



**InterMotive Vehicle Controls
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By Leslie Horton, VP AABPA**

InterMotive Vehicle Controls was founded by Greg and Linda Schafer, began operations inside their living room and incorporated in 1996. A woman owned business; InterMotive has evolved into a 35 employee company approaching \$10M in revenues and is located in a 15K SF building at 13395 New Airport Road – Suite A in the Auburn Airport Business Park. One of Greg's goals for 2014 was to attain his pilot's license.

In my recent interview with Marc Ellison, VP of Sales and Operations, I discovered that InterMotive designs and manufactures electronic control systems that can be readily installed in the dashboards of work trucks, commercial and school transit vehicles, paratransit vehicles, emergency response vehicles and recreational and everyday transporters. Today, 70% of InterMotive's business is east of the Mississippi and it is estimated that 90% is east of the Rockies.

Intermotive is the largest interlock manufacturer in North America. Representing about 60% of their sales, this product is a wheelchair lift safety device featuring interlock and fast idle systems all in one. With a dashboard indicator, the driver can determine if it is safe to engage the wheelchair lift by determining whether the parking brake and lift door are properly engaged. The product also monitors a variety of OEM sensor inputs to identify when high idle is appropriate to maintain occupant ambient air temperature. Utilized by numerous paratransit companies across the U.S. and Canada, Sacramento region Pride Industries is on its client roster.

Another important product offering is InterMotive's surveillance mode module for police, sheriff and other guard/security organizations. This product warns the vehicle occupant(s) when someone is approaching the rear of the vehicle, automatically raises the driver's window, locks all doors and flashes the backup lights when someone/something is detected. The dashboard technology utilizes blind spot information system and rear backup sensors with a backup camera. Designed in conjunction with Ford engineering, Intermotive may also use this innovative product within non-Ford environments subject to a royalty payment.

For companies with a fleet of work trucks or vans, driving safety and gas economy are increasingly important. InterMotive's fuel economy minder provides the driver with real time feedback and awareness through accelerator pedal vibration whenever speeding, aggressive acceleration, hard braking or concurrent use of the brake and accelerator pedals are taking place. This education creates driver education and mindfulness. Clients such as PG&E, Verizon and Scott's Lawn Care have discovered the significant benefits of this exciting, easily installed offering.

Beyond the aftermarket licensing relationships with Ford and Chrysler, negotiations are currently underway with another well known OEM where the InterMotive product would be pre-ordered directly through the OEM and then manufactured and installed into the vehicle at one of the OEM's global manufacturing facilities. This may be a major homerun for InterMotive and become a replicable model looking ahead. They would like to find a larger facility in 2015 for their growing company.

Greg and Linda Schafer are committed to keeping their creative and thriving company in Auburn. In addition to their predominantly Auburn and Forest Hill employee workforce, InterMotive is passionate about hiring employees with learning disabilities. They work closely with Placer County's Employment Services Program.



The Intermotive Team



Ecolock Technology



Vehicle Speed Limiter