



BESPOKE PLUS

"Pushing to be Better, Faster, and Stronger"

April 2008

Volume 6, Number 66

RGK manufacture
BESPOKE
(custom made)
wheelchairs for
daily use and
active living
customers. Made
to measure
products with
RGK's industry
leading ERGO
Seating ensures
the ultimate in
postural support
and performance!



Prairie Seating



Therapy First

Corinna Klassen and Angie Maidment have their Prairie Seating Workshop and Trade Show April 17th and 18th at the Centennial Ballroom at the Victoria Inn, Winnipeg, MB. We have booth #17 and 18 manned by Reg McClellan



and Mike Fricker with support from Murray Slagerman of Ki Mobility. Although the agenda starts at 7:15 AM each day, the Trade Show portion of this event will be open to the public from 11:00 AM to 3:00 PM each day (FREE). Attendees can look forward to guest speaker Sharon Pratt, PT and Allen Siekman. Topics include Hands on Seating Assessment, Measurements, Positioning the Pelvis in the Wheelchair, Choosing Back Supports, Understanding Tissue Trauma Development in Wheelchair Seating, Clinical Best Practices in the use of Pressure Mapping, Stable, Not Static, and Funding, Funding, Funding. We look forward to seeing you there!

Thank You Partners



RGK Wheelchairs, Inc., distributes **RGK** products, **VARILITE®** Seating Systems, **KENDA** Tires and Tubes, and **Ki Mobility** Products in Canada. We also work with a host of other quality manufacturers of parts and pieces to allow us to bring product to market that is better, stronger, and lighter! We take this opportunity to thank the folks that use, prescribe, and manufacture our products.

BESPOKE (one off units that require 100% customization) present a challenge for us to deliver in eight weeks primarily because of specification sheet errors and omissions. These products require a significant amount of follow up with the dealer network and end users, whereas product from **Ki Mobility** usually ships in one to two weeks, similar to **Kenda** product although our large stock of manual and power tires, tubes, and inserts usually means we ship the same day. That is like our **VARILITE®** line, a division of Cascade Designs, which has a smooth manufacturing process in Seattle, Washington to produce numerous products incorporating the unique, patented air foam flotation technology. Their delivery has been virtually flawless in our five year relationship resulting in 96% of that product being able to be shipped from our Ottawa, Ontario Factory Outlet the same day it is ordered. Our large inventory enables us to provide unparalleled service to the person using the product and the dealer network.

Ki Mobility C5 Ti

Light, stiff, scratch and corrosion-resistant, the Catalyst 5Ti uses the alloy Ti3AL/2.5V — more than twice as strong as aluminum at the same weight; and now you can get a titanium folder with all the features and options available on the popular Catalyst 5. These full featured units started shipping in the last month.





VARILITE® Technology

One of the most popular questions we get at the Outlet Store when it comes to **VARILITE® Products is “Air-Foam Floatation Technology” ... How does it work?** “By combining the best characteristics of air and foam!” **What sizes do they come in and what is the weight capacity?** “See the chart to the left.” The www.varilite.com site does a great job of answering these and other frequently asked questions:

Size	Capacity
12x8	250
12x12	300
12x14	325
14x14	400
14x16	450
16x16	500
16x18	575
17x17	575
18x16	575
16x20	650
18x18	650
20x16	650
18x20	725
20x18	725
20x20	750
22x18	750
22x20	750
24x18	750
24x20	750

AIR:

- Fluid & displaces under load
- Provides pressure relief

FOAM:

- Acts like a spring & compresses under load
- Provides support & conformation

Air-Foam Floatation works because of 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

A VARILITE® cushion is dynamically supportive:

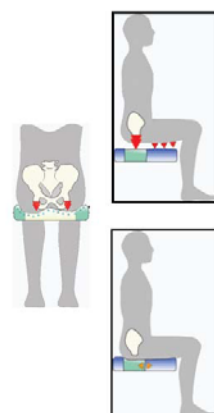
The combination of soft foam under the pelvis and firmer foam under the thighs creates continually adjusting forces that evens out the interface pressures.

What's needed from a wheelchair cushion?

- Pressure distribution
- Postural support
- Vibration reduction
- Light weight
- Low maintenance

VARILITE® cushions excel in all of these areas.

The combination of soft foam (green) under the pelvis and firmer foam (blue) under the thighs creates continually adjusting forces (orange arrows) that evens out the interface pressures (red arrows). Air in a **VARILITE®** cushion supports the load, while foam keeps the air where it's needed and preserves the cushion shape.



Our Contact Info:

RGK Wheelchairs, Inc.
4, 505 Industrial Ave.
Ottawa, ON K1G 0Z1
Canada

T: (613) 731-4499
T: (866) 827-4548
F: (613) 731-7745
F: (877) 731-7745

After Hours:
T: (613) 841-1824
F: (613) 841-5151

E-mail:
Info@4RGK.com
Info@Varilite.ca

Web Site:
www.4RGK.com
www.Varilite.ca
www.Varilite.com
www.RGKLife.com

Bits and Bytes

- Defi Sportif Media Day April 16th Montreal, QC;
- Prairie Seating by Therapy First April 17-18, Winnipeg, MB;
- MEDiChair Regina Show April 22 and MEDiChair Saskatoon April 24;
- MEDiChair Oakville (Halton) April 24;
- Children's Rehab Center Public Day Ottawa, ON April 27;
- 5th Colloque Quebecois Positionnement et Mobilité, St. Hyacinthe, QC April 28-29.

BESPOKE PLUS helps to market and promote **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Glance, Rogue, Frog Legs, Schwalbe, KIK, Sun, MBL and other great products.

If you have something that you think we should be expounding on, please contact the editor, Reg McClellan.