



VARILITE®

Weight Capacity of VARILITE® Cushions.

Bruce, a friend of mine from ECO called the other day regarding the weight capacity of VARILITE® cushions and was amazed as a lot of products on the market are only made to accommodate 250 lbs. weight capacity. This suggested we need to do a better job of letting people know that VARILITE® weight capacities are higher.

Weight capacity on VARILITE® cushions:

- 12x8 250 lbs.
- 12x12 300 lbs.
- 12x14 325 lbs.
- 14x14 400 lbs.
- 14x16 450 lbs.
- 16x16 500 lbs.
- 16x18 575 lbs.
- 17x17 575 lbs.
- 18x16 575 lbs.
- 16x20 650 lbs.
- 18x18 650 lbs.
- 20x16 650 lbs.
- 18x20 725 lbs.
- 20x18 725 lbs.
- 20x20 750 lbs.
- 22x18 750 lbs.
- 22x20 750 lbs.
- 24x18 750 lbs.
- 24x20 750 lbs.

We ship 96% of VARILITE® product on the order date!

Taking Ownership & Build Time

When we do a specification sheet for a new wheelchair build we strive to ensure that the end user of the product has rationalized and provided the measurements required to best meet his or her needs. We encourage individuals to seek as much information as they can from as many people as possible, but stress that at the end of the day it is their responsibility to determine what is best for them as it is their body, their life, and their decision. This usually creates a buy-in from the end user and ownership of the process of building a new product; but it does not happen automatically and we continually reiterate that this confirmation is paramount to the overall success of designing and building a unit.

About once a month we get a call from an end user who relays that they have been told to deal with one dealer. They are of the opinion that all prescribing authorities determine what they will receive, and that they can choose something different but it will be with someone else doing the work for them. Most end users receive good information from the professionals and are grateful for the assistance that is being provided. However, last week we had three individuals from a specific area who indicated they felt directed to a particular dealer and manufacturer. They were seeking more information and eventually chose to work with other people.

Because they took responsibility and understood that despite the dollars being provided by the state and directed somewhere in their name, they can exercise their right to purchase what they believe will best meet their needs; and they can be viewed as the customer!

We as manufacturers, distributors, dealers, and prescribing authorities need to promote the fact that the end user is the customer with ultimate authority and that includes his or her part in the responsibility for the end result. See Bespoke Plus Volume 5 Number 49 article on "Usual Market Forces are Absent" for more information in and around this subject matter.

We regularly build units prior to the dealer having funding confirmation as the process to confirm the dollars is often long and the end user does not want to wait longer for the build.

With Ki Mobility we are delivering type 2 and 3 units (Catalyst Series) 7 – 14 days and type 4 units (Tsunami's) in 14-21 days.

With RGK the Type 3 (Maxima) and Type 4 (Hi-Lite) 8 week delivery time from confirmed specification sheet has gone to 13 weeks. This is due to an 8% increase in orders since the beginning of the year. RGK has increased production by 13%, but there is still a catch up period before they will be back to their 8 week build times. We are hoping that they get caught up before the end of April as there will likely be a further increase in demand prior to the World Wheelchair Basketball Championships, which they sponsor.

Glance Wheels



We have been asked to provide an update on the weight of Glance Wheels without push rims, tires, and tubes. If anyone has a chart on wheel weights across the board we would appreciate a copy.

- 24" Classic=3.9lbs max weight 350lbs
- 24" Cross=4.2lbs max weight 350lbs
- 24" Swish=4.9lbs max weight 400lbs plus
- 24" Sun=3.8lbs max weight 350lbs
- 24" Terminator=3.8lbs max weight 250lbs
- 24" Triton=3.8lbs max weight 250lbs
- 24" Vortex=3.8lbs max weight 200lbs
- 24" Recluse=4.9lbs max weight 400 plus



RGK Partnership with ORacing

RGK has partnered with ORacing of Spain to offer products for the cycling enthusiast, Rugby builds out of Aluminum, and a new line of Daily Use chairs also out of aluminum.

The chairs (Rugby and Daily Use) are RGK's and ORacing.com has been marketing RGK products in Spain for the last few years.



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Anodizing

A question on anodizing processes prompted us to do a review and we found that the most common process used in the industry appears to be Type II. If there is anodizing to do on product here in our area we appreciate the services provided by ATG Industries www.atgindustries.com who have helped us with this overview:

Type I, known as Chromic Acid Anodize (CAA), was the first commercial anodize process. It is primarily used to generate a thin film, (.05 to .1 mils) on parts with complex geometries and exceptionally tight tolerances. Type I anodize is compatible with most alloys and is widely used in aerospace and defence, and wherever critical components have lap joints, recesses, crevices or other features which can trap electrolyte. (Chromic acid, if entrapped during anodizing, will not substantially attack aluminum or aluminum alloys.) Other key advantages of Type I anodize include preservation of the metal's fatigue strength, and minimal dimensional changes. Type I provides a minimum 336 hours of 5% salt spray resistance per ASTM B117. A version of CAA anodize, called "sealed chromic acid anodizing," is used to improve adhesion characteristics.

Type II, or Sulfuric Acid Anodize (SAA) is the most frequently used anodize alternative for aluminum. It produces coatings up to 1 mil for conventional coatings and up to 4 mils for hard coatings. Conventional coatings are primarily decorative or protective; hard coat anodizing jobs are processed at higher voltages and current densities and are mostly used for engineering applications. Surfaces that have been treated with sulfuric anodize have greater durability than surfaces treated with type I. Type II anodize is compatible with intense color dyeing and is often used for decorative and architectural applications. Sulfuric anodize provides minimum 336 hours of 5% salt spray resistance per ASTM B117.

Type III, or Hard Coat Anodize (HCA), generates the highest wear performance generally Rockwell 60-70C, the smoothest surface, and the darkest coloring. Electrical insulation rating for hard coat anodize is 800 V/mil. This lower-temperature process is the most versatile of anodize technologies. Highly recommended for 5000 through 7000 series alloys. PAA, phosphoric acid anodize is also Boeing's BAC5555 process. It is used for structural adhesive bonding, per ASTM-D3933, and substantially improves performance in high-humidity environments. The Boeing Company developed Boric Sulfuric Acid Anodize (BSAA), a process as a Chromic Acid Anodize replacement for non-critical fatigue parts. Known as BAC 5632, its acceptance grew as environmental laws increasingly favoured the use of chrome-free chemistries. Paint adhesion is equal or superior to chromic acid, and the process is more energy-efficient than chrome-based processes.

Bits and Bytes

- CWBL Open Finals in Vancouver, BC April 2-4, 2010;
- NWBA National Championships in Denver, CO April 7-11;
- DT Group Showcase in Toronto, ON April 16-18, 2010;
- Junior National Championships Montreal, QC April 16-18, 2010;
- CSMC in Toronto, ON May 18-20, 2010;
- National Championships Saskatoon, SK May 21-23, 2010.

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, Sun, MBL and other great products.

If what we do is not up to the standard you expect, give us a call, or if you have something that you think we should be expounding on in this forum, please contact the editor, Reg McClellan.