



# MEMBERS NEWS

Issue No: 193 - January 2023



## Contents:

- 6 Conference & Expo South 2023 -**  
Latest details of April Expo
- 10 Latest news from DVSA**  
Changes to the Online Booking Service
- 14 Cost of Living Impact on Mental Health**  
What is the 'Cost of Living Crisis'?
- 20 An industry of misinformation! -**  
Why is there so much in our industry?
- 24 Pedestrian Crossings**  
This month's lesson from Bill Lavender
- 28 Road Safety Information**  
Latest TSR from Graham Feest
- 30 The Evolution of the Car**  
How it came to be
- 34 Book an ADINJC course now!**  
Training Events January to March 2023
- 36 ADI Adrian**  
More motoring issues and articles
- 42 Coaches' Corner**  
The Essential Skills - Article 9
- 44 Members' Corner**  
A chance to have your say!

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*Views expressed in this newsletter are those of the individual authors and do not necessarily reflect those of ADINJC. Although we do not endorse any of the products or services promoted in the monthly newsletter, we do take care to ensure that products in the field of health and/or safety, have independent validation of the company's claims for its product(s) to ensure representation of sound and honest propositions to our members.*

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# Driving tuition insurance that ticks all the boxes

## Cover available for:

- ADIs/PDIs aged 21+
- Off road tuition for pupil drivers
- Guaranteed or Protected bonus
- Comprehensive corporate driver training

## Specialist policies for:

- Fleets of driving school vehicles  
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- 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
- Unlimited use of a dual controlled car  
following a claim (please contact us for full terms and conditions)

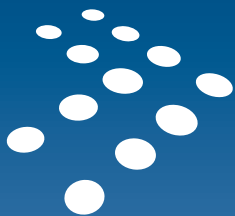
**We now provide driving tuition insurance**

## Waveney Insurance

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We are proud to be celebrating our Golden Jubilee,  
and thank all our members past, present and future  
for their support.

We have survived recessions, a pandemic and many  
government changes and are still here and thriving.

Passionate about our profession, we care for our  
members and will continue to inform, represent and  
support them in the years to come.

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## Most popular events on the instructor calendar

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### Spring Conference & Expo '23

Kempton Park Racecourse | Middlesex  
Sunday | 23 April 2023

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### National Conference & Expo '23

Newark Showground | Nottinghamshire  
Sunday | 8 October 2023



- 30+ expert speakers delivering seminars on topics including DVSA update, business growth, lesson planning, standards checks, driver training sessions
- 40+ trade stands showcasing latest products and services, including many special deals
- Network with hundreds of like-minded instructors
- Free parking
- Goody bag on arrival
- Win prizes on driving simulators, giant Scalextric track, etc
- Fun activities; EV display, VR experience, Tombola



Register for free at:  
**[www.intelligentinstructor.co.uk/events](http://www.intelligentinstructor.co.uk/events)**



# Conference & Expo South 2023

*Join us on the 23rd of April for an action packed event!*

The ADINJC & Intelligent Instructor Spring Conference & Expo'23 is a free-to-attend event for instructors at Kempton Park racecourse, 23rd April 2023. This will be the fifth conference of its kind, and builds on the success of the previous events. We've already confirmed over 20 exhibitors and anticipate over 600 visitors on the day!

An action-packed line-up of expert speakers will deliver a wide range of topical seminar sessions throughout the day, whilst our busy expo area will enable you to interact with a multitude of instructor focused businesses.

The one-day event is being held once more at Kempton Park racecourse, Middlesex, on Sunday, 23rd April 2023. Save the date in your diary now and register for free here.

Check out the [video](#) from our 2022 Kempton Park Event!

*Check out some of our confirmed speakers...*



***Richard Hennessy - Operations Director (South), DVSA***

Richard is accountable for providing driver/rider testing and all vehicle testing services. He'll be giving us an update from the DVSA and running a Q&A.

***Bob Morton - Founder, Client Centred Learning***

Specialist in standards check and Part 3 exam as well as coaching. Advanced Driver and Rider. Winner of the Institute of Master Tutors of Driving (IMTD) trainer of the year 2022.



***Mike Fowler - Senior Trainer, DRIVE Driving School***

Mike looks at ownership of the learning process and who is in charge of how the lesson unfolds - the client or the instructor?





***Lynne Barrie - ORDIT instructor trainer, ADINJC training team***

Lynne is a working ADI and ORDIT trainer. Lynne holds an M.A in Driver Training and gained 51/51 in her ORDIT inspection and SC. Author of the popular "Standards Check Success" book, she has helped hundreds of ADIs achieve their goals.



***Ray Seagrave - Owner, Ray Seagrave instructor training***

Advocate for Coaching and client-centred learning, Ray is an industry award-winning trainer and public speaker. A grade 'A' (51/51) ORDIT Instructor trainer and grade 'A' ADI, his passion is helping ADI's and PDI's develop their client-centred teaching and coaching skills to deliver the National Driver and Rider Standards around safe driving for life.



***Andrew Love - Head of Training, ADINJC***

Andrew is the Training Team Leader at the ADINJC, he has extensive experience working in all areas of driver training & ADI development.



***Leigh Brookes - Grade A Driving Instructor and Instructor Trainer, Xt Driver Training***

A former Police Officer, Leigh was involved in Advanced Driver training for many years before becoming an ADI and subsequently ADI trainer, he is also a member of the Governing Committee of the ADINJC



***Susan McCormack - Managing Director, Tri-Coaching Partnership***

Susan is co-Managing Director of Tri-Coaching and co-author of Practical Teaching Skills. She has an MSc in Driver Behaviour and Education. She is Grade A ORDIT registered with 51 out of 51.



***Kev & Tracey Field - Founders, Confident Drivers***

Kev and Tracey are creators of The Confident Drivers website and The Driving Confidence Podcast offering tips and techniques to help nervous drivers.?



***San Harper - Mindfulness Coach and ADI***

ADI for 18 years, now a grade A. Achieving DIAMOND Special and Elite Driver Qualifications, Fleet Trainer. Former Taxi Assessor for the Blue Lamp Trust and former Trainer on behalf of Gloucestershire Road Safety Partnership for Speed Awareness Courses.



***BOOK YOUR TICKET***



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Follow us on





## Changes to the Online Booking Service

Changes to the terms and conditions for using our Online Business Service (OBS) are now live. This means that the next time you sign in to OBS, you'll be required to agree to the terms and conditions before using the service.

Earlier this year we updated you on our progress on what we are doing to tackle businesses who are buying large amounts of tests and selling them for a profit.

The purpose of 'book and manage your pupils test service' was to allow you to register your preferences so that your pupils can see when you are available, when they are booking their tests.

Users can also use the service to book and swap tests on your pupil's behalf.

If you want to register for the '**book and manage your pupils test booking**' service, you'll need to contact DVSA.

Following a sharp growth in businesses registering to use OBS and offering learners tests for an additional fee, we've seen:

- an increase (20%) in traffic to our Customer Service Centre (CSC)
- an increase in applications to use OBS per week
- an increase in failure to attends

So, we have made the decision to **update the terms and conditions** for the users of the Online Business Service.

From 9th January, our updated terms and conditions came into effect.

You can read the **full terms and conditions on GOV.UK**. These changes will also affect motorcycle and vocational trainer bookers.

## What happens if the terms and conditions are breached

Should we find that users are misusing their accounts, we have put in place the right to take the following steps:

- First warning – You will receive a warning letter
- Second warning – You will be unable to make any new bookings for 3 months, but will be able to manage bookings (swap and cancel) already on the system
- Third warning – Your account will be closed, and you will be unable to use the system.

These suspensions will apply to any driving instructors linked to the business account.

