



2020 NMEDA Board Election Bios

President

Christian Quandt – Advanced Wheels



Christian was 12 when Advanced Wheels was founded and worked part-time there growing up. After college and a brief teaching career, he came back to the company as Service Manager before taking on the role of GM a few years later. Christian has been very active within our industry's trade organization, NMEDA. Over the years he has chaired both the Testing, Compliance Review, and Mediation committees, and also served on the Guidelines and Quality Assurance Program committees. In 2017 he was appointed by his peers to serve on the NMEDA Board of Directors. Christian serves on the Ryan Martin Foundation Board and is former member and Treasurer of the CT Youth Leadership Program Board. Christian enjoys spending as much time as possible with his wife, daughter, son, family and friends.

Treasurer

Jud DeMott – Access 2 Mobility, Inc.



Small dealers should have a voice in the operations and planning of NMEDA. I would define a “small dealer” as being composed of one to three locations. It's easy to see the recent trend toward expansion and acquisitions by a few larger dealers. This is because the industry we have all chosen is dynamic, vibrant, and serves a booming demographic.

I have only the utmost respect for those expanding dealers' foresight and business acumen. It's likely that this trend will continue, but it seems that many smaller dealers are feeling disenfranchised when it comes to NMEDA's decisions and programs. One solution is for the small dealer to communicate, participate, and make the commitment to attend our annual conference. NMEDA has a lot to offer. It's not just a plaque for your wall or a logo for your website.

Access 2 Mobility is a small 12-year old dealership. I am co-owner and am actively involved in the day-to-day management of the business. The *sole reason* for my candidacy is to make sure that we one- to three-point dealers have a voice on the board. Bill Seibert always said, “*This is your NMEDA. Get Involved.*” So, for the last five years, I have served on the QAP Committee. Two years ago, the Midwestern dealers elected me to the board. I have been pushing for the streamlining of the QAP paperwork for a long time and have been a driving force for what has evolved as “*QAP Express.*”

If re-elected, I pledge to continue to make the voice of the small dealer heard. And by the same token, I will need to hear from you dealers to know your concerns and suggestions.

At Large Representatives

Eric Mansfield – MobilityWorks



Eric Mansfield has been working in the mobility industry for more than 12 years. He is currently the Vice President of MobilityWorks and is responsible for all consumer branch operations, including: sales; service; marketing; inventory management; and human resources. He is also responsible for the company's commercial van sales and business partner relations.

As a member of the MobilityWorks executive leadership team, Eric has been a prominent figure in helping to grow the company and its national footprint of dealer showroom locations. Prior to joining MobilityWorks, he was the National Sales Manager for Vantage Mobility International (VMI). At VMI, he was responsible for all dealer sales throughout the country.

Before joining VMI, Eric spent 16 years working for Alpha Enterprises where he held several positions, including General Manager and Director of New Product Development. Alpha was at the time the largest manufacturer of video cases in the world.

Eric has served on the ADED Board of Directors, BraunAbility Advisory Council and the VMI Dealer Council, as well as various committees throughout his career. He also serves on the Board of Trustees for Faith United Methodist Church in Akron.

Having worked on the manufacturing side of building accessible vans with VMI and now as a dealer of consumer and commercial vans with MobilityWorks, Eric brings a unique perspective of the industry that will significantly benefit the entire NMEDA organization and its members.

Bob Lundin – IMED Mobility



Bob Lundin is the President and founder of IMED Mobility. IMED has been a leading provider of wheelchair accessible vans and equipment since 2003. IMED has been an active NMEDA QAP member since 2004.

Personally, Bob has more than 15 years of experience leading sales and promoting growth within the automotive and mobility industries. Bob is a visionary who was one of the first to bring web marketing to both industries.

Bob has spent the last 2 years working with Vantage Mobility International as a consultant helping form the industry's first Internet Marketing Program (IMP). The IMP is focused on driving internet traffic to brick and mortar locations. Bob also spends time consulting with many individual mobility dealers.

As a Google Advertising Professional, Bob has spent time with the Google Search, Google Adwords and Google Analytics in various capacities and roles. Google is a leading search provider and has been very focused on the overall search experience.

Bob lives in Tea, South Dakota, with his wife Stephanie and two boys, Cael and Blake.

As a NMEDA board member Bob is anxious to increase the organization's visibility. As the internet continues to be a powerful platform to communicate with, Bob believes having a strong and unified message is vital. Being a NMEDA QAP dealer should have ancillary benefits that separate them from their competitors. Bob believes that by working together on an effective marketing alliance we will enable both NMEDA and the individual mobility dealer more exposure, credibility and an overall higher level of success.

Over the past years, I served on the NMEDA by Laws Committee and am also a member of ADED.

I welcome the opportunity to work with NMEDA to help all NMEDA manufacturers and dealers be heard, from small dealerships to large multi-dealerships. I believe when the membership of NMEDA works together, it will benefit all parties to grow and thrive to make a positive difference for our customers.

I am married with two children, and twenty grandchildren; I attended Oklahoma State University for Business Administration.

Manufacturer Representative

Kevin McMahon - BraunAbility



Kevin McMahon has been Executive Vice President of Sales and Marketing for BraunAbility since 2013. McMahon previously served as Managing Partner of The Martec Group, Inc., a global technical marketing and consulting firm based in Detroit and has a wealth of global transportation industry and marketing and strategic planning experience. Kevin is responsible for all sales and marketing BraunAbility, including Commercial, Consumer and

International.

In his over 20 years with Martec, McMahon developed an expertise in the automotive, transportation and mobility industries. He has partnered with several Fortune 500 companies to help reshape their market strategy and determine how to best position their products in domestic and global markets. Throughout the years, Kevin has worked with numerous notable clients in the automotive, truck and specialty vehicle industries.

Why I would like to serve on the board?

I would like to serve on the NMEDA Board of Directors because the people of BraunAbility believe the best way to serve wheelchair users and their family members is through a local selling and servicing NMEDA dealer. We believe that the NMEDA dealer is the optimal way to assure consumers select the solutions that best meet their needs through the sales process, and that their ownership experience with BraunAbility products is backed by certified service technicians close to home. By serving on the NMEDA Board, I can help advance these aims.

Canadian President (TBD by NMEDA Canada)

David Parton - Mobility in Motion



David Parton operates two Home Medical Equipment stores in Cambridge and Guelph, Ontario. The business began in 1994 and has grown over the years to become a multi-faceted operation catering to the needs of clients with varying degrees of mobility challenges. The last 5 years we have also developed an accessible vehicle division as part of the business.

My background is as a Heavy Equipment Technician. I spent many years in the business of selling and repairing various types of iron, everything from construction equipment, farm machinery and implements, and lawn and garden equipment. While my path did not keep me in that vein, and I came to be working with a spouse in the HME business, it came naturally to find a way to bring more complex mechanical products and services into the offering of my business. The spouse left, the business stayed.

My son James takes the lead often in the vehicle division especially taking on special projects like installing the TMN Robot