

## MedTrade

*To recap, this event was one of the best that I have been to in recent years; there appeared to be less traffic, but greater opportunity to speak with the folks in attendance and in particular the manufacturers; our partners.*

*From Kevin M. Gaffney, show director's point of view, "the 29th Expo held October 27 - 30 at the Georgia World Congress Center in Atlanta produced by Nielsen Business Media, was attended by 10,500 industry professionals. He went on to say that this 20% variance in trade show attendance was consistent with the trade show industry and that it reflected current industry and economic conditions. He acknowledged that there was less booth staff and other indications of cautious spending, but that the decision makers were present and the event exceeded his expectations.*

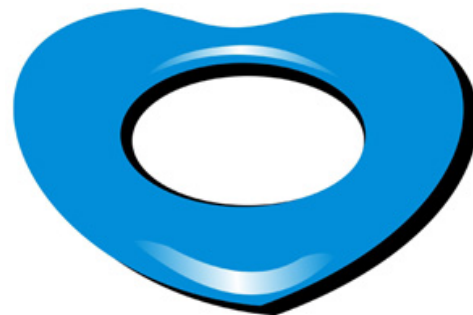
## It Is Not About Money

In 1972 when you went to a wheelchair basketball game you anticipated having an issue getting into the venue, convincing officials that you were not going to be any harder on the facility than any other paying customer, and you had better go to the washroom before going because you could pretty much be assured that the bathroom facilities were not going to be accessible; naturally, we carried tools to adjust the way some doors opened.

Thankfully, there have been a lot of changes since then; organizations have made it their job to lobby for systemic changes to ensure that new facilities were constructed with everyone in mind and older facilities got a face lift and made accessible during the renovations. Some of this change was as a result of new expenditures and some of it was simply activists with a keen understanding of the needs of all people and how best to have those needs met in the most cost effective way. When there was no funding available, a team constructed portable ramp was used and the doors to the bathrooms were replaced with shower curtains.

In 2008, after years of practices and games at Polyvalant Georges-Vanier in Laval, Quebec we arrive at a scheduled Canadian Wheelchair Basketball League (CWBL) tournament and are faced with the same situation again; wrought iron gates padlocked blocking the path to the only wheelchair accessible washroom in the whole dam building. Since the organizing committee once again did not anticipate this to be a concern with people driving to the competition from two to three hours away, I took

it upon myself to address the concerns with a unilingual English plea that managed to connect with a unilingual French custodian who broke whatever rules to allow a practical resolution to the problem; men and women could both use the one accessible washroom inside the women's bank of toilets to meet their needs. But alas, during the last year some brilliant administrator saw fit to install a floor grab bar that essentially cut the size of the washroom stall in half and made it nearly impossible for a person in a wheelchair to get close enough to the toilet to transfer. I am not sure how much money was spent on this addition, but needless to say it was not money well spent. Did the renovators not hear of the World Toiler Organization (WTO) or use any of their resources on-line? Did you know that there are 2.5 billion toiletless people in the world and that November 19<sup>th</sup> is world toilet day when 151 member organizations in 53 countries celebrate the founding of their organization (logo top right) according to info on their web site at [www.worldtoilet.org](http://www.worldtoilet.org).



I guess we should feel thankful, because I remember a women's European Championship held at a venue in Charlesville, France where the washrooms were accessible (similar to the image on the left), but there was no allowance made for supporting the paraplegics on the two foot prints they were expected to use while balancing over the open hole!

It is not about money; it is about using a little common sense and looking ahead organizationally folks!



Winter Tire Time

There is great pricing on all KENDA Winter Tires like the K192 high pressure, K161, and K812 below!



Our Contact Info:

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

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](mailto:Info@4RGK.com)  
[Info@Varilite.ca](mailto:Info@Varilite.ca)

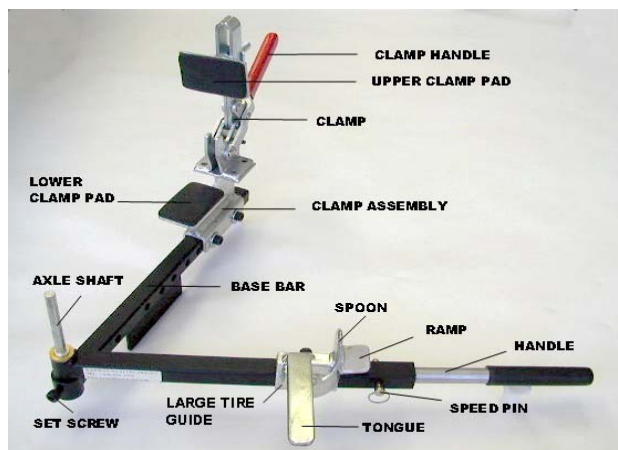
Web Site:  
[www.4RGK.com](http://www.4RGK.com)  
[www.Varilite.ca](http://www.Varilite.ca)  
[www.Kimobility.ca](http://www.Kimobility.ca)  
[www.Varilite.com](http://www.Varilite.com)  
[www.RGKLife.com](http://www.RGKLife.com)

## Tire Changer

We now have the Karmen tire changer in stock, perfect for putting on solid tires like Spartech Shox, Alshin, Greentyre, and KIK (soon to be resurrected under Amerityre as we understand it).

These units are put in a vice, bolted to a bench, or installed in a vehicle and work well with all sizes of solid tires from 4" through 26".

It comes complete with a clamping kit, axles and spacers, and tire guides. Contact the office for a five page over on the system.



## New Pricing for 2009

We will have our 2009 pricing published on the web site by January 01, 2009 (Ki Mobility Products will be put on-line for an effective date of December 01, 2008. All in all there will not be significant change (some prices will go up and some will be lowered).

Please be sure to check the following sites for information on the various product pricing and to find the latest PDF's we have: [www.BespokePlus.com](http://www.BespokePlus.com), [www.4rgk.com](http://www.4rgk.com), [www.Varilite.ca](http://www.Varilite.ca), [www.Kimobility.ca](http://www.Kimobility.ca), and [www.KendaCanada.com](http://www.KendaCanada.com).

## Bits and Bytes

- Toronto Rehab In-Service with Therapists Choice November 27;
- ADP Standing Committee Meeting - Friday November 28, 2008 Toronto;
- Calgary, Red Deer, Edmonton Sales Trip December 03-10;
- Shoppers Innovations Conference/Trade Show December 9<sup>th</sup> in Calgary;
- CSMC 2009 May 12-14, Toronto, Ontario!

**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. Subscribe or unsubscribe at [www.4RGK.com](http://www.4RGK.com).