## Using your feedback

We know some ADIs, and businesses use the system to swap and change driving test appointments. As a result we recently surveyed ADIs and businesses who use the service to find out more about how they use it and get their views on ways we could improve it.

In response to the business survey, we found that:

- 73.8% of you said that on average you use the service to book up to 100 tests a month
- 52.7% of you said that you use the service to swap up to 100 tests for another per month
- 44.9% of you said that setting a test swap limit for each organisation based on their monthly use would be effective in stopping abuse of the service.

We decided to survey businesses specifically as we know that overall, they use the service more than independent driving instructors and 75% of businesses book more than 100 tests a month.

We're also exploring the possibility of introducing a function which would allow users to search for 2 booking reference numbers when swapping tests. This functionality would be available for both business users and ADIs.

The full [\*results of the survey can be found on GOV.UK\*](#).

---

### ***Extra sites added to trials***

We wrote to ADIs in December 2022 to update you on the work we are doing to create a modern, flexible and efficient driving test service that is less dependent upon fixed estate and takes advantage of the investment and development of new technology.

To test the proof of concept we are running trials at a number of driving test centres in early 2023, initially at Doncaster and Birmingham (Kings Heath).

We are now extending the trial to include additional sites which are:

- Dumfries driving test centre
- Mill Hill driving test centre

During the trial 50% of the tests at the centres taking part in the trial will be done from an alternative site close to the existing driving test centre such as community buildings or sports and retail centres.

We will contact your pupils if their tests will be moved to take place from one of the alternative sites. If you made the booking for your pupil and you receive the email you must let them know.

---

### ***Warwickshire: interactive webinar for you, your pupils and their parents***

Warwickshire Road Safety Partnership is hosting a free webinar for you, your pupils, and their parents. The event is open for to anyone wishing to attend but will focus on those who are learning to drive in Warwickshire and the surrounding areas.

The webinar 'Together on the Learning to drive Journey' is also being supported by FirstCar, AA and DVSA. The purpose of the webinar is to help learners how to access the best knowledge and gain the skills they need to help them stay safe on our increasingly busy roads.

#### **When the webinar is**

The webinar will take place on **Wednesday 25 January 2023, 7.00pm to 8.00pm.**

#### **What's on during the webinar**

If you join the webinar, you'll hear about:

- our 'Ready to Pass?' campaign and how it helps your pupils understand how to prepare for their driving test and check if they are ready
- essential information for learners on choosing a car
- an update for learners on vehicle safety and maintenance
- the challenges inexperienced drivers face that could put their safety at risk

There will be a dedicated question and answer session where you, your pupils and their parents will have the opportunity to ask questions about the 'Ready to Pass?' campaign.

>>>





During this session you'll also be able to ask officials from the AA, First Car, Warwickshire Road Safety Partnership and Warwickshire Roads Policing Inspector questions.

## How you can help

We'll be emailing learner drivers with driving tests and theory tests booked in Warwickshire and surrounding areas to invite them to the event.

Please encourage your pupils and their parents to attend the webinar especially if you feel they would benefit from some extra help and support and find the webinar useful.

To register and receive your link to join this webinar, or for further information please visit the [Warwickshire Road Safety website](#).

The webinar will be recorded and will be made available to watch online following the session.

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## *Car driving tests with zero faults and top 10 faults data*

Statistical data sets about the number of car driving tests where the candidate made no faults, and the top 10 faults people make in the car driving test.

[Click here to view](#).

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## *Restarting ORDIT - changes to the assessment process*

In early 2023 DVSA will be increasing the number of assessments for existing members of the official register of driving instructor trainers (ORDIT) and applications for new members.

We limited ORDIT assessments after the pandemic to focus examiner resource on delivering ADI part 2 and 3 tests. We will be restarting them with increased capacity from early 2023.

If your registration has lapsed, you will need to apply for reassessment. You can do this by emailing a completed application to [ORDIT@dvsa.gov.uk](mailto:ORDIT@dvsa.gov.uk).

If you were applying when assessments were limited in 2020, we will contact you directly to confirm you still want to take the assessment.

## Changes to ORDIT assessments

You will still need to achieve a Grade A on your most recent ADI standards check. In addition, DVSA will also review information available about your work. For example, how your pupils and trainees perform when taking tests.

We will also be introducing a compulsory pre-assessment engagement call, like the one you receive ahead of a standards check. It will cover areas like test information, continual professional development (CPD) and training records.

In the practical assessment, ORDIT applicants will no longer have the choice of offering feedback or advice from the back of the car. Instead, they will need to 'role play' being a pupil and simulate faults for their trainee to correct.

We will be contacting all ORDIT members whose registration has lapsed since assessments were limited in 2020, about renewing their registrations.

# Approved Driving Instructors National Joint Council

The leading driving instructor organisation of its kind.  
Uniting local associations, groups and individuals.

**We support, inform and represent our members.**

## What our members say:



Wow, ADINJC your crew are doing a wonderful job. We are so happy to be affiliated to you all. Thank you from Blackburn Association.

- Linda Brooks



Thank you for speaking up for ADI's and producing an excellent letter. A big thank you to the whole ADINJC team.

- Mike, Vice Chair Sutton Area Driving Instructors Association

Find out more at [adinjc.org.uk](http://adinjc.org.uk), call **0800 8202 444**  
or email [secretary@adinjc.org.uk](mailto:secretary@adinjc.org.uk)

 [@ADINJC](https://www.facebook.com/ADINJC)

# Cost of Living Impact on Mental Health 2022-2023

Keith Prance of Rehab Recovery

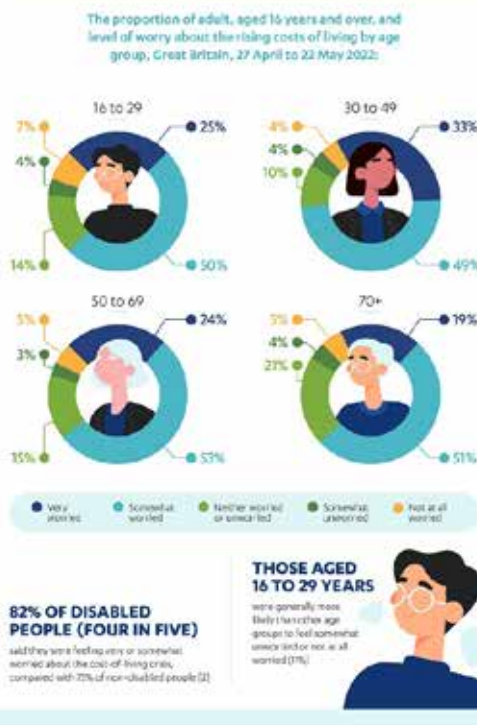
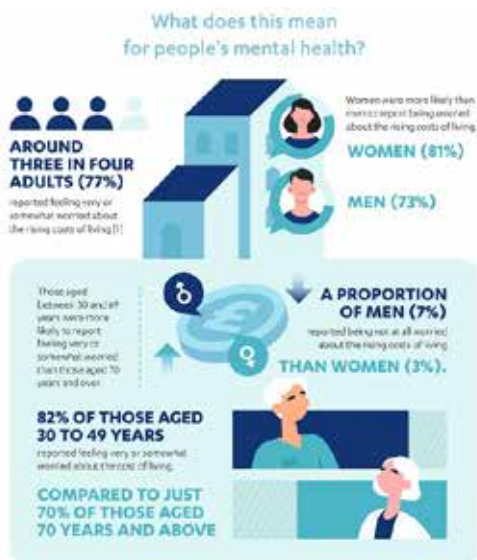
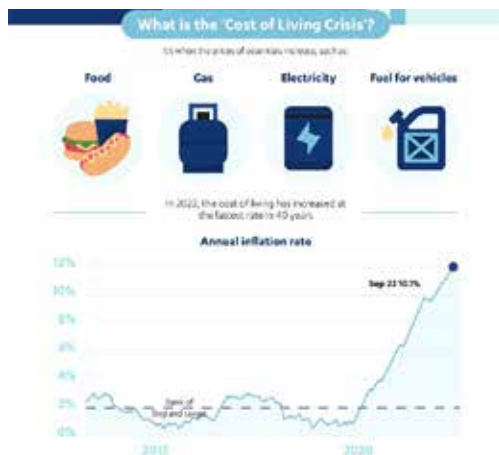
There is no doubt that the cost-of-living crisis has worsened people's experience of anxiety, and even triggered anxiety in people who are usually calm and collected. With no clear end in sight, people across the country are panicking about their finances.

