

MEMBERS NEWS

Issue No: 90
June 2014



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Motoring on Meds

Approved Driving Instructors National Joint Council

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Views expressed in this newsletter are the views of the people who wrote the article and not necessarily that of the ADINJC.



From the Chair..... a monthly report



We need a new name, ideas please!

The new name is not for the ADINJC but would be for the council meetings. I just consider the term has continued to be used over many years but doesn't best describe what we do on the day. It's a meeting for the representatives of our member groups and local associations. The term "Council Meeting" sounds rather grand and not unlike a Star Wars convention! We held a very positive and busy meeting on May 31st and there is no doubt our meetings are getting larger as we get more of you on board. We now have 55 member groups. Thanks to you all for your encouragement and support. Please come up with a new name for us and mean while we have our thinking caps on.

There were several new groups and members at the meeting who clearly enjoyed themselves on the day but hadn't really understood what they were attending. One new member representing a local association told us that in all honesty "he wasn't looking forward to attending and the journey but felt he should for his association. He thoroughly enjoyed the morning, found it entertaining and well worth while with information to take back to his group" Thanks also to our speaker Chris Bensted for a very entertaining talk entitled "Are your pupils listening?" I also want to thank our general secretary, Sue Duncan, for completing the minutes so promptly so we can send them on and keep you informed.

We welcome our new committee members:

I'm also thrilled to announce that we have 3 new committee members all who are enthusiastic, raring to go and have vast experiences that will help the ADINJC. You can read more about them further on in the newsletter. We hear lots of moaning and see a lot of apathy in this industry so it's really refreshing to meet people that want to make a difference and help. Please remember that they are volunteers so they are giving their time to help other ADIs without making a profit from us, just genuinely wanting to help others.

Do you want to order the Good Egg Guides?

We still have a few of these to give out to our associations following our partnership with Good Egg. If you are interested just email our secretary on secretary@adinjc.org.uk to date we have liaised with Good Egg and sent out over 13,000 of the guides to you. We have around 2,000 left that can still be distributed. Just to remind you there are 2 guides: 1 is for parents of learner drivers and one is for the new drivers themselves. It's certainly showed the ADINJC that we can reach ADIs in all parts of the country and help to disseminate news and items to you. Thanks to Good Egg for helping us, the total to publish and send out the guides has been £30,000 to date.

Quentin Wilson says the following on Twitter:

- "Young drivers get too much blame. Driving test is crap. No motorway, bad weather, night or rural road tuition. We need a big change"
- "Young drivers don't need curfews and restrictions they need proper tuition. Start at school with a GCSE in driving"
- "Why give young drivers such stick when ¾ of experienced drivers wouldn't pass a test"

We are delighted to have Quentin Wilson, well known TV and radio motoring expert as our main speaker at our conference this year. We look forward to debating some of these issues on the day. The date for your diary is October 12th.

For details and updates please use the conference website at www.adinjc-conference.info

Thanks to those of you who have taken up the loyalty offer for last year's delegates; we are thrilled at having so many tickets sold already. The early bird price is now £45 until August 1st just phone our treasurer on 0800 8202 444 to book at that price. Details of hotels in the area and bookings for the night before are on the website. We are also selling the trade stands now and a booking form can be downloaded for anyone who is interested in attending the day, we have 20 trade stands available and they are selling out fast.

National Associations Strategic Partnership:



The ADINJC are pleased to be working with the DIA, DISC and the MSA on a newly formed collaborative group which will tackle the key issues affecting the industry. NASP will hold its inaugural meeting on 20th June 2014 with the aim to agree strategies to take forward to Government Ministers, DVSA and other leading decision makers. The chair of the partnership will rotate on a half yearly basis

to ensure fairness and non-biased decision making in the representation of our respective members, and driving instructors across the country. Currently the MSA are in the chair. We will report on the meetings and keep members in touch with developments.

Thanks to you all for your continued support with our work at the ADINJC. Please let us know if our team can help in any way.

Best wishes

Lynne

Lynne Barrie - MA Driver Training

Free Good Egg Driver ADI Packs

The Arnold Clark group and Ingenie are offering 1,500 FREE Good Egg Driver ADI packs to ADI's across the UK on a first come first serve basis (this includes free shipping).

The pack consists of 10 x New Driver guides and 10 x Parents of New Driver guides which ADI's can give out to their students.

Sign up for this offer at the following link: www.goodeggdrivers.com/adiguide



Good Egg Drivers

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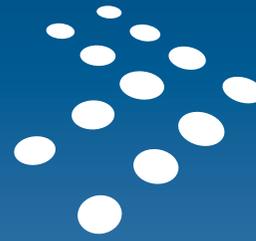
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New partnership...

New partnership to tackle driver trainer issues formed

Four major driver trainer bodies have formed a collaborative group to work on behalf of, and tackle the key issues affecting, the industry.

The National Association Strategic Partnership (NASP) will hold its inaugural meeting on 20th June 2014 with the aim to agree strategies to take forward to Government Ministers, DVSA and other leading decision makers.

The chair of the partnership will rotate on a half yearly basis to ensure fairness and non-biased decision making in the representation of our respective members, and driving instructors across the country.

NASP stated: "This partnership has been formed to work on behalf of driver trainers to develop strategies to move the profession forward and challenge the key issues facing the industry, and to further enhance the professionalism of Driver Training with all key stakeholders."

The founding members of the Partnership are listed at the foot of this page with contact email addresses for each organisation.

The NASP founder members are:

ADINJC	contact: Lynne Barrie	chairman@adinjc.org.uk
DIA	contact: Carly or Simon	info@driving.org
DISC	contact: Gareth Marchant	disc.committee@gmail.com
MSA (current chair)	contact: Peter Harvey	msa.web@btinternet.com
For all media enquiries:	Carly Brookfield	carlybrookfield@driving.org
	Simon Miller	simonmiller@driving.org



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New Committee Members

The ADINJC welcome 3 new committee members

Ed Marshall

Originally a farm manager with practical experience of driving all types of farm machinery and vehicle combinations Ed became an ADI in 2003. He has 13 years' experience of running a successful driver training establishment specialising in the coaching and training of instructors, B+E car and trailer drivers, learner drivers and advanced drivers, both on road and on the track. Ed has recently become the Chairman of the York Association of Driving Instructors and he has completed a wide variety of courses and training since becoming an ADI. Currently he is studying QCF Assessor Level 3 Internal Quality Assurance at York College and Neuro Linguistic Programming NLP as Home Study. Ed has also written books for ADIs and PDIs and also for learner drivers. He assures us he has spare time to help us!



