



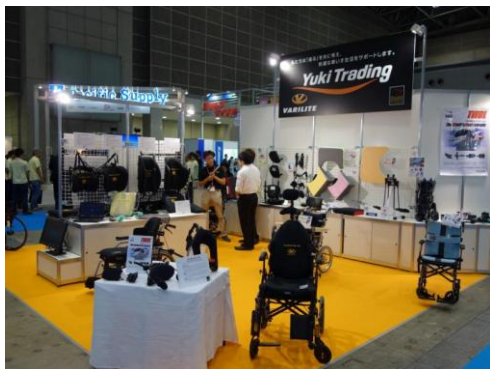
BESPOKE PLUS

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

VARILITE WORLD

From the "where in the World is VARILITE®" article in LITE Reading. Last month Susan, Kevin and Britney staffed the booth at REHACARE in Germany; a first time experience for Kevin and Britney. The JUNIOR line was well received and sales increases are anticipated. REHACARE 2014 had over 800 exhibitors and more than 50,000 people attended the event!

VARILITE® products were on exhibit at the 41st Annual Home Care & Rehabilitation Exhibition (HCR) in Tokyo recently also. Held in the East Halls of the Tokyo Big Site, attendance was great and over 20,000 products were exhibited



from 15 countries. As always, Yuki Trading Co. Ltd's booth was very busy- Susan Cwiertnia, Director thanked Mr. Koji Sano for representing VARILITE®!

In other news, to meet customer demand VARILITE® has created a complete hardware kit for our JUNIOR Back Supports. The kit includes everything except a shell, cushion, and cover. The part number is 02470 and the MSRP in Canada will be \$256.00.

Beginning December 1st, all Meridian and Meridian Wave cushions will ship with a gray valve which adjusts the rear chamber. This change will provide a visual cue to help users differentiate between the front and rear-chamber valves. This change will occur in Canada as stock levels warrant.



Spinergy ZX 1

After bringing you the popular polyphenylene bencobisoxazole (PBO) fiber wheels, Spinergy is now marketing a revolutionary power add-on to your manual wheelchair offering lifestyle enhancing mobility! The ZX-1's modern lightweight design is highly manoeuvrable,



easy to operate and is packed with features allowing you to engage in more day-to-day activities with style. This rugged Compact and Lightweight unit has removable handlebars, is safe

and secure with an anti-tilt mechanism, has a rigid lightweight compact frame made from TIG welded stainless steel and comes with a lifetime warranty on the frame. It is made to accommodate the needs of all users and once set up for your unit is able to be taken on or off by simply using the joy stick!

Users Choice

Congratulations Phil Mundy and the Home Medical Equipment Dealers Association (HMEDA) in BC fighting for the rights of the end user and changing policy whereby people benefiting from services through ICBC and WorkSafeBC would be directed to preferred vendors! HMEDA worked with Ken Kramer and collaborated with the BC Coalition of People with Disabilities, the MS Society, Muscular Dystrophy Canada, and the Association for Individualized Technology and Supports for PWD, and the Fraser Valley Brain Injury Association to ensure that end users will be given the right to choose where they purchase what product. This policy will be communicated to prescribers across BC to ensure they let end users know they are able to work with the vendor of their choice!

Ki Mobility Growable

When ordering a Tsunami Little Wave XP it is always appropriate to ask the question as to whether or not you feel that depth adjustment is going to be needed. Without charge, you can always request that three inches be left on the back of the frame and even have the upholstery be the extra three inches as well. That way if you need to grow the unit lengthwise there is simply an in house adjustment moving the backrest back and resetting the center of gravity.

At this stage it is cost prohibitive to put an insert in the back of the seat rail to extend the seat length.

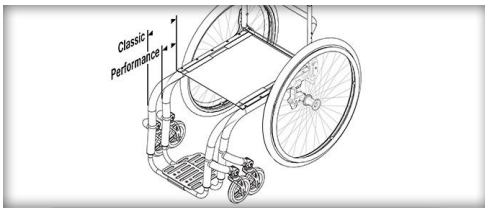
Performance/Classic



On the Ki Mobility Tsunami, Tsunami Little Wave, and Rogue units the Performance Position (0") is selected, the sling is at the front of frame to

keep the chair shorter and be more manoeuvrable.

The sling can be set back 1" or 2" (classic position) leaving more frame in front of the sling to



improve overall stability (lengthen the wheelbase which is from the back axle to the middle of the caster pot or in line with the stem bolt), aid in transfers, or assist with leg positioning.

MDEL Audit

We had the pleasure of hosting the Medical Device Establishment Licensing folks this month. You may recall my rants on the **250% fee increase** a couple years ago and the statement that the increases would continue at a rate of 2% annually. This year it is \$7,641.00 or 1% of your gross revenue, whichever is less (that last part makes me

feel so much better because when I add up the %'s that we have to give people and organizations in the chain it ends up being more than 100% which makes life tough in business).

The comparable fees in the USA, Australia, and European countries for the privilege of doing business in those jurisdictions is considerably less. Canada has this 100% cost recovery concept that must be based on a large number of employees with significant expense accounts. But, I guess we should not complain because the cost recovery process has only just begun; we will likely start to experience costs associated with inspections and the number of inspections, which apparently are once every four years, will likely change to annual or even more often when the government of the day charges for same.

I recall a TV series where Tony Soprano was knocking on some business persons door every week to pick up a wad of cash; the fees associated with MDEL's does not seem a whole lot different than that except that the business man is beat up in a different way!

In the instances where we have been audited and found compliant, the individuals were exceptional to deal with; they came from Carmelo's side of the Soprano marriage and stressed the importance of their work in the other classes of devices brought into the country. Class 1 devices, like wheelchairs, have the least amount of general public risk associated with them and it would seem to me to make sense that those establishments importing, distributing, or manufacturing those products should be charged a lesser fee than the higher risk Class 2, 3, and 4 products.

Bits and Bytes

- 49 Nov 3 CFPDP Hall of Fame Luncheon Toronto, ON;
- 49 Ottawa Trip Nov 6-9;
- 49 SHHC Show in Calgary Nov 7 and Toronto Nov 18;
- 49 London, Leamington, Windsor Trip Nov 10-11.

BESPOKE PLUS markets/promotes **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinerger, Glance, Spintek, Frog Legs, Schwalbe, Sun Components, Natural Fit, Blax, etc.

Comments are welcome; contact the editor Reg McClellan in the manner you wish below.