



BESPOKE PLUS

"If your work speaks for itself, don't interrupt"

Sitting Pretty East

We will be with Sheila Buck, Therapy Now! June 9-12 in an ambitious tour of the Atlantic provinces to present "Sitting Pretty" in conjunction with the DT Group and a number of other manufacturers and distributors of products for the home healthcare field.



Each one of these Sitting Pretty Education Sessions has a little different focus tailored to the audience. For lobster season, we will be in Fredericton, NB June 9th, Moncton, NB June 10th,

Charlottetown, PEI June 11th, Halifax, NS June 12th, and then back to Ontario where we will be in Oshawa June 17th, St. Catharines (Grimsby) June 18th, and Richmond Hill June 24th.

Generally speaking the objectives are:

To understand how clinical presentation can be used as a method of determining the critical pathway to gaining postural control and pressure management.

To review the assessment data required to create a simulation of posture prior to gaining the correct sizing for seat cushions and back supports.

To understand the dynamics of pelvic positioning related not only to the seat support but the back support as well.

To understand the variety of interventions available to accommodate fixed postures and/or to enhance flexibility and correction based on the person's ability to tolerate correction or adjust posture throughout the day.

To review set up particulars related to optimal functioning of seat and back supports to enhance functionality and mobility.

Focus CR on ADP



The Ki Mobility Focus CR has been approved on the Assisted Devices Program in Ontario. The Focus CR is Ki Mobility's latest offering in the tilt category. It is available as **Adult and Paediatric Manual Dynamic Tilt**

Wheelchair - Type 5 starting now (effective May 27th) with the following device codes:

WM0001160 for Adult **WM0001161** for Paediatric

The order forms are on our web site and will be further updated to include a \$96.00 discount if ordered without the "Make it Right Program".

Ki-Mobility-Varilite®



We are pleased to report that the AADL program has accepted our application for the Tsunami in Category B and the Catalyst 4C in Category A for the next APL which starts July 01, 2014.

Look for those order forms to become available on the AADL web site in the near future.

This provides us with the opportunity to market and promote four **Ki Mobility** wheelchairs in Category A and B for paediatric and adults along with our other products in Category D. Dealers may check our bundling options now with the **VARILITE®** line of products which also have





a number of new products available immediately in Alberta on the AADL APL. The Evolution™ and Meridian™ have been available, but now you can order a closed cell base (Wave™) at the same time and we will provide you with Evolution Wave™ or

Meridian Wave™ or as separate pieces if you wish. The ZOID™, Stratus™, Reflex™, and Solo™ are now available in the V999 code for under \$450.00. Lastly, the ICON™ (Low, Mid, Tall, and Deep) and Evolution™ (Regular, Tall, and Deep), and Talon™ backs are also available!

Believe|Live|Inspire

The **TIGA FX** was unveiled at NAIDEX to the applause of many including long time RGK rider Sir Phillip Craven former wheelchair basketball star for Great Britain, and current President of the International Paralympic Committee (IPC). It is billed as the ultimate rigid daily use product built in a BESPOKE fashion with a folding front end, side guards, and back assembly without pivot plates making it easy to store in the overhead rack on flights.



The **TIGA FX** is available in North America, but is not available for funding through programs like ADP in Ontario and AADL in Alberta at this stage. Delivery has been in the 10 week range, but with the introduction of the **TIGA FX** and other increased demand, they are currently working on a 13 week turn around from receipt of the confirmed order to dispatch of the product. RGK is one of the only **BESPOKE** manufacturers in the industry!

Titanium is the Best

This would be my subjective take on the best material for daily use wheelchairs. It is the strongest, lightest, and is non-corrosive which should translate into a longer life span with the least amount of wear and tear on the end user. This article was prompted by two calls where the dealer had been told by two different manufacturer's representatives that titanium was no longer available in the industry and that it was being replaced by a much better series of aluminum. If you know these folks, check the record and see if they were saying the opposite a few

The Ki Mobility Tsunami, Catalyst 5 and the RGK Hi-Lite and Maxima are available in titanium! Some of the manufacturers have discontinued titanium builds, perhaps because the margins are not as good as other materials or the accountants experienced a longer life cycle of titanium products. The fact of the matter is that titanium is a great material for this industry especially when the build is done with the least number of nuts and bolts allowing the manufacturer to use the thinnest wall material keeping the units stronger and lighter.

The different types of material used today depend a lot on dollars and what the end user is doing with the product. Mild steel is often used for Type 2 or standard wheelchairs usually without a moving center of gravity making them the least expensive on the market. Ironically, the person using this product is usually a person with strength and manoeuvrability issues. A Type 3 or light weight wheelchair may be made out of chrome-moly alloy steel or aluminum and these units are designed to enhance manoeuvrability and portability. When we go to a Type 4 chair we are looking at ultra light weight achieved with advanced aluminum, composite materials, or titanium. Materials with a high strength-to-weight ratio allow for builds to be more compact, lighter, aesthetically pleasing, and allow for easier propulsion, manoeuvrability, and champion the cause of reducing weight to prevent repetitive stress injuries.

Bits and Bytes

- 49 25th People in Motion Show June 6-7 Toronto, ON;
- 49 Sitting Pretty June 9th Fredericton, NB;
- 49 Sitting Pretty June 10th Moncton, NB;
- 49 Sitting Pretty June 11th Charlottetown, PEI;
- 49 Sitting Pretty June 12th Halifax, NS;
- 49 Sitting Pretty June 17th Oshawa, ON;
- 49 Sitting Pretty June 18th Grimsby, ON.

BESPOKE PLUS helps to market and promote **RGK Wheelchairs**, **VARILITE**® Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Glance, Spintek, Frog Legs, Schwalbe, Sun Components, Natural Fit, Blax, etc. **Please give us a call or contact the editor, Reg McClellan, if you have something that you think we should expound on.**