Annabel Wallis MBE:

Annabel was previously in the British Army for 22 years. Annabel worked in a variety of countries where she seems to have been a born leader organising events and coaching younger soldiers in physical education. She then became involved in working with injured soldiers and assessing their injury status. She has run a busy rehabilitation department and is on the Register of Exercise Professionals. During her time in the Army she received an MBE for her services in helping the rehabilitation of the injured soldiers. Lynne Barrie met Annabel when her Army career ended and she wanted to train as an ADI. Having passed her ADI exams she has now set up her own driving school in Scarborough where she is also a member of the Scarborough and District Association. She is enjoying her new career as an ADI. When she has time she likes reading and walking as well.



Jonny Greaves:

Jonny applied to join the ADINJC team after hearing Lynne talking on Dipod and asking for some younger ADIs to come and join us! Formally Area Possession Planner @ Network Rail, Jonny became an ADI in 2008 when he joined a large driving school on a franchise basis. He set up his own driving school in 2012. He is part of the Warwickshire County Council Shift Gear scheme providing Under 17's driving experience off road. He conducts fleet assessments to company car drivers nationwide, along with providing training for taxi drivers. Currently he is in the process of training for ORDIT registration to train PDI's and starting an Under 17's training scheme in Nottingham. He is also Vice Chairman of NADDIA (Nuneaton and District Driving Instructor Association). In his spare time he is an FA licensed football coach and also does charity work for various charities including raising money for Warwickshire Air Ambulance and running to raise money for the Kidney Foundation with other events coming soon.



We welcome them all to the team and look forward to working with them. It is amazing the vast talent that this industry has amongst its ADIs and these 3 are a great example of that. There is a saying that if you want something doing "ask someone who is already busy" as they will be the best ones for the job.

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ADINJC Council Meeting

May 31st 2014 - A New Name?



Great meeting today, well worth to 370 mile round trip. I always find ADINJC meetings so informative, with a great cross section of industry opinions including Category B, B+E, C1, C and C+E driver training, which particularly excites me. Is that sad:-), well that's where I think extra revenue streams can be added to a driver training business and I think Neil Peek (our President) is testament to that.

Nigel Slater ADI

Arriving slightly later than anticipated due to some minor car trouble, Lynne and the ADINJC team were extremely supportive and considerate at my delayed appearance.

The atmosphere at the meeting was both professional and friendly and the event had clearly been planned and well organised to a high standard. The ADINJC were courteous to all the other committee members and the general feeling was business-like and welcoming. I found that the committee were approachable and communicative.

I was very happy to discover that numerous values and standards that I respected and valued in the Army, selfless commitment, integrity, loyalty and respect for others, are also maintained by the ADINJC. I found the day a rewarding experience and I am looking forward to being an active participant in the future.

Annabel Wallis MBE



ADINJC NATIONAL CONFERENCE

COME AND JOIN US ON SUNDAY OCTOBER 12TH 2014

FEATURING TV AND RADIO MOTORING EXPERT QUENTIN WILLSON



LESLEY YOUNG

DVSA Chief Driving Examiner



DR CRIS BURGESS

Senior lecturer in psychology Exeter University, researcher and international conference speaker



IAN EDWARDS

Leading expert in driving coaching and education



IMOGEN COX

Company Solicitor and head of motoring law



NEIL SNOW

Founder of the ADI CPD Club

THE DETAILS

Copthorne Hotel, Merry Hill, West Midlands, DYS 1UR
8.45am Registration and Coffee, 9.30am – 4.30pm, Sunday 12th October
Free parking, lunch, refreshments, delegate pack and gift. Trade stands to browse

TOP TIP: STAY AND SAVE!

Stay the night before, catch up with colleagues and the ADINJC team, book a meal in the canal side restaurant. Special room rates £55 single, £60 double with breakfast.

TICKET PRICES

£45 Early Bird Price, £55 from 1st August, £65 from 1st September

VISIT: WWW.ADINJC-CONFERENCE.INFO
OR PHONE: 0800 8202 444



Road Safety Information

Graham Feest AIRSO general secretary
and ADINJC road safety advisor

The Infrastructure Bill

The Infrastructure Bill, which is designed to encourage investment in Britain's infrastructure, has been published.

It will help create stable long term funding for work on the country's major road network ensuring smoother, quicker and quieter journeys and make it easier to sell surplus and redundant public sector land and property to help build more homes on brownfield land.

The legislation will also give local people the right to buy a stake in renewable energy projects, while cutting red tape for nationally significant infrastructure projects to boost investment.

Measures include:

- Turning the Highways Agency into a government-owned company with stable long term funding to drive down costs to the taxpayer – saving £2.6billion over the next 10 years and making the new arms-length company more accountable to Parliament and to road users.
- Enabling surplus and redundant public sector land and property to be sold more quickly by cutting red tape around such sales, increasing the amount of brownfield land available for new homes.
- Improve the nationally significant infrastructure regime by making a number of technical administrative improvements to the Planning Act 2008 following a review of how the Act has operated.
- Ending unreasonable and excessive delays on projects which already have been granted planning permission, by a new 'deemed discharge' provision on planning conditions; this will help speed up house building.
- Creating a centralised Local Land Charges register, as part of the modernisation and digitisation of Land Registry which will improve services and aim to reduce costs to users, helping to speed up the home buying process.
- Giving local communities the right to buy a stake in renewable energy infrastructure projects.

Transport Secretary Patrick McLoughlin said:

"Investment in infrastructure is central to the government's long-term economic plan and that is why we are spending almost £73 billion over the period 2015 to 2021 on transport alone.

This Bill will hugely boost Britain's competitiveness in transport, energy provision, housing development and nationally significant infrastructure projects.

These powerful new measures will drive investment, making it easier, quicker and simpler to get Britain building for the future.

The joint Bill was published by the Department for Transport on behalf of the Land Registry; Energy and Climate Change; Environment, Food and Rural Affairs and Communities and Local Government. Its provisions have been developed following several reviews and extensive consultation.

Road Worker Injured

A teenage road worker was left with a broken leg when a man ran him over after refusing to follow a road diversion around roadworks.

The incident happened in Knaresborough on Monday 2nd June. The road was closed for roadworks but the driver was allowed through after telling workers he was picking up a child.

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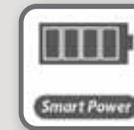
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When he tried to make the return trip he was told that he couldn't, but the driver ignored the advice and set off regardless, hitting the construction worker.

An 18-year-old man from County Durham was taken to Harrogate District Hospital with a suspected broken leg. He has since been discharged.

Police are now appealing for witnesses after the driver failed to stop. The driver is described as being white and aged in his 60s.

Cycle Safety And Large Vehicles

Two new systems to alert HGV and bus drivers of nearby cyclists are currently undergoing trials in the UK.