Unfortunately, it is difficult to turn to healthy coping mechanisms in these times, and therefore many people have found themselves withdrawing from their loved ones, not sleeping, and using substances as a way to escape the current situation.

61% of people who are drinking more alcohol this year have admitted that the cost-of-living crisis was the main trigger for them (1). They are relying on the temporary high they get from alcohol to carry them through this challenging time, and this often results in addiction.

Very few Brits are immune to the stress caused by the cost-of-living crisis, given that it is affecting so many areas of our lives, i.e., household bills, transport, and food prices (2). Even if you try to keep your spending low, you are inevitably going to take a hit from the rising costs in the UK (3).

However, our infographic looks at who is the most concerned about this crisis. As you will see, the most vulnerable to anxiety are people on a low income, people aged between 30-69, disabled people, people with a dependent child, unemployed people, and people who are divorced or separated, and women (4).





That about 40% more Americans today know where to go for help is a sign that the country is doing better at helping its citizens, but it is not the only sign. The rate of homelessness has declined, and the number of people living in poverty has declined.



	Very worried	Somewhat worried	Not too worried or concerned	Somewhat concerned	Not at all worried
Non parent or parent not living with a dependent child	11%	38%	37%	4%	6%
Parent living with a dependent child aged 0 to 4 years	9%	34%	31%	6%	1%
Parent living with a dependent child aged 5 years or above	18%	38%	32%	3%	5%



	Very worried	Somewhat worried	Neither worried or unworried	Somewhat unworried	Not at all worried
Less than \$10,000	8%	48%	13%	3%	3%
\$10,000 - \$19,999	11%	41%	13%	2%	3%
\$20,000 - \$29,999	10%	38%	16%	4%	4%
\$30,000 - \$39,999	11%	37%	16%	4%	3%
\$40,000 - \$49,999	10%	41%	12%	2%	3%
\$50,000 - \$59,999	10%	31%	15%	7%	3%
\$60,000 or more	13%	17%	16%	6%	12%

**SEPARATED (36%)**  
were more likely to believe

ADULTS WHO WERE WIDOWED A

[illegible]

[1] [Warning of 'human catastrophe' as more turn to drink and drugs to 'numb stress' of cost of living](#)

[2] [Cost of living: How do food prices in your shopping basket compare to last year as inflation bites?](#)

[3] [Read more at alcohol rehab page.](#)

[4] [Women more vulnerable to cost-of-living crisis, according to new report.](#)





A huge thank you to everyone who has voted in the Intelligent Instructor Awards 2023 in association with AcciDON'T Driving School. We've received an incredible number of votes, but we'd love to hit a record number.

The more instructors who vote, the more credible the winners will be. In case you need a reminder, here's the categories you can vote on for 2023 (you don't need to vote on all of them, just the ones you feel strongly about)...

- Car Supplier of the Year
- Community champion of the Year
- Driving Instructor Car of the Year
- Driving Instructor Insurer of the Year
- Eco Driving Instructor/School of the Year
- Local Driving Instructor Association of the Year
- National Driving School of the Year
- Product of the Year – sponsored by FBTC
- Professional Support Provider of the Year
- Regional Driving School of the Year
- Training Provider of the Year

And don't forget our judging panel are already reviewing all the nominations including the big one...

- Driving Instructor of the Year (11 regional awards, one overall winner)

We hope you all have a great new year, here's to making 2023 and making your vote count! Feel free to forward on to other instructors too.

***CLICK HERE TO VOTE***

*Voting closes 21st January and only one vote valid per person, multiple votes will be voided.*

## A GUIDE TO ADINJC



## Professional Indemnity Driving Tuition

### Why is Professional Indemnity cover so important?

Because we all make mistakes in life, including in our business operations as a driving instructor.

However, if you make a mistake in running your driving school, the consequences can be very serious. You could, for instance, be sued for vast sums of money. Professional Indemnity will provide you with protection in case someone decides to take action against you even when you haven't done anything wrong.

The ADINJC Professional Indemnity insurance, provides the valuable protection you need as a driving instructor offering professional advice to the public, to prevent this happening. It covers you when, as a result of negligence, you are sued for losses or damages by a third party. In short, it gives you peace of mind: if a claim is brought against your business, you won't have to worry about the financial implications of a lawsuit. The ADINJC policy provides £5 Million cover for each and every member, ensuring you have sufficient cover. The policy also has a low policy excess of £500 for each and every claim.

You can find details of Waveney Group Schemes by going to  
**[www.driving-school-insurance.com](http://www.driving-school-insurance.com)**

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**Tuition Insurance**



### *Electric vehicles: policies and investment needed to continue growth*

The electric revolution continues to gather pace, with more than a third of the new vehicles registered in 2022 electrified in some form, new figures show.

Data published by the Society of Motor Manufacturers and Traders (SMMT) shows 267,203 new BEVs were registered last year, a 40% rise on the total of 190,727 in 2021.

Along with 101,414 plug-in hybrids (PHEVs), this means 22.9% of all new cars registered in 2022 can be plugged in.

In addition, 187,984 hybrid electric vehicles (HEVs) were registered – meaning 34.5% of the total market is now electrified in some form.

By way of comparison, a total of 1,614,063 new cars were registered in 2022 – down 2% on 2021 and still well below pre-Covid levels.

The SMMT says the growth in the zero emission vehicles could help the market “buck wider economic trends” in 2023 and deliver “significant growth”.

However, it warns that ensuring drivers in every part of the country can benefit from zero emission vehicles depends on Government policies.

For instance, while it recognises the need for fair vehicle taxation, the SMMT says plans to introduce VED on HEVs from 2025 with the same ‘premium’ threshold as internal combustion-engine cars ‘will disproportionately penalise those moving to electric’.

It also points to the importance of delivering a widespread charging network.

Mike Hawes, SMMT chief executive, said: “The automotive market remains adrift of its pre-pandemic performance but could well buck wider economic trends by delivering significant growth in 2023.

“To secure that growth – which is increasingly zero emission growth – Government must help all drivers go electric and compel others to invest more rapidly in nationwide charging infrastructure.

“Manufacturers’ innovation and commitment have helped EVs become the second most popular car type. However, for a nation aiming for electric mobility leadership, that must be matched with policies and investment that remove consumer uncertainty over switching, not least over where drivers can charge their vehicles.”

[Click here](#) to read other latest news from Road Safety GB



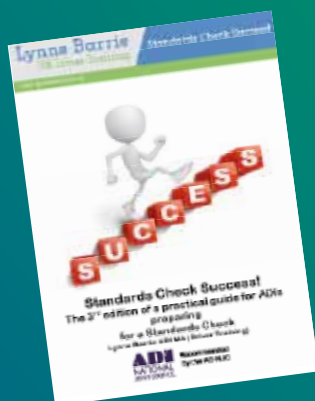
# Lynne Barrie, MA Driver Training

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*"After reading your book I have an A with 50 out of 51! It helped calm me down, is very easy reading and reassuring. I almost feel like I know you now!"* Sheila Holmes ADI

Additional insert with latest requirements during COVID-19



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# An industry of misinformation!

