



CSMC 2009 is set to go May 12-14, 2009 at the Toronto Congress Centre. It is Convergence this year and bears the logo of the VGM Group who purchased CSMC last year.

We had difficulty making the decision to attend what has been an annual event for us due largely to the fact that this year's program invited members and non-members for the first time. This distinction related to VGM Group Service Members and the Motion Group considered the members and all others as non-members with different financial commitments. Long time manager, Theresa Risi hung in there with her board of directors and has guided us through the changes.

Ki Mobility Catalyst 5 on AADL

We were pleased to receive notification from Muriel Roggensack, Manager of Mobility and Equipment with the Alberta Aids to Daily Living (AADL) Program that our Catalyst 5 will be on the Approved Products Listing (APL) effective July 01, 2009.

We look forward to being in Alberta in the near future to showcase the product and let the dealers know of some of the new products on the market with the Ki Mobility line like the new scissor lock, the castor pin lock, the Tsunami, the Catalyst 5 Super Low Frame, piece flip up footrest, electric blue color, and more innovations coming monthly!



Stan Cassidy Center

We take this opportunity to thank the Stan Cassidy Center and their staff for their interest, attention, and hospitality April 08 in Fredericton, New Brunswick. This center was founded in 1957 and was known as the Forest Hill Rehabilitation Centre.

In 1994 it was renamed the Stan Cassidy Centre for Rehabilitation, and was designated as the provincial provider of tertiary neurological rehabilitation for New Brunswick. They meet a wide range of needs at the facility and we were pleased to have the chance to visit the facility and provide information on our product line. We have demo product in the facility and look forward to an ongoing relationship. A special thank you to Brenda McAlpine, Occupational Therapist for hospitality above and beyond.

Business Development Position

RGK Wheelchairs, Inc., has advertised a new business development position related to sales and marketing. This is a position that is outlined in a call for applications listed under company on the web site at www.4rgk.com. As you may know, **RGK Wheelchairs, Inc.**, is a privately owned national company founded in 2002 to market and promote BESPOKE (custom Made) RGK Wheelchairs in North America and has grown to distribute **VARILITE®** Seating Systems including cushions, backs, PAL Lateral Supports, Belts and Harnesses, **Ki Mobility** Wheelchairs and Accessories, and **Kenda** Tires and Tubes in Canada along with a host of other quality products.



The position, reporting to the President/CEO, is seeking an individual who will be responsible for planning and implementing the sales and new business development activities of **RGK Wheelchairs, Inc.** Specifically, this includes mining and fostering new relationships, new marketplaces and opportunities and ensuring short and long-term sales targets are met through the supervision of a sales force.

MC Halton & Superior Seating

David and Kristin Courtney are hosting their MEDiChair Halton Ninth Annual Educational Conference April 22 - 23, 2009 at the Oakville Conference Center in Oakville, Ontario. This year they have 14 other MEDiChair Stores participating (Barrie, Belleville, Brantford, Etobicoke, Goderich/Owensound, Halton, Hamilton, London, New Liskeard, Ottawa, Sudbury, Thunder Bay, Toronto North, Trent).

Immediately following this event, we head to Thunder Bay, Ontario for the 9th Bi-Annual Superior Seating and Mobility Conference organized largely by Tanis Minor of Shoppers Home Health Care and Carolyn Carlson of MEDiChair, both in Thunder Bay.

Apart from the logos of the companies that we work with, the following imagery is starting to be used at events that we sponsor. The imagery will include the number 4 and 9 simply signifying playing numbers of Reg & Chantal; in these cases, the ball of the particular sport.



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Canadian Sponsorships

Thank you very much to the Organizing Committee in Halifax, Nova Scotia for well ran CWBL Final tournament. In particular, Cher Smith and Clary Stubbert who were our main contacts as sponsors of this event.

We are confirmed as sponsors for the Canadian Wheelchair Rugby Championships in Vancouver, the Canadian Wheelchair Basketball Championships in Montreal, and the Événement AQSFR in June.

Lite Reading

VARILITE® has a communication vehicle called Lite Reading. In a recent issue Phil Hitch, Engineer relayed the following information about the Reflex. It is our self-adjusting air and foam cushion which automatically releases a portion of air when the user sits on it. The automatic air-release device allows a fixed amount of immersion and prevents bottoming out. The air-release device is inside the cushion and not visible. He relayed that the custom built machine shown on the right was designed to apply two different forces to the cushion in two testing cycles. In the first test the machine pushes lightly to test that the cushion releases air. A tube is attached between the cushion and a container of water. The water bubbles as the test machine pushes air from the cushion through the tube and into the water. The second test cycle pushes hard enough on the cushion to cause the air-release device to close and stop releasing air from the cushion. If no bubbles appear in the water container, the Reflex passes the test and can be shipped.



All **VARILITE®** products combine the best characteristics of air and foam to provide the optimum amount of immersion, super pressure distribution over the largest area, and excellent postural stability. The **EVOLUTION™** is the flagship of the line in Canada.

Bits and Bytes

- HME Expo Baltimore Convention Centre, Baltimore, MD;
- MEDiChair Halton Product and Education Conference April 22-23 in Oakville;
- Superior Seating and Mobility in Thunder bay April 23-24;
- Application deadline for Business Development Position;
- Defi Sportif April 29th – May 3rd Montreal;
- Alberta trip to promote Ki Mobility's Catalyst 5;
- Canadian Wheelchair Rugby Championships May 7-10 Vancouver;
- Canadian Seating & Mobility Conference May 12-14 in Toronto;
- Canadian Wheelchair Basketball Championships May 22-24, Montreal;
- People in Motion Show June 5-6 Exhibition Place, Toronto, Ontario;
- Resna Annual Conference New Orleans, LA June 23-27.

BESPOKE PLUS helps to market and promote **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Glance, Rogue, Frog Legs, Schwalbe, KIK, Sun, MBL and other great products.

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