Cycle Alert comprises of a tag on the bike, a sensor on the vehicle and a cab display unit, allowing the technology to distinguish between a cyclist and other road 'furniture'. The system requires the cyclist to fit a battery-powered 'active' radio tag to their bike, and can then identify where the cycle is in relation to the HGV.



The unit is a stand-alone system and the prototype was featured at the Commercial Vehicle Show in 2013.

The system is currently undergoing trials on Transdev busses in York as well as on a fleet of HGVs in Singapore.

The reaction from cyclists has been positive but whether it is fitted rests very much with the cyclists taking some action.

Another project currently undergoing trials with First Bus in Bristol is the CycleEye. This system works with a combination of cameras and lasers to identify the presence of cyclists and alert the driver accordingly. Laser-based systems have been tried in the past, but have not been very reliable and unable to tell the difference between a cyclist and other street furniture, such as lampposts or bollards.

If the driver is bombarded all the time, they either switch the system off, or switch off themselves. However the new system differs by using software that 'looks for' cyclists as opposed to anything else on the road.

It will be interesting to see what comes out of the research and the AIRSO Summer Conference also features a system which is helping the drivers of large vehicles to pick up the warning of cyclists alongside.

Medicines Warning As Hay Fever Season Approaches

GEM Motoring Assist is warning hay fever sufferers to check their medicines carefully before getting behind the wheel, and to be aware of the possible effects these drugs can have on their driving.

GEM chief executive David Williams MBE, FAIRSO and former Chairman of AIRSO says:

"Some medicines, including those used to treat hay fever, can have an effect on your ability to drive safely. They could make you tired, dizzy or groggy, and they can compromise your vision and reaction time. That's why it's so important to check with your GP or pharmacist, and to read any warnings contained on the labels of the medicines you plan to take.

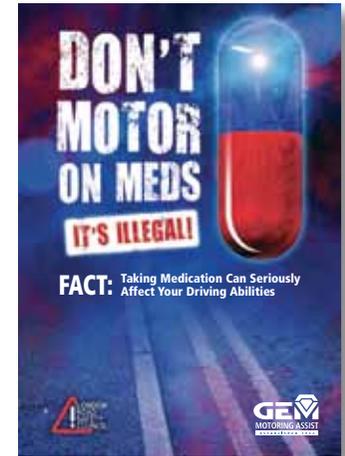
The same road traffic laws apply to therapeutic drugs as to illicit substances, so if your driving is impaired

and you cause a collision, you risk prosecution and the loss of your licence."

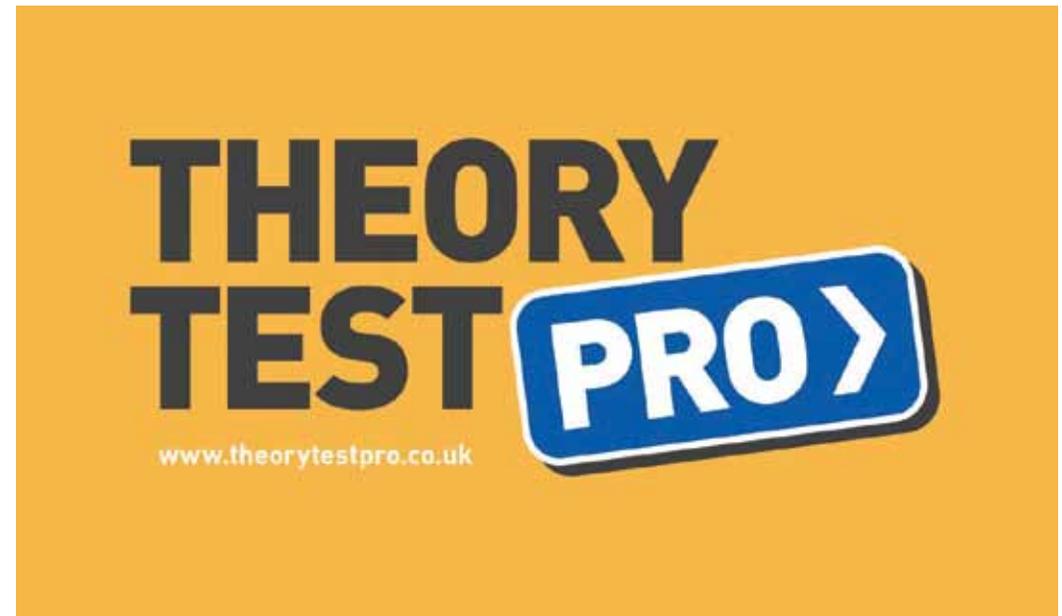
GEM's recently-revised free leaflet, Don't motor on meds, offers sensible and straightforward advice for anyone concerned about how hay fever remedies and other medication may affect their ability to drive safely and legally. The leaflet answers a number of questions dealing with prescription medicines, over-the-counter remedies and what the law says about driving while impaired by drugs.

David Williams recommends a safety checklist for any driver likely to need a hay fever medicine:

- Ask your doctor or pharmacist if a medicine could affect your ability to drive. Be particularly careful if you are using a medicine for the first time.
- If you do experience potentially dangerous side effects from a medicine, don't drive. Organise a taxi or a lift from a friend if you need to travel.
- If you find a particular medicine is making you sleepy, consider asking if there is a non-sedating alternative available.
- It's not just prescription medicines that can cause drowsiness and other potentially dangerous side-effects. So, check with your pharmacist if you plan to use an over-the-counter drug.
- If you're unsure about the warning given on the medicine you're using, ask your doctor or pharmacist to explain any risks... before you drive anywhere.
- Be aware that drinking alcohol while taking medicines can intensify drowsy side-effects. Even small amounts of alcohol mixed with medicines can make it dangerous to drive.



The GEM leaflet, "Don't motor on meds" is available online at www.motoringassist.com/leaflets





Bogus TT and DT Websites

The Road Safety Authority (RSA), National Consumer Agency (NCA) and the Union of Students in Ireland (USI) have teamed up to warn applicants looking for Driver Theory Tests and Driving Tests to only book their tests through official websites. Unofficial third party websites in the UK could be profiting by over €200,000 each year by charging unsuspecting Theory and Driving Test customers in Ireland an extra unnecessary fee to book their tests. Last year, one in eight DTT candidates in Ireland, approximately 7,000 customers booked their TT through these unofficial websites paying an additional €23.00 on top of the TT fee. As a result, the operators of these websites are making between €90,000 and €160,000 annually from DTT customers. In addition over 4,750 people who have applied for their DT since July 2011 have also been affected, paying an additional €18.00 per booking, netting these bogus sites over €73,000.

