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BESPOKE

BESPOKE PLUS

*"If your work speaks for itself, don't interrupt!"***Bill Adair, CEO SCI ON**

After more than two decades at the helm of SCI Ontario, Bill Adair, CEO is retiring in late 2015. He is the consummate pro in his

role while achieving successes galore benefiting people with a disability in Ontario and the nation. I first came in contact with Bill in Man in Motion Foundation meetings when I was the Executive Director for the Canadian Wheelchair Basketball Association (CWBA). He was not the person speaking all the time, but when he did I listened a lot.

He has written many articles in his associations' newsletter Outspoken. They are always educational and thought provoking. In a recent editorial *"May I Take Your Order, Please?"* he uses the analogy of the proverbial pork chop to shed a light on the system of services offered to Ontarians living with a SCI. Taking license on the thought, I would expand it to include the rest of the nation with even more emphasis on many other provinces. *"Can you imagine dining at a restaurant and after ordering a steak you are brought a pork chop? And when you politely point out the problem, the server makes no effort to remedy the situation. Pretty preposterous, eh? That restaurant would not last long!"* I agree that the system of services from hospitals to organizations to private sector companies needs systemic change to better meet the needs of the consumer. The Assistive Devices Program (ADP) changes in reimbursement June 1 showing a further reduction in services from 14-26% across the board, has to be the last straw for people benefiting from those services.

But, how will systemic change occur? *"Put bluntly, people with SCI need to say no to the pork chop and demand their steak!"*

Bill has cultivated a visionary Board of Directors complete with a progressive and evolving governance model. His

strong leadership and super hiring has served his association well. They are now seeking an experienced executive who can effectively provide further leadership to support SCI Ontario in achieving its vision and mission while taking the organization to the next level of excellence. The new CEO will continue as an ambassador and champion of progress and will be in place to provide an overlap with Bill's last few months to ensure a smooth transition.

Bill has already put in place an SCI engagement strategy that will ensure SCI Ontarians are mobilized and will have direct influence over the quality and type of steak or chop provided. If you are interested in Bill's job, send your resume and covering letter to Robb Callaghan, MBA, Email: rcallaghan@medfall.com. If you have questions, call Tel: 289-238-9079 or Fax: 905-357-2601. Good job Bill and all the best in whatever you choose to do next!

AHC Acquires PDG

Advanced Health Care Products (AHC) based in Montreal, Quebec, recently announced that they have acquired PDG Product Design Group Inc. (PDG). Incorporated in 1991, AHC is a leading distributor of home health care, long term care and rehabilitation products across Canada with a portfolio of 15 plus brands.

Louis Belanger will remain as President and it will be business as usual with the current PDG administration, engineering, manufacturing plant, and customer service teams in Vancouver, BC.

In Canada, AHC's sales team will represent the product line. In the US and the rest of the world, the existing PDG network of sales reps and distributors will remain the same. AHC is committed to quality, performance, and keeping PDG's current product line. AHC will further assist PDG with an integrated presence across Canada, US, and existing international markets. This is a complimentary acquisition providing AHC with a needed wheelchair line and PDG with increased resources.

VARILITE® PSV STD



Some of the VARILITE® cushions are available with the Pressure Setting Valve (PSV) and some with standard valve. Although the PSV is designed to eliminate guesswork in pressure distribution by fixing the amount of immersion easier in a precisely reliable fashion, it is about 20% larger than the Standard (STD) valve and may be more susceptible to contact during transfers. That may be avoided by simply setting the immersion level and then tucking the valve back inside the cover or if your cushion has a valve opening on either side of the cushion you may remove it from the cover and flip it over to have the valve come out the other side to be away from the side that is usually used for transfers.

It is very seldom that we get a call for a patch repair kit but on the rare occasion it happens. They are inexpensive, but the cost of shipping is significant if there are none in stock 3000 kilometres away. So, in cases like this it is nice to have an “in the field” option as the end user has had the product for six years and is waiting for approval to order another one!



After receiving such a call this week and being pressed for an immediate fix for bonding the material in the valve area, we confirmed that “Gear Aid” have

a number of products that are urethane based adhesives that may do the job. They are readily available at places like the Mountain Co-op (go figure as they sell a lot of Therm-a-Rest Mattresses also manufactured by www.CascadeDesigns.com) and Canadian tire.

Nordic Capital

The news release June 11 read, “Nordic Capital Fund VII (“Nordic Capital”) acquires Sunrise Medical, a world leader in premium mobility products, from Equistone Partners Europe”. Sunrise Medical's products are sold in over 130 countries with their headquarters in Malsch, Germany. The company has 2,000 employees worldwide.

Thomas Roßnagel, President & CEO of Sunrise Medical

commented: “With Equistone's outstanding support, for which I am very thankful, we were able to develop Sunrise Medical to its next level of performance as the Global Leader in premium mobility products. I am extremely pleased that with Nordic Capital we were able to attract one of the most knowledgeable and experienced financial sponsors in our space. This new partnership puts Sunrise Medical in a perfect position to significantly grow the business over the coming years, organically and also by way of acquisitions.” In November 2012, funds managed by Equistone, took a majority stake in Sunrise Medical. Following this investment, Sunrise Medical has achieved growth in its core markets, as well as in developing countries. The Company has also successfully completed four acquisitions between November 2012 and today, most recently with SwitchIt (USA, March 2015) and RGK Wheelchairs Ltd. (UK, April 2015).

With the addition of Sunrise Medical, Nordic Capital invests further in the high quality mobility products and services sector, and expands its holdings within mobility products both in Northern Europe and internationally. Nordic also owns Handicare who had recently brought You-Q back into the fold.

Lawtons – Home Safe

This week, Lawtons Drugs and Lawtons Home HealthCare announced their acquisition of Home Safe Living Incorporated’s assets, a Dartmouth based Home Medical and Accessibility product provider, effective June 26, 2015. More to come on this in a future Bespoke Plus.

Bits and Bytes

- 49 Rehab Equipment Expo September 9, Richmond BC;
- 49 Atlantic Rehab & Ed Conference Sept 23-25 Halifax, NS;
- 49 OSOT Conference Sept 25-26, Kingston, ON;
- 49 Rehacare Trade Fair/Show Oct 14-17 Dusseldorf, DE
- 49 MC Saskatoon Regina Show Oct 20&22 SK;
- 49 OSOT – Sheila Buck October 29, Kitchener, ON.

BESPOKE PLUS markets/promotes **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, Spinergy, Glance, 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.**