook page to receive interesting and informative post.

Got Questions?

We are just a phone call away

TEAM ADAPTIVE MEDICAL

www.TeamAdaptive.com