Driving Misdeamours

The Road Safety Authority has said that over the 4 day May Bank Holiday period there were:

43..... Dangerous driving incidents

44..... No seat belt detections

66..... Mobile phone detections

151... Drink driving arrests

2,164...Speeding detections

7,263...Drivers breath tested at 1,151 mandatory alcohol checkpoints

Comment. With such a hullabaloo prior to the introduction of speed camera vans and their expected benefits, and with the detection figures above, one would have to question their effectiveness in helping drivers to be more compliant with speed limits. However, at €60 a pop and two PPs, these 'electronic muggers' are a nice little earner.

New Motorways

In order to meet EU rules on providing a high-capacity transport network, the State could be forced to build new motorways costing more than €500m. New roads between Limerick and the Port of Shannon Foynes and a second linking Cork with the proposed new Port of Cork at Ringaskiddy were needed to comply with rules on major ports being serviced by high-quality roads. Chief Executive Officer of the National Roads Authority (NRA) Mr. Fred Barry said the roads were needed to comply with EU rules on providing access to vital infrastructure deemed to be part of the so-called Trans European Network.

Google Glass

Google is lobbying officials in at least three US states to stop proposed restrictions on driving with headsets such as Google Glass marking some of the first clashes over the nascent wearable technology. Some eight US states are considering regulation of Google Glass, a tiny computer screen mounted in the corner of an eyeglass frame. Law enforcement and other groups are concerned that drivers wearing the devices will pay more attention to their email than the road and may cause serious accidents. So-called wearables such as GG, smart watches and sophisticated health devices may represent the next big shift in technology, just as smartphones evolved from personal computers and enthusiasts predict billion-dollar markets. Google which is still testing Glass, charges \$1,500 per pair. Courts are now just beginning to consider GG distraction. Recently, in San Diego, a woman wearing GG whilst driving had her traffic

ticket dismissed because there was no proof the device was operating at the time.

Comment. Where will in-vehicle technology stop? When will the 'powers that be' call a halt to ever increasing driver distraction? Technology is fine but if it interferes with safe driving then it's counterproductive. Perhaps, it's time to consider going back to basics and allowing the driver to concentrate more fully on the task of driving in a safe manner.

Pregnancy and Crashes

A Canadian study of 500,000 women has found that being pregnant increases a woman driver's chances of having a serious crash. During the second trimester of pregnancy, the risk of being involved in a road accident requiring hospital treatment rose by 42%. In the three years before getting pregnant, the women between them had an average 177 crashes per month. The crash rate rose to 252 per month in the second trimester, or middle period of pregnancy. Statistically, about one in 50 pregnant women can expect to be involved in a serious car crash while at the wheel, say the scientists writing in the 'Canadian Medical Association Journal'. Lead researcher Dr. Donald Redelmeier, from the University of Toronto said: "Pregnant women often worry about air flights, scuba diving, hot tubs and other topics in maternal health, yet individuals may overlook traffic crashes despite their greater health risks. These findings are not a reason to decide not to have children or a reason to stop driving; instead, the findings primarily emphasize the need to driver more carefully.

Existing Motorways

More than a dozen service area providing facilities for motorists are planned across the motorway network. These are planned as part of EU regulations aimed at upgrading our transport network and avoiding accidents due to driver fatigue. As many as seven "full" service areas, similar to those in place on the M1 South, the M1 North and M4 Enfield are planned, which will allow motorists to rest use dining facilities and refuel their vehicles. In addition, another 5/6 more "basic" rest areas are planned, where tables, toilets and parking picnic will be provided. The National Roads Authority (NRA) plans to open public consultation on its proposals, to help decide where facilities are needed. Under EU rules, facilities allowing motorists to rest must be provided every 100kms, but could be put in place over shorter distances. The Authority (NRA) also says that €100m in additional funding is needed every year to prevent the motorway network – 1,800km – from falling into disrepair. As much as one-third of the national network is in fair or poor condition. The State has spent €17bn over the past decade upgrading the network, including building new motorways and dual-carriageways.

Clocking

Motorcheck.ie has carried out a history check has found that one in every five cars examined have been 'clocked' – with more than 177,000 km slashed off the mileage of one ageing vehicle. Concerns are deepening over the extent of cars having their odometer altered, with estimates showing some unscrupulous sellers wiping upwards of 40,000km off the true mileage of many cars. It is now claimed that 20% of cars that are officially checked out have had their mileage altered – which may be costing buyers as much as €60m a year in inflated values. The practice of 'clocking' is now a criminal offence here as there are potentially serious knock-on effects for unsuspecting buyers.

The obvious one is a car that is worth significantly less than paid for. But brakes, suspension and engine may be badly worn and represent a much higher risk of failure.

No 'L' Plates etc.

Learner drivers are driving without a full licence-holder beside them and failing to display 'L' plates, a survey has revealed. The new research by road-tolling company eFlow, also found that road users are continuing to use mobile phones despite a total ban on their use and fines up to €2,000 introduced recently. The study was published in conjunction with the 'eFlow Young Driver Safety Week' to promote safe driving among secondary school students.



Brake – Fleet Safety Survey 2014

According to a survey of 228 organizations - conducted by the road safety charity Brake - operating fleets of all sizes and vehicle types:

- Less than half of employers (44%) would dismiss an employee for driving over the legal alcohol limit and 55% never test employees for alcohol.
- More than a half (55%) never test employees for alcohol and 57% never test for drugs.
- Four in 10 (44%) would dismiss an employee's found driving over the legal limit for alcohol.
- Six in 10 (62%) take disciplinary action against employees found to have any amount of alcohol or illegal drugs in their system, but only three in 10 (30%) would dismiss employees for this.
- Under half (47%) of companies educate drivers on the risk of drug driving and only slightly more (50%) educate drivers on the risks of drink-driving.
- The survey also found many employers don't have crucial practices in place to manage other fitness driver issues, like tiredness, stress & poor eyesight which can lead to devastating and costly crashes.
- Only four in 10 (42%) regularly review schedules and workloads to ensure drivers are not put under undue pressure that could lead to stress or tiredness.
- Only six in 10 (60%) stipulate that employees should stop and rest if they feel sleepy while driving.
- Only one in 4 (25%) require staff who drive for work to have a full eyesight test every two years.
- Brake is urging all employers with staff who drive for work – whether they have a fleet or commercial vehicles, company cars or staff driving their own vehicles on company time - to implement policies and procedures to ensure their drivers are sober, alert not stressed or tired and have good eyesight.

Note. Brake was founded in the UK in 1995, and now has domestic operations in the UK, New Zealand and works globally to promote action on road safety.

