



The Canadian Seating and Mobility Conference provides a forum where individuals working in seating and mobility and associated technologies have the opportunity to share information, enhance their knowledge and increase their skills. It is in Toronto September 21-23, 2005.

**VARILITE™** manufactures drop bases and they complement their Evolution™ Seating Systems.



## Shows and Magazines

The show season in the medical supply business is already upon us. We have the Canadian Seating and Mobility Show in Toronto, Shoppers Home Health Care Shows in Toronto and Calgary, Kingston's Interurban Spinal Cord Injury Conference, MEDiChair Shows in Saskatoon and Regina, Therapy First in Winnipeg, Medtrade in Atlanta, and other events to attend and share product information with end users, prescribing authorities, dealers, and everyone in between. We hope to catch you at one of these shows or see you in your area sometime!

We continue our relationship with the Canadian Paraplegic Association (CPA) and advertise in their Total Access and Outspoken. We have also decided to advertise in the new Canadian Disability Magazine which focuses on medical, legal, and lifestyle issues for people with a disability and renew the relationship with Active Living Magazine!



## RGK – New Products

Octane is in the news all over the world and now with RGK in the UK! Their new product labeled **Octane** is a **BESPOKE** build with over sized tubing (32mm) diameter that provides increased rigidity and comes complete with titanium components. We will include this concept into the North American Hi-lite line. This follows the introduction of the Max Lite which is part of the Maxima line, also a **BESPOKE** build boasting strongest and lightest. Look for the new Lifestyle Products Brochure coming your way soon and view the new products at the upcoming shows.



## Drop Bases Handle the Weight

**VARILITE™** drop bases are made from durable and lightweight 3/8 inch (1 cm) PVC doing the job for those under 400 pounds (181.44 Kilo). The L-J brackets are hardened steel with 4 inches (10 cm) of height adjustment and 15 degrees of angle adjustment to provide for multiple seat-to-floor height or seat-to-back angle adjustments. Finger locks secure the drop base to the wheelchair and allow for quick removal. **VARILITE™** drop bases fit wheelchairs that are 13 to 20 inches (33 to 50 cm) wide with seat rail diameters of 7/8 or 1 inch (2.2 or 2.5 cm).





We have over 100 pair of Spinergy wheels in stock all the time.

Recessed hubs, X2's, Sport and in all colors! We install the hand rims of choice and Kenda Tires and Tubes usually for same day delivery.



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## Demo Program

Thank you for the numerous calls and demo chair requests. We made a decision in December 2004 to discontinue the demo program in January 2005, not because we did not like the program or believe that people do not need it; the demo program has always been considered an important part of building a relationship and confirming what a person needs and wants in a product to get them from A to B.



Our concern was that we had difficulty getting units back in the 10 days allotted or the product came back without parts and/or in need of all kinds of repairs. We determined it was simply too costly and took too much human resources to make it work. In discussions with dealers we noted that they are between a rock and hard place with the prescribing authorities/end users demanding more equipment for a longer time and it is a continual battle to keep track of everything.

In the UK it works fine as the unit goes directly to an end user and is followed up by a sales representative from RGK. All RGK customers have the option of a home trial as the web site says, *"as wheelchair users ourselves, we at RGK appreciate the importance of home trials. We strongly believe that using our products in and around ones daily routine will allow potential clients to make an informed decision when purchasing. Having trialed our wheelchairs, individuals will be able to determine whether the chair will meet their particular needs in each of the following areas: 1. Posture 2. Comfort 3. Maneuverability 4. Stability 5. Functionality and 6. Performance"*.

There is no easy answer here, but in order to meet everyone's needs we will put together a policy on demo units and give it another try within the confines of the dealer network. We hope to have this done in the next month.

## Bits and Bytes

- **Wedding Bells for our Rika and Yves September 3;**
- Saskatchewan's First Home Healthcare Show September 13 & 15;
- Interurban Spinal Cord Conference September 15/16 in Kingston;
- Canadian Seating and Mobility Show September 21-23 in Toronto;
- Medtrade October 18-20 in Atlanta;
- Shoppers Home Health Care Show November 8 in Calgary;
- Shoppers Home Health Care Show November 21/22 in Toronto;
- Therapy First November 28/29 in Winnipeg.

## See Bespoke Plus @ 4RGK.com

**BESPOKE PLUS** helps market and promotes **RGK Wheelchairs**, **VARILITE™** Seating and Positioning Systems, **KENDA** Tires, **SPINERGY** Wheels, and other products through the North American company called **RGK Wheelchairs, Inc.**

**If you have something that you think we should be expounding on, please contact us at your convenience in the manner of your choice.**