



BESPOKE PLUS

"Enhancing Quality of Life"

August 2003

Volume 1, Number 1

"RGK Wheelchairs, Inc., is the national distributor for VARILITE™ products. The company is based in Ottawa."

NEW in 2003!

- **Evolution Back even better!**
- **Need additional postural support, no problem with the new Deep Evolution Back!**
- **Evolution cushions now available in bariatric sizes!**

VARILITE™ in Canada

In March of this year, VARILITE™ and RGK Wheelchairs, Inc., entered into an agreement that made the Ottawa based company the exclusive distributor of VARILITE™ seating and positioning systems in Canada. Immediately, a **1-866-Varilite (827-4548)** number was established and www.varilite.ca was posted on-line.

"We are working to make it easier for the end user of the product and the dealer to enjoy VARILITE™ products," said Reg McClellan, President/CEO, "and we are shooting to ensure that everyone becomes more aware of the importance of seating and positioning systems. We are stocking all cushions and backs in the popular sizes so we can deliver next day in central Canada while servicing the east and west in 2-4 business days. If we do not have the item, we explore the fastest means possible to meet the needs!"



RGK

RGK, a company formed in 1989 by Russel, Greg, and Keith to lead the world in manufacturing **BESPOKE** wheelchairs came to North America in 2000. The chairs and the concept was marketed and promoted by FWSI, a company owned by Reg McClellan who had also been involved with Quadra and Kuschall in Canada.

RGK Wheelchairs, Inc., a new company was incorporated in November 2002 to continue marketing and promoting RGK Products in North America and to escalate the plan to fully manufacture the products in North America. The principals involved in this venture are Russel Simms¹, Greg Eden², and Reg McClellan³. Information is available on-line at www.rgklife.com and www.4RGK.com.

Seat and Back Selection Guides



If you need an evolution, Zoid, Stratus, Express, Proform, or Solo cushion, we have them in stock along with backs, cheat sheets, drop bases, and solid inserts. If you are not sure what to use when, pick up our selection guide at www.varilite.ca or order one the next time you call!

¹ Founder of RGK Wheelchairs in the UK – Commercial Director/Partner

² Founder of RGK Wheelchairs in the UK – Engineering Director/Partner

³ Founder of RGK Wheelchairs, Inc. in America – President/CEO

Joy Adamthwaite (Yates), loving wife of Bill, passed away June 16, 2003 at sixty years of age.

Thank you Joy!

Varilite™ News is distributed electronically through the dealer network and web sites.



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Remembering “Joy”

When RGK Wheelchairs, Inc., took on the VARILITE™ line in Canada, Bill and Joy Adamthwaite (Yates) had been representing the products in Ontario through their company, Aries Medical. To ensure continuity and continue a great relationship a contract was offered and accepted by Bill and Joy.

Joy founded Aries Medical in 1996 and put her years of experience with Canadian Medical and Invacare to use in building a market for a number of new medical supply products. She worked tirelessly to get VARILITE™ off the ground and we are extremely thankful for the job she has done. Many will miss her, but no one will miss her more than Bill who we send our best and relay that we are there for you.



ZOID Cushion Feature



The Zoid Performance cushion is the first and only cushion designed to enhance athletic performance. The Zoid is also the only Performance cushion to feature the #1 impact and vibration reducing technology.

Zoid Features

- 2.5" height meets most international sporting regulations
- 1" taper front to back for tighter fit
- absence of medial thigh separator
- Extra-stiff, beveled laterals provide lateral support/improved balance
- Self-inflating technology lets the user immerse into the cushion to lower center of gravity and improve agility
- Largest size weighs only 1lb
- Moisture-wicking cover with rolled top panel eliminates seams

Web Links

Check out the ZOID and complete line at www.varilite.com and then visit www.varilite.ca for Canadian pricing, selection guides, dealer applications, etc.

RGK BESPOKE

RGK *BESPOKE* is a free bi-weekly communication vehicle produced by RGK in the UK designed to provide timely information about new products and the latest in policies and procedures. It is distributed via email and you may subscribe by sending a message to America@RGKLife.com and put Subscribe *BESPOKE* in the subject line. **BESPOKE PLUS** will be distributed to the same database and focus on other products and services associated with RGK Wheelchairs, Inc., in America.

If you have an issue, concern, or question that you think we should be expounding on, please contact us at your convenience in the manner of your choice.