No More Flats

Bridgestone Tyres have developed new revolutionary 'air free' tyres that will be available in the near future. The tyres rely on a hi-tech mesh of thermoplastic resin rather than air to stay 'inflated' – and that means they cannot go flat. The material is flexible, durable and 100% recyclable. The new tyres will be on Irish cars within three to five years and talks with car manufacturers have already begun about having them fitted to upcoming models. The air-free concept for tyres was unveiled to great fanfare in Japan in 2013, but a lot has progressed since then. Air-free tyres have been used on small vehicles such as motorized golf buggies for some time, but their lack of flexibility and rolling resistance restricted their use – until now – on cars. It is claimed that these tyres will be safer and less wasteful and that the thermoplastic resin used to keep them inflated can be recycled into new tyres.

The Carnage Continues ...

Seventy three people were killed on our roads up to 30 May 2014, with 73 fatalities up to the same period in 2013. An investigation into the increase in fatalities was set up last year, but to date we don't appear to have sight of it.

Feisty Drivers!

A new survey has found that Irish drivers are becoming more aggressive as the hassle and hustle each other to get out of their way. It found that in the past year 79% of motorists have been the victim of tailgating – where the following vehicle drives too close. A small percentage of men (7%) and no women admitted to using hand gestures.

Note. Penalty: Tailgating: 2PPs and €80. 00 - after 28 days: 4PPs and €120.00

Harsh Justice?

Recently, at Ennis (Co. Clare) District Court, Judge Patrick Durcan handed out a six-month driving ban to a local woman for parking in a disabled car space. The lady driver in question had previous convictions for illegal parking around Ennis, so she was not a first-time offender. It isn't clear why the case went to court because a fixed charge could be applied by a Garda or Traffic Warden - €80 if paid within 28 days and €120 in the next 28 days.

Comment. Motorists remain one of the most persecuted groups in this country and elsewhere. They are taxed to the hilt and have to endure endless bleating's of politicians and a cycling lobby which would like to see cars banned from our roads. But this isn't about the Government inventing a new system of fines to fill the exchequers coffers. It's about basic respect and being prepared to walk a short distance than carelessly parking in a spot which will cause much inconvenience to a disabled person. Harsh justice or not – what do you think?

And finally ...

Caught on Camera

A driver on the M25 near Swanley (London Orbital) holds the record for the highest speed clocked by a speed camera in England and Wales between April 2013 and May 2014. The 149mph (239.8kmh) figure was revealed following a FOI request to 39 police authorities by the IAM. 85% of the police authorities responded to the FOI request.



Ideas4ADIs Something worth talking about

L of a way 2 Pass - Instructors Suite

This comprehensive videos will enable your pupils to eliminate numerous negative emotions that inhibit learning, including fear, panic, embarrassment, frustration and replace with confidence, and increased self esteem. The techniques are so effective, you'll find yourself using them for your own Check Tests! Advice from an expert will help you to combat the issues that dyslexic and dyspraxic learners face when learning to drive. You will learn how to assess your pupils individual Learning Style, so you can adapt your teaching style to match their individual needs.



Call: 08432 899 118 or visit: www.ideas4adis.co.uk





Our role as an ADI is predominantly dependant on our ability to effectively communicate. We talk well! However, the words that we use can be translated in many ways. We have all had the moment when a client turns around and quotes you. You know what you said, but hear what they heard and "Doh!" Your hand hits your head, or maybe theirs.

In the same way, we can use patterns in our language to influence, inspire and encourage. Some overtly, some covertly.

Language patterns are a huge subject used in both hypnosis and Neuro Linguistic Programming (NLP). Firstly let me express that there are huge differences between hypnosis and NLP, though they share many roots. One of the models NLP studied was Milton Erickson. He was an amazing man and hence NLPs focus on him as a model of excellence. Erickson was an expert at what are known as hypnotic language patterns, they are verbal 'tricks', ambiguities, generalisations and presuppositions designed to incite a response. Often they provoke a dual reaction - one from the conscious and one from the unconscious. Sometimes they are designed to baffle one, allowing access to the other (especially in those who analyse things in detail). These are not ways of tricking people, manipulating them or even misleading them. They are just ways to deliver a positive result, and avoid a negative one.

A simple classic example, that most of us will have heard of. "Turn right at the end of the road" Vs "At the end of the road, turn right". The first apparently allowing clients, or at least awkward trainers, to turn into the nearest driveway. The second achieving the desired outcome purely by rearranging its delivery.

When considering the patterns you use, try playing with the inflection as well as the phrase. Stating questions or ending on a questioning up note when making a statement can have powerful results.

There are at least 20 varieties of language pattern. I have looked at some of the useful ones below, and tried to provide some ADI related examples:

Mind Reading: Claiming to know the thoughts or feelings of another.

"I know that you are worried about the..." Great rapport builder

"I bet you are better at this than you thought you were". Note the alliteration almost folding back on itself.

Lost Performative: A statement that makes a judgement but not who's judgement it is.

"It's good to drive safely" - Say's who?

"That's right" (When doing something correctly - used by a lot of ADIs without knowing it)

Beware - while a generic well done can make them relax in the task, it can lose teaching/coaching benefits as it doesn't specify what was done well. This is the point of it, but as an ADI it can result in 'praising a negative' so be careful. A nice step on from this is to ask them what was good about it. Especially good with those pupils who struggle to express judgment. "There must be something good, after all my instructor said so! So what is it.....?"

Cause & Effect: The statement that one thing causes another. These also contain <embedded commands>.

"Don't <sit in the drivers seat>, unless <you are ready to be a driver>"

"By <taking control> <you will become a better driver>"

Complex Equivalence: Stating 2 things are/mean the same.

Where two things are stated as being the same or having the same meaning.

"Sitting in this car means you will be a safe driver"

"Remembering to breath means you will stay calm on your test"

Linguistic Presuppositions: Linguistic assumptions

"You are beginning to understand..."

"I don't know if you will feel more in control by fastening your seatbelt or turning on the engine"

"You will feel better once you leave the test centre car park"

Tag Question: A closed question on the end of a statement to displace resistance.

"Examiners genuinely want you to pass. They will always look for a positive result. Won't they?"

"And if something goes wrong while you are driving, you have every skill you need to fix it. Don't you?"

Comparative Deletions: An unspecified comparison

"Having me as an Instructor, you will learn more easily" (Compared to what)

Pacing Current Experience:

Giving them something undeniable.

"As you continue to breathe..."

"As you look at the road ahead..."

This can be used in two ways.

a) This creates a kind of 'Yes set'. You are referring to something they are doing and is true. Therefore your next reference is more acceptable even if they agree less.

b) You can link something they are doing to something they should be doing.

Double Binds: The illusion of choice. (Use this with my son all the time) "Are you going to eat the peas or the carrots?"

Nervous pupils "Are you ready to drive in this road or the next one?"