Tom Stenson - Worcestershire Driver Training



In an age of abundant, easily accessible information, why is there so much misinformation in our industry? I'm sure it is not just the driver training industry that suffers with this, it is likely rife in many other sectors.

There is a range of documentation for trainers to use; we have Driving the Essential Skills (DES), the Highway Code, the DT1 (examiners' guidance on how to deliver driving tests), the ADI1 (examiners' guidance on how to deliver ADI tests, including standards checks and ORDIT inspections), and Road Craft (the police drivers handbook) to name a few. Yet, industry myths still seem to be present and quite a few seem to be passed down from trainer to trainer, e.g. "if you drive with one hand on the steering wheel, instead of two, on a driving test, it will be a driver fault".

I see this quite a lot when delivering remedial training to instructors. I was observing a lesson last year where a PDI was pulling the pupil up about not checking the left blind spot before moving away. This conversation happened several times, each with the instructor telling the pupil how dangerous it was to move off without checking it. After the lesson had ended, myself and the PDI were discussing the issue. I asked the PDI if the left blind spot was so important to do before moving off, why wasn't he doing it after the pupil? His answer was, "I never really understood it myself, but my trainer told me the pupil must do it for their test".

It can be a difficult balance between trainees taking on guidance from their trainers and trainees taking guidance from their trainers without question. When I trained as an instructor, I was often told that I asked too many questions. This always frustrated me as I like to understand the reasons behind doing something. Unfortunately, there were things my trainers told me that I took as gospel that turned out to be misinformation. For example, I was told the handbrake needs to be applied when you get to a STOP sign, that way the examiner will know the pupil has stopped. I now know better and often kick myself for not questioning this more at the time. It seems obvious if a vehicle has come to a stop or is still moving. Not only does this type of misinformation shine more towards being test focused, it also doesn't have a valid reason behind it.

There are some difficulties surrounding the driver training industry, especially as learning to drive is very rarely black and white. Instructors often mention how examiners are not consistent in their marking: a pupil on test one week makes a fault and the examiner marks it as such, yet a pupil the next week makes seemingly the same fault but fails because of it?! Is this inconsistent marking on

the part of the examiner, or is this misinformation caused by misunderstanding the assessment process of a driving test? Context and outcomes are so important when driving tests are marked, but often it is the action, rather than the outcome, that gets misinterpreted as a steadfast rule and becomes driving instructor folklore.

One way to help negate this is to explain WHY we do something to trainees, the same way we should be doing with our learners. Having a valid reason why we do something should typically have more of an impact on a learner than just telling them to do it. This is also a good opportunity to hold up a mirror to ourselves as trainers and question why we are teaching certain "facts". When was the last time you as a trainer questioned and fact checked the information you are disseminating? It takes a strong character to admit they're wrong – but the benefit of sharing correct information should overcome our temporary hubris!

The other way I help my trainees and learners is assisting them to find some of the information for themselves. Giving learners and trainees the resources to find out the information on their own and know where to look when they have a query, is a powerful tool. They might find it difficult at first, but you've given them a resource to help look for answers long after you are their trainer. When there is a query, such as "checking the left blind spot before moving away", I often bring out DES and get the trainee or learner to find and read the section on moving off. We can then discuss if there may be times when a left blind spot IS needed.

Misinformation will abound in any industry where people do not continue to invest in their own knowledge. Each of us can play our own role in limiting it's spread by being proactive and critical in questioning what we overhear as gossip at the test centre or online. Being unafraid of the gaps in our own knowledge, and evaluating what we think we already know, are important to make us better learners, and in turn, better instructors.



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# DRIVING INSTRUCTOR INSURANCE EXPLAINED

Our guide walks you through the main features of driving instructor insurance and explains how you can keep your premium down with driving instructor insurance discounts. Get the advice to help protect your business.

## What is the difference to standard car insurance?

A standard private motor car insurance policy will cover you for social, domestic and personal use. Some policies also include cover for you to commute to and from a permanent place of work. So, if you drive the car to the same office every day, you will still be insured.

However, as a driving instructor you'll require business use for the driving test and tuition purposes. It is often more expensive than a standard private motor insurance, but it is extremely important to get the right cover to meet the demands and needs of a driving instructor.

## Why is it more expensive?

Driving instructor car insurance is typically more expensive than standard private motor insurance cover. This is because a driving instructor requires a number of additional covers not included as standard a part of a private motor insurance policy. These can include cover for:

- Any driver
- A replacement dual control car
- Negligent tuition cover
- Driving off road for drivers aged 14+
- Cover for hire and reward
- Cover for the examiner to drive your car
- Cover for modified vehicle (dual controls, sign written, disabled equipment, dual speedo)



For more information or to discuss your cover requirements contact our team on:

**01603 753 888**

[www.towergateinsurance.co.uk/driving-instructor-insurance](http://www.towergateinsurance.co.uk/driving-instructor-insurance)

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# Pedestrian Crossings

Bill Lavender BA (Hons) Cert Ed



Outside the car we are all pedestrians. Pedestrian casualties account for 7% of those killed or seriously injured on UK roads.

Pedestrians are one of the main groups of vulnerable road users. They can, and do cross the road almost anywhere. Our focus for this session will be where they are likely to cross, that is, at pedestrian crossings.

## Gain agreement on the learning to be achieved

- Recap on previous practice dealing with all types of road users
- How will you link any previous knowledge as a pedestrian using the road

## Core of the lesson

How many types of pedestrian crossing are there to teach?

- Zebra, Pelican, Puffin, Toucan, Equestrian and School

Does your learner know:

- what each type has in common?
- how to identify each type of crossing?
- the sequence of the light signals at controlled pedestrian crossings?
- the status of pedestrian refuges in the centre of the road?
- about not overtaking or parking within the zig-zag lines?
- about leaving the crossings clear in traffic queues?

## Mirrors Signal Manoeuvre (MSM)

The importance of having a safe system of approach

- **Mirrors**

The importance of

- checking for traffic following closely by using the interior mirror
- use of the outside mirrors when necessary

- **Arm Signal**

The importance of:

- giving a slowing down arm signal on approach to a zebra crossing where people are waiting to cross, in good time, where it is necessary.

- **Position**

Normal road positioning

- **Speed**

The importance of instructing your learner to use the correct amount of gentle braking to bring the speed down in time to give way, not overtaking on approach to, or within, the zig-zag lines.

- **Look**

The importance of:

- Continuous observation. Both you and your learner must watch carefully the behaviour of pedestrians near the crossing and those using the crossing.

## Instructor Notes:

- Use illustrations as frequently as you feel necessary. When dealing with not overtaking you can also check that your learner knows why it is illegal to park within the zig-zag lines.
- On the current ADI Part 3 test you will also be expected to deal with the use of direction indicator signals and all other arm signals briefly, in the same period.
- Do refer directly to the Highway Code for information on the penalties for pedestrian crossing related offences

## Phraseology

"In town, window down!"

Adapt your phraseology to suit the different road and traffic conditions at pedestrian crossings. For example:

- "What type of pedestrian crossing can you see ahead?"
- "Is there any traffic following behind you?"
- "Will you need to give way at the pedestrian crossing?"
- "When will you be able to begin moving off again?"

Don't assume that this is all you have to say or exactly what you will need to say every time. Your learner may not do what you ask, so you may have to repeat a particular phrase in a different way. You may need to change the words to fit the:

1. way you speak
2. particular learner you are instructing and
3. road and traffic conditions that prevail when you are using them.



