



# BESPOKE PLUS

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

## VARILITE® Products

It only seems appropriate in working with a new group of folks at **Westech Healthcare Ltd.**, that we revisit an article from the past. Here is an overview of **VARILITE®**, a division of Cascade Designs, Inc., in 49 words!

**VARILITE®** manufactures and markets innovative, lightweight, user-friendly postural support systems. They are the leader in air-foam floatation for tissue integrity management. Their comprehensive family of seating and positioning systems includes cushions, back supports, hip belts, chest harnesses, ankle supports, and seating accessories. To learn more, visit: [varilite.com](http://varilite.com) [varilite.ca](http://varilite.ca) .

**VARILITE®** Air-Foam Floatation Technology in a nutshell combines the best characteristics of air and foam! Our most popular cushion product is the **Evolution™**.

**AIR:** Fluid, displacing under load providing pressure relief.

**FOAM:** Acts like a spring compressing under load and providing support and conformation.

**Air-Foam Floatation – The Key is immersion.** The valve releases air to immerse the user in the foam. Each cell of the open-cell foam provides support and distributes the pressure.



Increased immersion provides increased load distribution and greater stability. Optimal pressure distribution is achieved over the largest possible area. The combination of soft foam under the pelvis and firmer foam under the thighs creates continually adjusting forces that evens out the interface pressures. We stock all sizes for same day shipping of cushions, backs, lateral supports, and accessories!

In the rare circumstance that a cushion is punctured or the valve is damaged in some way, we stock universal repair kits and provide instructions on same; products are under warranty for two years.

We often get questions on cleaning. You can wash the cover (take it off and close it ... use the gentle cycle with your detergent, and let it air dry) ... the cushion itself may be washed with a damp cloth. However, if you are presented with a situation where the cushion needs a more thorough cleaning, you may close the valve and use a wet cloth and a mild detergent to clean the product. Let it air dry overnight. Although it could be a flotation device, we do not suggest soaking it in water.

Institutions sometimes use Virox in the equipment cleaning process. That material is an accelerated hydrogen peroxide (AHP) and is a synergistic blend of commonly used safe ingredients that when combined with low levels of hydrogen peroxide produce exceptional potency as a germicide and performs well as a cleaning agent. This cleaning solution should be fine to use on **VARILITE®** Products, but like with many such compounds there may be different potencies, etc. So, as a rule of thumb you should always test an area of what you are cleaning to make sure there are no issues. We suggest that you steer away from the use of ammonia/ammonium based compounds as those types of compounds may react with the urethane in some of the cushion products.

**Westech**, whom we tried to hire when they first started, is doing a great job of assisting us in getting our message out. Keep an eye open for Jeff, Andy, Linda, Megan, Deanna, Gail, Michael, and Paul.



## ADP Changes June 01

*"The Ontario Ministry of Health and Long-Term Care's Assistive Devices Program (ADP) has conducted a review and analysis of ADP Approved Prices for manual wheelchairs and options, power wheelchairs and options, power scooters and options, and seating and positioning devices. As a result of the review, ADP is reducing the Approved Prices for these mobility devices to ensure value for money for ADP and fairness for ADP clients."*

These words from the Ministry may appear self serving and anything but an expression of fairness to the people that benefit from their programming. I am sure the first thing that the Ministry did in looking at program costs was to cut administration by 15-25% ... Not!

The person benefiting from the services is more often a bi-product of the process rather than a reason for the program. When will the Ministry quit robbing the end users of their dignity and simply confirm eligibility for services, the amount eligible, cut them a cheque, and get out of their life! This would highlight the value of the equipment and likely impact the cost of the new product, slightly used, or even after someone had died in it!

How much does it cost to administer ADP and how much is spent on equipment purchases? It appears that the last fiscal year expenditures were \$91,132,831.00 for home oxygen and \$335,119,482.00 was spent on equipment. Staffers and office expenses appear to be in the 10% range of the poultry \$430,686,718.00 allotted to the program. Ontario's overall health care budget is in the \$116,000,000,000.00 range!

The result of this further squeeze on those providing goods and services in Ontario is simply going to be less goods and services for end users. ADP already discounts MSRP by about 15% and this further hit will effectively increase that deduction by 15-25%. When we look at the products in the various categories we know that those products do not compare apples to apples. There are some excellent products in Type 3 wheelchairs for example and then there are some that may be considered adequate in that same category. But, the retail pricing is the same!

Naturally any company out there catering to their shareholders will have to go with the inferior product to enhance their return on investment or come up with some other scheme to beat up on the manufacturer or claw some more dollars out of the funding sources. And, there we go, down the slippery slope of racing to the bottom with quality and reaching for the top on return on investment at the expense of the person in the product.

Those dealers that know this is a service industry and live to provide their customers with the best product, make less profit on the sale and hope to make it back by not having as many issues post the sale. Whereas the high volume retail dealer may be able to find a change in circumstance or some reason to sell another new piece of equipment when the inferior product fails to do the job, upping the cost of meeting that person's basic needs.

Maybe ADP will now look at providing the end user with the ability to "top up" what is provided; it happens in other areas of health care. Why is it different in this program?

These changes will shake up our industry further. Will it encourage the corporate stores to think service industry rather than retail, retail, retail? Will it encourage manufacturers to drop the price or dealers to expect less discount? Will it encourage the dealer to provide a program to meet all the needs of an end user on a monthly basis? Will ADP see the quality differences in the various categories? More questions than answers at this stage, but I think it will be at the expense of the end user.

*"ADP will implement the changes effective June 1, 2015. Any application where the **patient** [what is this?] delivery date is on or after June 1, 2015 will be subject to the new reduced prices."* The Product Manual has been posted on-line at: [www.health.gov.on.ca/en/pro/programs/adp/docs/manual\\_mobility.pdf](http://www.health.gov.on.ca/en/pro/programs/adp/docs/manual_mobility.pdf)  
Memo : [www.health.gov.on.ca/en/pro/programs/adp/memos/memos.aspx](http://www.health.gov.on.ca/en/pro/programs/adp/memos/memos.aspx)  
\$\$ [www.health.gov.on.ca/en/pro/programs/adp/docs/manual\\_mobility.pdf](http://www.health.gov.on.ca/en/pro/programs/adp/docs/manual_mobility.pdf)

## **Permobil - Roho**

Permobil announced the acquisition of The ROHO Group, Inc., on March 25<sup>th</sup>. The combined global sales for these two companies is in the 2.5 Billion range.

Permobil CEO Jon Sintorn and ROHO CEO and family member's owner representative Bob W. Graebe have comments on their web sites regarding the transaction.

## **Bits and Bytes**

- 49 Join the Movement May 26 in Ottawa, ON;
- 49 People in Motion May 29-30, Toronto, ON;
- 49 15<sup>TH</sup> MEDICChair Halton Show April 22-23 Oakville, ON;
- 49 OSOT – Sheila Buck June 4 Sudbury, June 11 Ottawa
- 49 Atlantic Rehab & Ed Conference Sept 23-25 Halifax, NS.

**BESPOKE PLUS** markets/promotes **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Gance, Spintek, Frog Legs, X-Core, Shox, CEW, Schwalbe, Sun Components, Natural Fit, Blax, etc.

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