New pupil enquiry "Would you like to book 10 or 20 hours?"

"I can do any day. Thursday or Friday?"

Ambiguities - these can be:

Phonological: Sounding the same with different meanings.

Right/Rite/Write or Pass/Past

Syntactic: "Driving drivers can be challenging" (Are you referring to Driving a Driver or a Driver Driving?)

Scope: "Speaking to you as a driver..." (Are you the driver or are they?)

"Good drivers and learners/pupils..." (Are the pupils good too or is just the drivers?)

Punctuation: Run on sentences: "You are pausing at a junction to look how easily you can know when to go."

Utilisation: Using the pupils own comments.

Pupil says: "I can't do this." or "I can't drive"

Response: "That's right, you can't yet and that's because you haven't yet done the one exercise that will give you the necessary understanding."

Mis-speaks: Deliberate use of wrong words. My personal favourite "As we drive pass the test centre...." It's the verbal version of the FexEx arrow!

These are just some examples, I am sure you can think of your own. Inversely, consider the phrases you already use. You might find some real gems you could use more, or maybe a few stinkers that have been inadvertently scuppering your hard work.

Get your motor running...

Ian McIntosh, CEO,
RED Driving School



...set out on the highway



"Thank you for your business" said the man from Hertz. "Your Toyota Camry is parked in bay 116". And so started my little road trip across the southern states of the USA. Driving on the "wrong" side of the road is always a reason to stay especially alert particularly after a long haul flight so I settled down, fiddled with all the controls, set the mirrors and the sat nav then pulled out of Pensacola Airport into the sunshine.

As we have family in the USA, this was far from a new experience but it occurred to me how different driving in the USA is compared to Europe. Typically the lanes are much wider for a start. This may have something to do with the size of the vehicles: our Toyota, which was about the size of a 5 series BMW, seemed small in comparison to the huge SUV's and pick-ups which seem to be the vehicle of choice in the south. In many parts of the USA, there has been a trend towards smaller more fuel-efficient cars but there has been no mad scramble. Gas, petrol to you and I, was about \$5.40 per US gallon, which makes it about £3.15. Very roughly this makes it about £0.66 per litre. It has grown in price over there but is still cheap compared to the UK. The standard octane is 85 versus 95 in the UK which means the performance and economy is less on a like for like basis but it is still inexpensive compared to the UK. I guess that in part it is still no deterrent to owning a 4.5 V8 pick-up doing 15 mpg. My Toyota hire car was a 3.0 litre and returned 27 mpg even though I drove pretty gently the whole time. Given that a US gallon is smaller than an imperial gallon, this was probably more like 30 miles per imperial gallon.

I enjoyed driving the Toyota. It was very comfortable and had every conceivable gadget. It did however have one annoying issue. The windscreen pillars were very thick and combined with a very big wing mirror, the view when turning left was particularly obscured. As a biker, it reminded me how easy it is for a car driver to miss me at junctions. Other than that, I was happy with the car.

Over the next few days we passed through Florida, Alabama, Mississippi and Louisiana covering about 1000 miles, mostly in glorious sunshine. Some of this was on freeways but quite a few miles were on "two lane highways" and country roads. Taking to the motorway in the UK for newly qualified drivers can be quite daunting and many will have had no tuition of course. Similarly, driving on a freeway is a very different experience to driving on normal town and country roads in the USA. As Brits, we perhaps

have the impression that speed limits on freeways are 55 mph and everyone cruises along quite peacefully. It is only in the movie car chases where things get slightly more intense. Actually, many now have a 70mph speed limit and typical cruising speeds seemed to be higher than that. Some vehicles do gravitate towards the right and the slower lane as a matter of good practice but many will simply sit in their chosen lane oblivious of traffic. Slower drivers in the "fast" lane are universally dealt with by under-passing. It is just routine. Excellent observation is crucial when changing lanes and other vehicles may be passing you either to your left or your right. And once you begin to realise that this is the way it is done, you may find yourself passing vehicles on the right. It is disconcerting at first but quickly feels normal.

In coming to terms with freeway driving, it reminded me of the need to check mirrors, signal and then manoeuvre. Personally, I also think it helps to change lanes slowly rather than dart into the new lane – if you move gently into the new lane you are less likely to surprise someone. The fast lane or left hand lane of a US freeway is an interesting place. Some vehicles are of course travelling quite quickly but I think on this trip, I saw most possibilities. Sitting in the left lane at 50 mph engaged in a deep telephone conversation with a hand-held phone seemed like a popular thing to do. If the vehicles speed varied, it was sure sign that the driver was texting and we saw lots of this. Huge pick-up trucks towing huge boats could be found in any lane and the left lane seemed as good as any. HGV's are particularly interesting. It seems that the speed limit for them is the same as any other vehicle and they are allowed in the left lane of a two way freeway just as they are here. On one occasion, I saw a huge HGV happily sitting in the left lane of a three lane highway doing about 50mph seemingly oblivious to all the other vehicles passing him. I am informed that this was actually illegal but he didn't seem too concerned.

Now don't get me wrong. I am not complaining or passing judgement. I was a visitor to the country and my overriding requirement was to travel safely whilst not damaging the hire car or attracting the attention of the police. Even though it was a white Toyota, I was determined to be the "grey" man. Calmly and safely seems a good way to proceed and I took careful note of the advice of my US relatives: road rage is not a good idea with so many folk carrying a gun in the glove box.

It struck me that driving on freeways was an entirely different experience to urban driving. I know that sounds obvious but there was a marked difference in attitude. On the freeways, speeding, tailgating, under passing and just a hint of aggression was the "norm". In the towns, folk were super courteous, tailgating was less prevalent, speed limits were largely obeyed, drivers seemed more cautious and considerate, all vehicles in both directions stopped when the school bus stopped, and it felt as if drivers were actively looking for a reason to give way to indicate how nice they were. Driving in the urban communities of the southern states feels like a very pleasant, easy-going, relaxed place to be. No one seems in a hurry. I could get used to that. Well, in fact I did, which was something of shock when I arrived back in Manchester and had to navigate the morning traffic on the M60 and then battle my way across the M62 to Yorkshire. I had forgotten how busy our roads are and how narrow the lanes are. Teaching people to drive safely on UK roads is more than a job – it is an essential service!



Why make the same mistake?

David Poole



Over the next few months I will be looking at methods of improving relations between a franchise and an ADI. It doesn't matter if you fall into either category, or even if you are independent because what you will discover are methods I'm sure you could adopt if not now, at some time in the future.

The fundamental component to a driving school are the customers, the pupils. However nearly all driving school base their business on pupil recruitment and now I am going to tell you to think if that is wise.