# Pedestrian Crossings

Bill Lavender BA (Hons) Cert Ed



## Instruction Method:

Below are some examples of questions that you might ask your learner when they have practised sufficiently. With experience you can devise your own bank of possible questions. Questions used must be appropriate to the learner and the circumstances of the lesson. Judge the balance of “telling” and “Q&A” on how the learner responds to your guidance.

### Topic Key Point:

Types of pedestrian crossing

Beacons, lights and zig-zag lines

Pedestrian safety

Children and the frail/elderly

Mirrors

Signal

Manoeuvre

Not overtaking or parking

Giving way

Leaving crossing clear

Pelican crossing

Puffin crossing

Toucan crossing

### Typical faults to anticipate

### Sample Question:

Give me some examples of different types of pedestrian crossing. (Zebra, Pelican, Puffin, Toucan, Equestrian and School crossings)

How do you spot a pedestrian crossing?

Where must you look on the approach?

Who is most at risk crossing the road?

Where do you check first?

What signal could you give?

At what speed should you approach?

What must you not do within the zig-zag lines?

When must you give way?

What should you not do on the crossing?

What does the flashing amber light mean?

What is the sequence of lights at a Puffin crossing?

What other type of road user will cross at a Toucan crossing?

- Not showing recognition of the crossing or nearby pedestrians
- Not applying the MSM routine
- Speed too high on the approach
- Not giving way where necessary
- Stopping on crossing
- Beckoning pedestrians to cross
- Waiting needlessly at flashing amber lights.



### Lesson Plan evaluation:

- Simply ask your learner to state in their own words what they have learned.

Here are ten example questions that you might ask yourself at the end of the learning period. They are based on the needs of lesson planning, combined with risk management and teaching / learning strategies.

Your answers should be used to improve your plan for subsequent training sessions.

1. Did you identify the learning goals and needs?
2. Was the agreed lesson structure appropriate to the learner's experience / ability and matched with a suitable practice area?
3. Did the lesson plan need to be adapted to help the learner meet their learning goals?
4. Was the learner involved in analysing "learning points" and encouraged to take responsibility for their own learning?
5. If the learner had any queries, were these answered correctly?
6. Was feedback to the learner given in a timely manner?
7. Was feedback sufficient to help the learner understand any potential road safety risks?
8. Was the balance and level of instruction and/or coaching correct for the learner's ability?  
– Were all areas of weakness identified and addressed with sufficient information?
9. Did you manage any safety critical incidents appropriately? – Was any verbal or physical intervention timely and appropriate?
10. At the end of the session, was the learner encouraged to reflect on their own performance?



# Road Safety Information

Graham Feest ADINJC Road Safety Advisor



Graham Feest is the Road Safety Advisor to the ADI National Joint Council and is pleased to share this version of his frequently published Traffic Safety Roads Bulletin with Members. Graham is also available to speak at any association meetings/conferences throughout the UK. He makes no charge for speaking to those associations who are part of the National Joint Council but reasonable travelling and subsistence expenses need to be met. As part of his consultancy he presents at national and local conferences/seminars and workshops both in the UK and overseas and provides support and guidance to other people drawing on more than forty years' experience in the field of road and traffic safety. He is a former County Road Safety Officer and Head of Road Safety for IAM RoadSmart. Graham is Chairman of the Institute of Master Tutors of Driving and Chairman of RoSPA's National Road Safety Committee. As part of his consultancy he runs the UK Road Safety Network which is free to register.

The January edition of Traffic Safety Roads is out now. Many thanks to Graham Feest, our Road Safety Advisor.

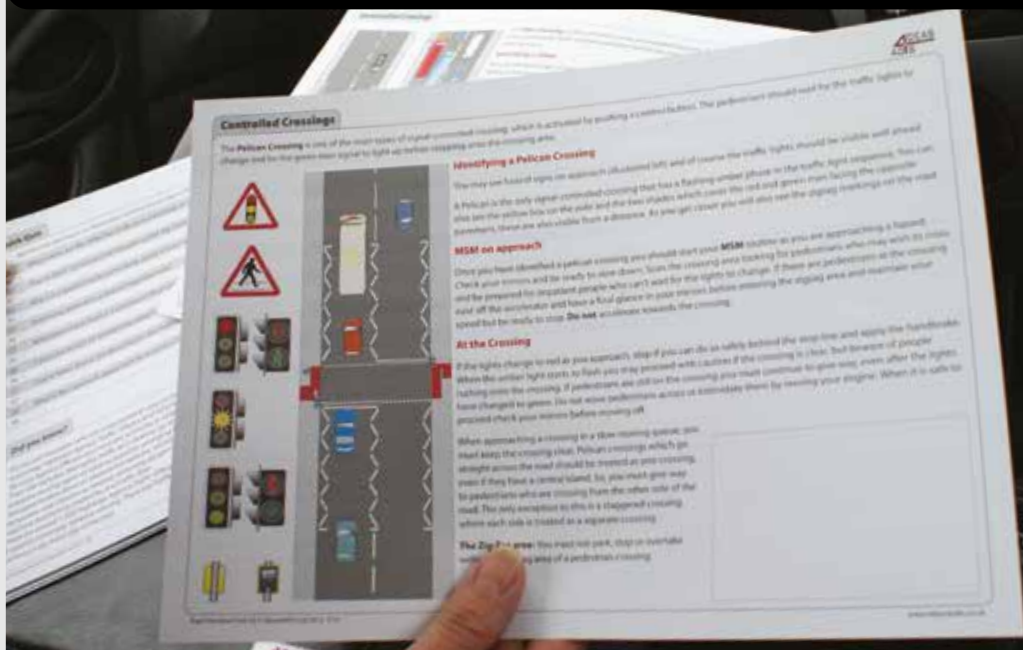


Items this month include:

- EScooters
- Animal Awareness
- Smart Motorways
- Small Grants Projects Announced
- Driver Risk Management Performance
- Hard Hitting Imagery of Road Crashes
- Low Traffic Neighbourhoods
- Cycle and Pedestrian Innovation
- Pothole Repair Machine for Tight Locations
- Speed Enforcement Campaign
- Edinburgh's Ambition for Vision Zero
- Design for New Generation Gantry Signs
- Additional Road Capacity Often Not Used
- Fines in Ireland
- The Highway Code in Welsh
- Roadside Breath Tests Drop
- Cycling the Wrong Way in a One-Way Street
- Driving Test – Not Easy
- Motor Schools Association of GB
- Music and Driving
- Lowering the Age in Europe
- Gig Riders at Greater Risk
- Electric Vehicles to Pay Road Tax
- Training Exercise Which Went Wrong
- Delivering the Safe System Approach

And much more!





## Pupil Handout Packs

**Our pupil handouts are the perfect tool to reinforce your in-car tuition!**  
**25 A4 handouts per set, 20 sets in a pack – that's enough to support 20 pupils!**

### Quality

*"I wish to congratulate you on the quality and format of your pupil handouts."*

PC DVSA ADI

### Professional

*"It adds immensely to the overall professional image. They give the student something to refer to in practice and in between lessons to keep the knowledge fresh."*

RL DVSA ADI

### Value

*"I ordered the pupil handouts and I must say for the price I paid I am totally chuffed, and so are my pupils. They are fantastic."*

HT, Salisbury DVSA ADI

**Visit our website for more details and offers on our training material.**

**[www.ideas4adis.co.uk](http://www.ideas4adis.co.uk)**





# The Evolution of the Car

Liam Greaney - Driving-Pro Limited



Last month we looked at the road and how it came to be. This month we will look at the car and how it came to be. The modern vehicle is a miracle of evolution. From horse and cart to the modern motor vehicle, carrying people and cargo in safety and comfort.

