



**VARILITE™**

New site coming:

[www.varilite.com](http://www.varilite.com)

*Whatever PDA or telephone you use, 2006 will see you with access to information and browsing like never before!*

*Could you make use of Adobe's new Breeze program?*

Yes

No

Undecided

[info@4RGK.com](mailto:info@4RGK.com)

Did you know that all VARILITE® cushions should be effective for five or more years under normal use? It is important to suggest to users to regularly open their valve when the cushion is not in use to allow the foam cells to fully inflate.

## Trends On-Line



In an article from the server room ([www.webnames.ca](http://www.webnames.ca)) Dave Watson muses about trends on the Net for 2006, *"even the people who believed in the Internet from the beginning are astounded at how powerful it has become"*. He goes on to make predictions related to new technology, productivity, and the evolution of learning new ways of doing business to assist in driving what we do day to day.

Blogging and pod casting last year can be related to an experience of the winning team that no-one really heard about until they won the world championships, unless you were inside the election campaign which culminated in a Conservative minority parliament. The election in Canada has Blackberry's, Treo's, and other Personal Digital Assistant (PDA) devices humming. Many people in our industry are picking up these devices, but yet many are still relying on telephone and fax. We have to ask ourselves; how best do we get our message out while confirming that the message is able to be received. An avenue I would like us to look at is Adobe's newest product called Breeze. Adobe is an innovative and trusted corporation worldwide and does superior product testing. Their latest software addition is a web communication system that elevates online training, marketing, sales and Web conferencing to a new level. It is deployed using Macromedia® Flash® Player, which is apparently installed on 98% of browsers worldwide, so audiences can access this high-impact communications instantly. Wouldn't it be convenient to have dealers, prescribing authorities, end users log into a daily meeting which provides product overviews, live chats, and an interactive environment to educate and inform both ways? Live meetings, on demand presentations, web seminars, blended learning, etc., all without the hassle of travel! If you would like to comment on whether or not you feel this technology would help you, please send an email to us at [info@4RGK.com](mailto:info@4RGK.com) with Breeze in the subject line.

I won't even begin to touch on Dave Watson's 2006 predictions for Personal Media Production, Digital Media (main consumer trend today), The Mobile Web, or Mapping (tying the virtual and real worlds together or simply knowing where the WiFi hot spots are) a trend that [www.google.com](http://www.google.com) has a strong handle on. Then there is localization; an older trend whereby search engines are geared to providing information that is within walking or wheeling distance and supposedly makes up 20% of all search requests today. Dave's last big prediction is the Data sphere. Basically, millions of people are adding data online for a larger audience to glean from; we are able to walk down the street and literally get answers to questions from thin air. Those answers are indexed, or new questions are posed with the answers coming fast and furious.

Information overload ... no question, but what an exciting time we live in ... my dad never got the chance to use a computer and he and mom along with my oldest sisters traveled 75 miles on their own carved trail by horse and wagon to homestead in northern Saskatchewan; and that was not all that long ago?

Talon™ brackets are designed to bend under impact stress, but may develop stress cracks if mounted in the most vulnerable position (end of bracket attached to the lowest position on the shell and then it needs 100 pounds repeatedly placed on the top edge of the shell 45,000 times). All this to say, check the brackets regularly for metal integrity.



*Our*

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## VARILITE® News

The new **MERIDIAN™** is getting great reviews from people using the product and those working in the industry as prescribing authorities. Our second shipment for 2006 is enroute and due to arrive this week (no, we did not sell the first 600 units for the Canadian market; the tractor trailer unit delivering the product was in a horrific accident and fire in the North Bay area which resulted in the whole unit being buried in a landfill). The **MERIDIAN™** is ultra-light weight, has a dual chamber for enhanced positioning, two valves up front, pediatric through bariatric sizing, available with and without the **WAVE™**, and designed to prevent sacral sitting! This product is recommended for people with ALS, MS, Spina Bifida, and particularly for quadriplegics. You can download a brochure here: [www.4rgk.com/downloads/Meridian\\_Brochure.pdf](http://www.4rgk.com/downloads/Meridian_Brochure.pdf)



As per all other products (except the **ZOID™**), you can order a regular or incontinent cover with no additional charge. Further to inquiries regarding the incontinence features, please note that there is a coating on the backside of the incontinence material that is sprayed on (non-latex) creating a waterproof barrier. It has tiny holes to allow humidity/perspiration to escape while not allowing water to penetrate. This light grey coating is mostly hidden by the reticulated foam that is sewn to the inside of the top panel of the cover. It is very important to note that latex is not used in any **VARILITE®** products and that the coating is a urethane base. The top and side materials are waterproof in nature by the weave design and the coating is additional reinforcement. The coating stretches with the fabric keeping the waterproofing intact.

There is no problem in affixing headrests to the back systems. The warranty that **VARILITE®** provides with the product covers drilling holes for a headrest and the **VARILITE®** PAL lateral supports. If holes need to be drilled, it is recommended that they be on the flat center panel as flush mounting is sturdier than attaching headrests to backs that have a rounded or contoured center panel. The **Evolution™** Back has a flat center panel for accessories being added to the product. The PAL products have the same contour as the back itself with pre-slotted areas for the secondary supports.

## Bits and Bytes

- A Thank you to Jeff Preston in the next issue as he leaves Shoppers;
- Leadership with the Active Living Alliance in the next issue;
- In the GTA and Southern Ontario January 25-27;
- Quebec, here we come January 31-February 3 with Frank Aggozzino!

## See Bespoke Plus @ 4RGK.com

**BESPOKE PLUS** helps market and promotes **RGK Wheelchairs, VARILITE®™** Seating and Positioning Systems, **KENDA** Tires, **SPINERGY** Wheels, and other products through the North American company called **RGK Wheelchairs, Inc.** Back issues may be found on-line at: [www.4RGK.com](http://www.4RGK.com)

**If you have something that you think we should be expounding on, please contact the editor, Reg McClellan.**