Firstly let's look from an ADI point of view.

"Would you like some pupils?"

You reply yes, and after you have taken them on you come to realise some customers are better than others...allow me to put it in a better way, not all customers work out.

Why is that? Why do some customers leave, don't pay or just don't turn up to lessons.

The reason is simple, they don't value your services with high regards.

Now I could be opening up a can of worms here, and we could talk about your image, their motivation, your teaching style and their ability to pay.

But I don't want to go down that line, I just want to demonstrate that not every customer is suitable for you that's all. I might also add when a driving school approaches me for a website I have turned down business because I didn't feel it would be the right fit.

Ok so now the turn of the franchise.

"Would you like some pupils?"

The franchise gets the same pupils as in the first example, a real mixed bag.

So what happens?

If the instructors can't afford to pay you, they won't.

Some ADIs will end up owing you money and that feels awful for both of you.

You will have ADIs leaving, and you will need to recruit new ones.

Can you do anything differently?

This is not just about marketing, it is more than pupil recruitment and so is your driving school.

You can find more marketing help from David at www.DavidPooleAndAssociates.com and make sure you get your complimentary copy of Marketing 4 Driving Schools

DP David Poole & Associates

ADINJC - WORKING ADI'S WORKING FOR YOU WHAT OUR LOCAL ASSOCIATIONS AND GROUPS SAY ABOUT US

I look at the ADINJC membership from the point of view of a multi-car driving school owner. For a very reasonable price, I have signed up my school as an association and now all of my instructors and I benefit from the regular industry information updates, monthly newsletter, association meetings and available training courses. Not to mention the fact that the governing committee will take questions and queries we put forward to the highest level of the DVSA. If you are considering becoming a member of a national association then I can't recommend the ADINJC highly enough. It's a non-profit making organisation that puts all its resources into benefitting its members."

MATT STONE, LET'S INSTRUCT DRIVING SCHOOL

"Sometimes life as an ADI can leave you feeling isolated. This is why it's important to be a member of an association. Who is best, a local or national one? As a member of a local association which in turn is a member of ADINJC, I consider we have the best of both worlds. The ADINJC has provided support on numerous occasions and gives our SADDIA members a feeling that there is always someone behind us to provide help when needed."

**MARK CHRISTMAS
SECRETARY, SOUTHEND & DISTRICT ASSOCIATION**

"ADINJC is 'The association of associations' and it does what it says on the tin. Local associations benefit from being a member of ADINJC in the same way that you benefit from being a member of your local association. It is run by working ADIs, they are just the same as you are! So, if your local association isn't a member I suggest that you encourage it to join. The support and help on offer is invaluable and the Council meetings which are open to members are always interesting and a good opportunity to network."

**LARRY GIRLING
FORMER CHAIRMAN APDI (SW) PLYMOUTH**

"I would like to say a big thank you to you all on behalf of the Wessex Association for keeping us all so well informed on ADINJC items of news. Keep up the good work."

**ALAN DEWFALL
RETIRING SECRETARY**

WANT TO JOIN THE ADINJC?

Contact us for more information:

www.adinjc.org.uk

membership@adinjc.org.uk

0800 8202 444

"St Albans Association has been a member of the ADINJC for many years and have benefitted greatly from this alliance. Recently they helped us sort out a major problem with our local driving test centre"

ST ALBANS ASSOCIATION

"SmartDriving has now been an ADINJC member organisation for over three years – the benefits of direct representation, support and information offered by ADINJC has been of proven value to my 1600 members. I firmly believe that this non-profit organisation has a genuine concern for the improvement of our industry and in helping ADIs generally. No organisation is totally politically unbiased or free of "self-interest" but unlike some organisations who may be tempted to put commercial considerations or rigid political agendas before the best interests of their membership, the ADINJC are about as straight and independent as you might hope to get."

JOHN FARLAM, SMART DRIVING

Am I Insured?

Following some ADIs being told Waveney do not cover pupils driving home after test. If pupils use their own car then they must sort out their own insurance if they want to drive home after test.

If they are using the instructors car then the information below applies. We hope this helps clarify the situation.

Tuition Cover after the Driving Test (Waveney Group Schemes)

Waveney Group Schemes provides the following cover:-

The pupil is insured to drive the instructors car back from the driving test as long as this is classed as tuition and that the pupil is in the right state of mind and they are accompanied by a PDI/ADI who is still teaching/coaching the pupil.

Where the pupil is not still on a driving lesson undergoing tuition/coaching this would be deemed to be for social domestic and pleasure and therefore excluded from cover. Waveney Group Schemes policies do not provide cover for drivers under 25 where being used for social domestic and pleasure.

The cover below relates to insurer schemes provided by Waveney Group Schemes Ltd only and should not be taken as inclusion of cover by other providers using the same insurer. (To confirm you have the appropriate cover in place you should call your insurance broker)

Broker	Insurer	Cover Provided	Included/ Not Included
Waveney Group Schemes	Amlin Insurance	Cover for pupil to drive home from test whilst still undergoing tuition / coaching	Included
Waveney Group Schemes	Aviva Insurance	Cover for pupil to drive home from test whilst still undergoing tuition / coaching	Included
Waveney Group Schemes	Equity Red Star	Cover for pupil to drive home from test whilst still undergoing tuition / coaching	Included
Waveney Group Schemes	Markerstudy / Xpekt	Cover for pupil to drive home from test whilst still undergoing tuition / coaching	Included
Waveney Group Schemes	Royal Sun Alliance	Cover for pupil to drive home from test whilst still undergoing tuition / coaching	Included

If you would like a quotation from us including the above cover please give us a call on **08457 928272**

Tuition Insurance

08457 928272



Waveney

Insurance Brokers

BENEFITS OF JOINING THE ADINJC AS A LOCAL ASSOCIATION OR GROUP



A DEDICATED TEAM

We are ADIs who work as volunteers on your behalf, elected by members at the AGM. We don't pay salaries or shareholders and ADINJC is not a business.

A

ASSISTANCE AND GUIDANCE

We have a dedicated help line 7 days a week. We have a panel of working ADIs with vast knowledge and experience of the industry, ready and willing to help your members. They cover LGV, driver CPC, PSV, Motorcycle and B+E training, standards check advice, instructor training and more.

B



LEGAL ADVICE

We have our own solicitor who is prepared to chat with any member we consider needs legal advice. There is a 24 hour dedicated hotline for members to use.

REGULAR FREE MEETINGS

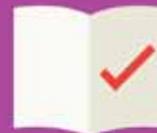
Regular meetings with guest speakers that representatives from your association can attend. These give you networking opportunities with other local associations. We can offer you help and guidance with your group.