A vehicle's overall manoeuvrability is decided by its length. The longer it is, the more room it needs to turn. Think about the lorry that you tell your pupils about that moves out to the right in order to turn left.

Its stability depends on how wide it is. Also to a certain extent how high it is and where the centre of gravity is. High sided lorries are a problem in high winds. For an illustration of the effect of the centre of gravity, hold a broom at the end of the handle with the brush bit up in the air.

Remember also that our modern vehicles have evolved from the horse and carts that went before them. This means that the width of the road has already been set.

Let us have a look at how the number of wheels affect the way it carries load.

One wheel is very agile but not very good for carrying load. But where agility matters we have wheelbarrows. Two wheels are very light and manoeuvrable, but have little load carrying ability.

A hand cart or a pony and trap gets its stability from the power source. Either a pony or a person. A two wheeled bike will only stay upright when in motion. Neither would be used for loads of any size. But the two wheels give us a much better range and allow us to use mechanical advantage.

What if we added a wheel to have three. The load can be carried within the triangular area of the three wheels. When empty it would still be stable which will make parking it easier. The risks are that if one of the wheels goes in a pot hole the stability is lost.

Adding a fourth wheel dramatically increases the area and hence its load carrying ability. So for a bit of extra expense you have doubled the load carrying area. The stability has improved. Even losing a wheel means that you will still keep moving in the same direction so long as you are not too loaded.

### **Steering.**

With the horse and cart (and a car) it makes very good sense to steer from the front with the steering done through the front wheels.

A forward position allows for a good view of the road ahead and any immediate obstructions. With both horse and cart and the early motor vehicle forward position allows for observation and manipulation of the power source. By steering through the front axle you would steer in the direction you would want the vehicle to go.

If you steered from the back axle, to go left you would have to steer right. Also if you were up against a wall to steer away from it you would have to turn into it which would not be possible.

Swivelling the whole of the front axle requires lots of room. If one of the front wheels was stuck for any reason it would cause the vehicle to swerve off its path. They got round this problem by allowing the wheels to pivot on the ends of the axle rather than the axle to pivot on its centre.

This is called Ackerman Steering.

### **Engine Position.**

The power source moved from an external animal to an internal engine. When the power source was an animal it was attached to the vehicle and where the horse went the cart followed. But with a mechanical power source the problem is where to put it and how to apply it to the vehicle wheels.

In terms of placing it you have 3 choices, to the front, in the middle or at the rear.

In the early days this would have been unenclosed and at the front in order for the driver to observe. Eventually the noise, heat and reliability of this unit led to it being enclosed in a separate engine compartment.

By placing the unit at the front this solid lump increases protection available to the driver. This also maximises the airflow/cooling to the engine unit. By having the engine at the front this places the most weight over the wheels through which the steering is transmitted. The benefits of this are improved cornering ability.

By placing an engine in the middle of the vehicle this gives a good load distribution. This improves the handling ability and grip to the drive wheels. Active safety is improved by giving more traction so the ABS and Traction control work better. Passive safety gets bigger crumple zones.

The downside of this is the engine is now occupying space in what would normally be the passenger compartment. So placing it in the middle tends to be for sports cars where seating is limited.

The engine can be placed at the rear and will give a better grip under acceleration. However this will tend to give a tendency for the rear end to spin out during cornering. So when this arrangement is used it is only on the smaller vehicles like the Volkswagen Beetle.



# Notice of 49th Annual General Meeting



# ANNUAL GENERAL MEETING

Please take this as official notice of the 49th Annual General Meeting of the ADINJC.

**Date:** Saturday 4 March 2023.

**Time:** 10am start

**Location:** The Holiday Inn Coventry - Hinckley Rd, Coventry CV2 2HP

This meeting will be followed by the Association Meeting, with a speaker from DVSA. The agenda, minutes of the 2022 AGM and further details will follow as per clause 10.4.d of our constitution.

As it's our 50th anniversary year, the meetings will be followed by a celebratory lunch with presentations to some Governing Committee members who will be standing down.

Please forward intentions to attend, and apologies for non-attendance, to the secretary at [secretary@adinjc.org.uk](mailto:secretary@adinjc.org.uk). We will try to accommodate all those wishing to attend but may need to restrict numbers, and it will be on a first come basis.

Nominations for the Governing Committee, and Motions for consideration at the AGM should be submitted on the [attached forms](#) and sent to the secretary by email no later than 28 days before the AGM.



## Approved Driving Instructors National Joint Council

The leading driving instructor organisation of its kind.  
Uniting local associations, groups and individuals.

**We support, inform and represent our members.**

### What our members say:



May I just say that I am proud to be  
a member of such a caring society.  
A big "well done" to all you.

- Dave Clark ADI



Your work is relentless, just wanted  
simply to say THANK YOU for being  
there for us. I don't know what I  
would have done without ADINJC.

- Susan Speight ADI

Find out more at [adinjc.org.uk](http://adinjc.org.uk), call **0800 8202 444**  
or email [secretary@adinjc.org.uk](mailto:secretary@adinjc.org.uk)

 [@ADINJC](https://www.facebook.com/ADINJC)

## *Take control of your Standards Check or Part 3 assessment preparation.*

Often people wait until they receive the email from the DVSA to drop into their inbox before they prepare for their assessment. This approach puts the DVSA in control of when your preparation starts.

You can take back control from the DVSA by attending CPD courses such as the ones below. Start the year in control, book one of the courses below.

---

**Monday 13th & Monday 27th February - 6-8pm online**

### *Standards Check & Part 3 Made Easy with Lynne & Andrew*

The aim of this course is to demonstrate how the 17 competencies are linked, looking at what is done at the beginning of the lesson links to the middle & end. It will be split into 2 x 2-hour sessions, delivered via Zoom.

**£60 members £75 lite members**

**>>>>> [BOOK YOUR PLACE NOW](#)**

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**Tuesday 28 February 2023**

### *Standards Check Workshop*

Holiday Inn Winchester Telegraph Way, Morn Hill, Winchester, SO21 1HZ

The workshop will leave you feeling more confident and prepared and our expert trainers who are themselves ADIs will be there to help guide and support you throughout the day. Your workshop is an opportunity to meet fellow ADIs and take time for yourself to consider and improve your teaching ready for your standards check.

**£99 premium members, £120 lite members**

**>>>>> [BOOK YOUR PLACE NOW](#)**

**ADINJC  
Standards Check  
Part 3  
Workshop  
Corby**



Tuesday 14 March 2023

## *Essential Teaching Skills Workshop with Lynne Barrie & Andrew Love*

Holiday Inn Corby-Kettering, Geddington Road, Corby, Northamptonshire, NN18 8ET

**£99 premium members £120 lite members**

The session is designed to enhance your teaching skills to get the best from your student. The workshop is suitable for both ADIs & PDIs

The skills that will be discussed are

- Questioning Skills
- Feedback Skills
- Listening & Positivity Skills
- Identifying the needs of the Pupil

Lynne Barrie & Andrew Love are the session leaders for this event, both have extensive experience delivering training to ADI & PDI's, particularly with the SC & Part 3. Both are ORDIT trainers and well known in the industry for their knowledge in this area.

They have observed many Part 2, 3, Standards Check & ORDIT assessments carried out by the DVSA, which helps ADIs & PDIs to prepare for their test.

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There are limited places on these courses, so to ensure that you secure your spot, please go to [ADINJC Shop on the website](#).

If you haven't registered on our website yet, you'll need to register as a lite member to complete your purchase.