VALUE FOR MONEY

We are a not-for-profit association. Any monies raised above our running costs are reinvested into the ADINJC to improve the service we offer to our membership.

INFORMATION EXCHANGE

Through our monthly newsletter, our website and regular posts on social media. Breaking news via our popular email alerts. Your association can link to our website and use our members section of our newsletter to promote yourselves. We can help your association with setting up a website.



CPD AND TRAINING OPPORTUNITIES

We offer popular and valuable nationwide workshops at discounted prices for members. We can create a tailor made event for your local association.

REPRESENTING YOUR VIEWS

We collate your views and then use them, as we have consultative status with the DVSA and other agencies. Help us unite and speak with one voice.



NATIONAL CONFERENCE

We hold the industry's largest conference, where you can air your views to a DVSA representative, listen to excellent speakers and purchase all the up to date ADI educational tools and products for your business.



DISCOUNTS INCLUDE HALF PRICE COPIES OF **adiNEWS**, THE LEADING INDUSTRY MAGAZINE, PRODUCED MONTHLY AND SPECIAL DEALS ON INDUSTRY RELATED PRODUCTS.



Last but not least they say they like our friendly, personal approach!



Contact us for details or for a copy of our guide to setting up a local association:

0800 8202 444 OR WWW.ADINJC.ORG.UK

Approved Driving Instructors National Joint Council



Standards Check Workshop

Birmingham Training Day



"Well done to the team" - **John Iliffe**

"Good day made me feel a lot better about the standards check" - **Martin Wright**

"Excellent day. The standards check is much clearer" - **David Taylor**

"Looking forward to putting some of the ideas in to practice. It's my test next month so perfect timing. Thank you a great informative day". - **Hazel Nielson**

"A very worthwhile day packed with loads of information. A necessity if you want to do well on your standards check." - **Mark James**



"Feel more confident now knowing what changes I need to make to prepare for the standards check. Really enjoyed it!" - **J. Thompson**

Very informative, well done. - **Joseph Danquah**

The course far exceeded my expectations. It was clear, informative, relevant and interesting. - **Ian Boulton**

This was an excellent day. Very beneficial. I have certainly learned more detail about the standards check so my confidence level has been raised. Thank you. - **P. Watson**



Tuition Insurance

08457 928272



Waveney

Insurance Brokers

Cover available for:

- ADIs/PDIs aged 21+
 - Off road tuition for pupil drivers
 - Guaranteed or Protected bonus
 - Comprehensive corporate driver training
-
- **Unlimited use of a dual controlled car following a claim** (terms and conditions apply)

Specialist policies for:

- **Fleets of driving school vehicles** (5 or more vehicles required)
- **Fleets of dual controlled vehicles leased out to driving instructors**
- **DSA Part 2, Part 3, ADI check test cover**
- **UK/EU breakdown and recovery cover**



Waveney Insurance Brokers - 08457 928272

Schemes Suite, Seymour House, 30-34 Muspole Street, Norwich, NR3 1DJ

Member's Corner

DIPOD - The Driving Instructors Podcast - Recorded 22nd May - 42mins

In which we get back to basics and discuss some Golden Rules, as well as give you a final chance to win in the first ever DIPOD competition.

- NJC and the SC
- The Golden Rule
- More Rules
- MOTs
- Tyre Changes
- 20 MPH Limits
- Interpretation
- Competition

Remember to send us in your comments. Email adi@dipod.co.uk or call 08432 892 556
You can find the show by clicking www.dipod.co.uk

ADINJC Member Question:

Could you clarify why it is illegal for an ADI to use a hand held devise for example an Ipad when teaching in a moving vehicle and yet the DVSA are proposing using such devices on a driving test?

DVSA Response:

The position is as follows:

Regulation 109 of the Construction and Use (motor vehicle) Regulations makes it an offence to drive a motor vehicle on a road if the driver can see whether directly or by reflection any cinematographic apparatus used to display anything other than information about the state of vehicle, to assist the driver to see the road ahead or adjacent to him/her or to navigate to his/her destination. To comply with this regulation, the potential use of tablet devices by examiners would require a shield to block the screen from the candidate's vision.

Regulation 110 states that no person shall drive a vehicle on a road if he/she is using a hand-held device, other than a two-way radio, which performs an interactive communication function by transmitting and receiving data. This regulation also states that no person shall encourage any other driver or supervise a provisional licence holder on a road, if the supervising driver is using a hand-held device, other than a two-way radio, which performs an interactive communication function by transmitting and receiving data. For the purposes of the driving test examiners are not considered to be supervising drivers, so they would not be subject to this regulation.

Regards - **Lesley Young**

Member Comment on the new DVSA DL25 form

I've just seen the newsletter article and email regarding the proposed new DL25, in my view it just looks like they've used the current headings and put in one box instead.

This would be of no use to anyone as there would be no detail whatsoever on the form to enable improvements after the initial detail of the debrief has been forgotten.

It would be useless for an ADI to look at when meeting a new pupil for the first time after a failed test to get an idea of their behaviour under pressure and areas for improvement.

I fail to see how the form is any closer to recording competency to the National Standards - it is still a measure of the number of faults not an indicator of achieving competence. Is this a joke from the DVSA? I think the form could be made easier to understand for everyone if it had more detail and less jargon and said what it actually meant, for example:



Following Distance replaced with Unsafe Separation Distance to others Use of Speed replaced with Speeding vs Legal Limit and Speeding vs Conditions Use of Mirrors - signalling replaced with Poor use of Mirrors - before signalling, etc.
Awareness / Planning replaced with two - Poor Awareness of Road Situations and Poor Planning Ahead
All the headings should be rewritten to reflect the standards but actually say what the candidate did wrong.

Delegate comments after our Bridgend workshop June 9th

Thank you (and James) for your generous advise and for an inspiring day. In fact I've just spent ten hours with some of my learners; coaching, listening, drawing mind maps etc. and it's working already! Very productive and enjoyable. - **Tim Ballinger**

I gained a lot more information on client centred learning which was my main reason for attending so thank you. - **Stuart Earp**

I'm glad I attended Bridgend. Many questions answered. **Tina Farrington**

Very professional, as always. - **Kevin Williams**

Very informative, well organised. - **James Chamberlain**

An excellent and informative day. A lot to take in but very good presentation which was very clear. Thank you. - **L. Jenkins**

I have left this workshop feeling positive about the standards check whereas before I worried too much. **Sheryl Collins**

Articles we have sent out via Email this Month

- The Driving Instructors Podcast - Show 74
- AIRSO National Fleet Driver Trainers Conference and National Truck and Bus Driver Trainers Conference
- DVSA - Some online services unavailable this weekend



And Finally... a quote...

"Alone we can do so little; together we can do so much"

Helen Keller