For the members that haven't migrated to the new membership structure or signed up to the new website, please call **0800 8202 444**

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## *Feedback from previous Standards Check workshops*

**What did you enjoy about the session?**

*Gave a good overview of the SC, held in a friendly and relaxed atmosphere.*

*The openness of everyone and the style of the trainer.*

*Friendly approach, great involvement and active my goals.*

**What did you learn from the session?**

*To ask the pupil more detailed questions and be willing to pull up more often!*

*To ask more about the pupil's choice. To use more probing and funnel questions.*

*Risk Management and how to achieve goal of higher score.*

*I just wanted to say thank you for coming "up north" to run the course today. I really enjoyed it and will benefit from taking snippets to adjust my lessons and be Standards Check ready, hopefully. I thought your approach to the day with your questioning style and coaching was very clever and informative at the same time.*

*It is good that you and ADINJC have listened and taken the time to come up north, as most training sessions and conferences from the 3 main associations seem to take place in the midlands or further south. I hope this is the first of many in the future. If you register as a premium member then you will get the cheaper price for our courses - and it's only £4 a month to be a premium member with all the benefits that brings.*

***Have a look at what the benefits are here.***







As ever, it has been difficult to choose the story with which to open this month's column. So, I have decided to take the easy way out and lead with the front-page headline of the Mail of December 22nd: 'Driving home for Xmas? It's a petrol rip-off'. It said that drivers face their costliest Christmas getaway ever. Filling up with diesel now typically costs £97 – almost £15 more than last year. Motoring experts accused retailers of 'heartless overcharging' by failing to pass on big falls in wholesale prices. Diesel has reached 176p a litre at the pump – 27p more than 12 months ago. Petrol is around 153p, 7p more than in 2021. That makes a full tank £84, £4 up in a year. Analysis by the RAC suggests petrol should be 15p a litre cheaper. Filling up has become much more expensive despite wholesale prices falling back to the same levels as last year and fuel duty being cut by 5p a litre in March. The RAC's Simon Williams said: "With the cost of living crisis making this one of the toughest Christmases on record, it is even more galling to know that drivers are being heartless overcharged for fuel, making this the most expensive ever festive getaway on the roads. The big four supermarkets, which dominate fuel retailing, have refused to significantly lower their forecourt prices to reflect what's happened with the substantial reduction in the price of wholesale fuel they are enjoying. We now have a bizarre situation where many smaller independent retailers are charging far less for their fuel than the supermarkets. We urge the supermarkets to properly cut their petrol and diesel prices to give drivers the Christmas present they deserve." I totally agree with Mr Williams.

---

And there was a story in the Mail of January 5th, which said that the sales of electric cars outstripped diesels for the first-time last year – but the charging network needed to keep them on the road is failing to keep pace. Industry figures showed battery-powered cars made up 16.6 per cent of new registrations in 2022 while diesels fell below 10 per cent. Petrol remained the most popular with 56 per cent. The Society of Motor Manufacturers and Traders says just 33 charging points are being installed daily across the country – far short of the 100 a day target. A SMMT report showed new sales fell last year to their lowest level since 1992. That was blamed on shortages of key components that have limited the number of cars being made. The SMMT is forecasting a 15 per cent bounce in sales this year because of pent-up demand, shrugging off fears that the looming recession could dampen buyers' appetites. Ministers are encouraging a switch to electric cars in the fight against climate change and sales of new petrol and diesel-fuelled vehicles will be banned from 2030. The SMMT said the lack of charge points for drivers during long journeys was putting buyers off electric cars. Too true. And Mrs Adrian and I are both running hybrids.

---

But the Mirror of December 27th had a piece with the headline 'Cops driving cars that are 36 years old'. It told how officers are being given police cars dating back to 1986. More than 1,500 vehicles are over a decade old, while in five areas some cars were registered more than 20 years ago, the Liberal Democrats found. The party, which looked at records from 28 forces in England, Wales, and Scotland, called for increased cash for police to ensure things like high-speed chases are safe. Home affairs spokesman Alistair Carmichael said: "The police should be using modern, fit-for-purpose vehicles, not cars older than the people driving them." The Home Office said forces will receive an extra £287million in 2023-24. But this 3.6% increase is well below inflation. Well, there we all are then.

---

And somehow, we have got to the fourth story before mentioning smart motorways. It comes from the Mail of December 28th and said that classic car owners are taking detours to avoid smart motorways for fear of being hit from behind while stopped in live lanes. Drivers of cars older than



25 years said motorways without hard shoulders have “too many risks” because their vehicles’ age makes them particularly susceptible to breaking down. AA chief Edmund King said the Government and National Highways should “go back to the drawing board” and return the inside lane of all-lane-running smart motorways to being a hard shoulder. Alan Hames, who was a highways engineer for more than 50 years before retiring, said he takes detours to avoid smart motorways when driving his 1972 Jaguar E-Type. He added 26 miles to a return trip from his home in Northamptonshire to a recent car event in London by using the M40 – which has a hard shoulder – rather than the M1, which does not. Breaking down on a smart motorway “brings too many risks for classic car owners”, the 80-year-old said. I know many other classic car owners who take long detours to avoid these deadly smart motorway death traps. At least a hard shoulder gives drivers the option of getting to relative safety.” I have said it before, and I will say it again ...

---

And the Mirror of December 28th had a piece which said that driving examiners would launch a five-day strike as part of escalating industrial action by civil servants in a dispute over pay, jobs, and pensions. Members of the PCS union in 71 test centres in eastern England and the Midlands will walk out. They are employed by the Driver and Vehicles Standards Agency. PCS general secretary Mark Serwotka urged the Government to “put some money on the table”. He added: “Our members have been offered a pay rise of just 2%.” Border Force officers with the PCS would resume strikes for four days in the same dispute. I have never been in favour of, and never taken, strike action and in my old age my views have not changed.

---

And there was an alarming story in the Mail of January 3rd. It told how a drowsy motorist who nodded off after setting his Tesla to drive itself at almost 70mph failed to wake up while police tried to flag him down for seven miles. With horns blaring, the German traffic cops spent almost 15 minutes attempting to get the 45-year-old man to stop as the car sped along the A70 autobahn in Bavaria – with the driver clearly visible “reclining in the seat with his eyes closed” and no hands on the wheel. A police spokesman said: “After about 15 minutes, the man finally woke up and followed the instructions of the police.” Tesla’s Autopilot features requires drivers to keep their hands on the wheel, but police found a ‘steering wheel weight’, a device that mimics the pressure of hands on the wheel, in the footwell. The unnamed man, who is suspected of taking drugs, faces a charge of endangering traffic and his licence has been confiscated. German motorists are not permitted to use fully autonomous driving features – and the system is not expected to be allowed in the UK until at least 2025. We should be thankful for small mercies, should we not?

---

And the Sunday Times of December 18th had a piece with the headline ‘E-scooters could end up making you fat’. It said that e-scooters are bad for the nation’s health because most people who use them would otherwise have cycled or walked, according to an official report into the new – and not always popular - form of transport. In a national evaluation of the e-scooter trial, more than half of riders (51 per cent) said that they would otherwise have cycled or walked. Only 21 per cent would otherwise have travelled by car or taxi, while 18 per cent would have taken public transport. The report, commissioned by the Department for Transport, states: “Their use may have led to a reduction in physical exercise, and a consequent negative health impact.” The study was conducted by Arup and NatCen Social Research across the 32 regulated rental trials in the 55 areas of England where it is legal to ride an e-scooter on a public road. It does not cover the more than one million private e-scooters that are used illegally. Well, there we all are then.

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And a story in the Mail of December 28th said that more than 50 drivers a day are being caught using their mobiles at the wheel, official figures have revealed. The number of motorists fined by police doubled in some areas despite tougher penalties coming into force. Across England

>>>





and Wales, the figure has gone up by 10 per cent in a year, Home Office figures show. The statistics revealed 53 motorists were being caught a day, with 19,665 fixed-penalty notices dished out last year compared with 17,873 in 2020. But road safety campaigners fear the figures could be the tip of the iceberg because police had fewer opportunities during the pandemic to catch drivers calling, texting, or scrolling at the wheel since Covid lockdowns led to traffic plunging to 50 per cent of normal levels. In the year to Dec 31, 2021, the latest figures available, Cheshire Police recorded a 100 per cent increase in penalties, from 516 in 2020 to 1,031 drivers reprimanded last year. Derbyshire Police also doubled the number of fines handed out from 57 in 2020 to 114 last year. Scotland Yard caught the largest number of drivers, with 4,196 fined for using their mobiles last year, an 18 per cent rise on the previous year. More than 1,000 fines were also handed out by officers in West Yorkshire, Cheshire, Greater Manchester, and Merseyside. But analysis of the figures by the AA also suggests that enforcement is not a priority in some forces. Suffolk Police has issued just 22 penalties in the last three years, with officers stopping only six drivers on their phones in 2021. Good grief!

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And the same issue of the Mail had a story which said that a driver is still behind the wheel despite having a staggering 63 points on their licence. The motorist is among more than 3,000 drivers with 12 or more points who are still entitled to drive, raising fears that serial offenders are getting away with a 'slap on the wrist'. Nicholas Lyes, the RAC's roads policy chief, said: "Most people will be utterly shocked to discover it's possible for someone to still be driving with so many points on their licence." The figures, obtained by the Liberal Democrats via Freedom of Information requests, reveal there are nearly 2.3million drivers with points on their licence. The number with 12 points or more but not subject to a ban is 3,021 – motorists can be banned when they accumulate 12 points within three years, but courts can allow them to remain on the road. Lib Dem transport spokesman Wera Hobhouse said: "Reckless drivers are being allowed to repeatedly break the rules. Surely for the safety of everyone the Government needs to look into this." Hear hear, I say.

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And finally,

Archaeologists in Egypt have discovered a tomb with a gold lining, filled with nuts and chocolate. They think it belonged the Pharaoh Rocher.

I'm writing a song about getting my lock replaced. There is a key change at the end.

Til next time,

*Adrian*

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## Public Liability Driving Tuition

### Why is Public Liability cover so important?

**Because we all make mistakes in life, including in our business operations as a driving instructor. Quite simply, if a member of the public (or any other third party) is injured or suffers damage to their property, arising out of the conduct of your business as a driving instructor, you could be held responsible.**

The ADINJC Public Liability insurance, is designed to provide protection from claims against you by third parties who may have suffered personal injury or damage to their property, during contact with your driving school. Most motor policies provide you with a compulsory £20 Million Public Liability cover for accidents and injuries that occur as a consequence of having an accident. The ADINJC believes it's important to ensure you also have sufficient cover away from the vehicle, and have therefore arranged for its paid up members to benefit from £10 Million Public Liability cover away from the vehicle. The policy also has a low policy excess of just £500 for each and every claim. The ADINJC policy provides £10 Million cover for each and every claim during the life of the policy.

A range of claims can arise. These can extend from accidents at your own business premises, to incidents that occur whilst providing advice or tuition whilst working away from your vehicle.

Increasingly, it is a requirement of many customers, principals, and clients (particularly local authorities and government agencies), that you be asked to present proof of Public Liability insurance before they will work with you, or allow you to work on their property or premises.

Compensation arising from Public Liability claims can be substantial, and may include loss of earnings, future loss of earnings and damages awarded to the claimant. In addition, considerable legal costs in defending the claim can be incurred, and the claimants' legal costs may also be awarded against you if you are found to be at fault. All would be covered under a comprehensive Public Liability policy

Claims for trips, slips and falls are the most common, but there are other events that can lead to a claim against you. The following are examples of potential claims that can give rise to public liability claims against your driving school:

- you open your door for a pupil who you inadvertently trip over, causing an injury;
- you spill a hot drink in a classroom and a pupil slips over on this, causing an injury;
- a pupil falls over some cones you have positioned to practice parking, causing an injury;
- you knock over a valuable antique whilst waiting for a pupil at their home;



## *Coaching The Essential Skills - Article 9*

There are many coaching qualities that will help make you a great coach. I have touched on 'a way of being' in previous articles, let's have a look at what skills you need to develop that 'way of being' as a coach. There are essential skills that you will need if you are to become a coach and adopt 'a way of being'. These skills are:

**Listening** - possibly the most underestimated skill,

**Questioning,**

**Feedback**

**Rapport** - we have a saying at Tri-Coaching Partnership that if you lose the rapport you lose the learning.

These skills enable you to become a coach rather than putting on a coaching hat.

Also included in 'the way of being' is the necessity to be human, to inspire others, and reflect on your own skills and life - skills that can be summarised under the fifth essential coaching skill - **Intuition**.

If you do not already have a coach but are aspiring to become a coach then you may want to actually get a coach and look at the process they use to help you instigate what is needed to take you towards the behavioural change that will become your 'way of being'.

Increasing your knowledge will help you and grasping an understanding of behaviour change models can help. There are many models that help the process of change and help you find solutions to enable you to take that transformational change into becoming a coach. Probably one of the best-known models is the GROW model made famous in a book by the late great Sir John



Whitmore called 'Coaching for Performance'.

Part of the change is to become self-aware by noticing what your body language currently says about you, how would you describe your emotional intelligence? Where do you grab your inspiration from? How do you inspire others? How creative are you with your ideas - do you prefer talking, drawing, or playing?

The more you become self-aware of who you are, the easier the process will be and I can recommend finding a coach as your way forward because this will take you one step closer to becoming a coach and creating that 'way of being'.

As we get further into these articles I will look at these essential coaching skills in more depth, the ones to focus on that I mentioned earlier are listening, feedback, questioning, rapport and intuition - this requires development but it also requires practice - spend some time checking your gut instincts and see how accurate they are. In the meantime, just notice whatever it is you can about yourself and your persona.

I hope you are finding these short articles helpful in your quest to become a coach or just to find out more about coaching, I welcome your comments.

[info@tri-coachingpartnership.co.uk](mailto:info@tri-coachingpartnership.co.uk)



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## *Congratulations to Mike Newman - British Empire Medal*

Many congratulations to Mike Newman on being awarded the BEM. Mike is an inspiration, having been born totally blind he always had a passion for cars and it was his life's ambition to become a racing driver.

He knows the challenges blind and disabled people face and it is that, coupled with his love and exhilaration for driving, that led him to believe he can help other disabled people by offering driving experiences to people just like him.

Mike worked tirelessly to live his dream, and through grit and determination to succeed, he worked alongside a local Jaguar dealership, to acquire a racing car that would enable him to do it.

Fast-forward over a decade, and super human, Mike Newman is a 9 times World Record Holder and currently the fastest blind man on land and water on the planet.

The charity he formed, *Speed of Sight*, offers track and off-road experiences for people who will never be able to drive on a road. The ADINJC has been pleased to be a supporter of Speed of Sight for a number of years and would like to send our warmest wishes to Mike and his team.

If you would like to know more about this worthy charity, or to make a donation, just pop over to the *Speed of Sight* website.



*Calling all budding writers out there. Would you like to write for ADINJC in 2023? Perhaps you'd just like to see your name in digital ink? Please do send us in articles and indeed anything of interest. We welcome your views and ideas and as editor, I look forward to hearing from you. Email [studio@ideas4adis.co.uk](mailto:studio@ideas4adis.co.uk)*

*This month as every month, thank you to everyone who contributes and helps ADINJC, most especially our magnificent Sponsors.*

“

QUOTE

*Never give up on a dream just because of the time it will take to accomplish it. The time will pass anyway. —Earl Nightingale*

”



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