

BESPOKE PLUS

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



Ki Mobility products are approved across the country. In Ontario, the Assistive Devices Program (ADP) provides coding and the **ADP product codes** are updated regularly and posted on our web site at www.KiMobility.ca under company. Here are the numbers for Ki Mobility products:

C4 **WMA2K1010**
C4C **WMA2K1020**
C5 **WMA3K1010**
C5T **WMA3K1010**
C5Vx **WMA3K1015**

Tsunami AL and Ti

WMA4RZ010

The **Little Wave**, our pediatric version of the Tsunami, has just received an ADP code and it is:

WMA4KI010

Any permanent resident of Ontario who has a valid **Health Card** issued in their name, and has a long-term physical disability requiring the use of a mobility device for six months or longer qualifies.

RAMQ - 49 Bespoke Inc.



49 Bespoke Inc. apprécie cette opportunité à offrir les produits Ki Mobility au programme **RAMQ** de la province du **Québec**, et attends avec intérêt de fournir des informations requises pour aider à répondre aux besoins des personnes tirant bénéfice du programme de **RAMQ**.



RGK Wheelchairs, Inc., a changé son nom pour officiellement 49 Bespoke Inc. en septembre 2009. Ceci a eu lieu en raison de la croissance de la portée

de la personne morale à l'origine formée pour apporter des fauteuils roulants de RGK en Amérique du Nord. Après une décennie du marketing et de favoriser des fauteuils roulants de RGK et de renforcer des rapports avec **VARILITE®**, **Ki Mobility**, **Kenda**, avec d'autres fabricants fins, Russel Simms et Greg Éden ont vendu leurs parts à la compagnie au repérage de Reg McClellan. Bien que les logos pour ces compagnies aient toujours été première ligne et centrent, a toujours été un but à proposer un nom générique.

Nous avons choisi d'employer les numéros 4 et 9 avec le terme anglais « Bespoke » qui signifie: fabrication manuel; et pour ajouter la condition incorporée légale. La signification des 4 et 9 se rapportent au privilège de Reg McClellan d'avoir pu porter le numéro 4 pendant plus de 20 ans sur l'équipe de basket ball nationale en fauteuils roulants des hommes et un honneur que son partenaire (Chantal Benoit) a pu porter le numéro 9 sur l'équipe de basket ball nationale en fauteuils roulants des femmes pendant plus de 20 ans.

We met with the folks at RAMQ on July 6, 2010 and presented the full line of Ki Mobility products for their review. We take this opportunity to thank Doug Munsey, President Ki Mobility who travelled on the US holiday to participate in that meeting, and Eric Page who travelled from Buckingham, QC., to provide his services.

RAMQ has a process to determine which products will be approved and available for people benefiting from their services in Quebec. It is anticipated that the process will culminate with product approvals for July 2011. For more information on RAMQ, follow this link: www.ramq.gouv.qc.ca



Ki Mobility Update

Ki Mobility is now offering a standard option of Desert and Forest Camo (**Camouflage Finish**) along with a selection of about 25 different treatments (including flags, carbon fiber, stripes, etc.) These changes are not shown on the order forms as yet. **Military Service Patches** are now available on tension adjustable upholstery. Look for these additions on the web site in the coming weeks. Other new offerings include, **8 x 2 casters** are available along with **60 degree hangers** and **18" spoke wheels**. Ki Mobility has added 3 **new colors** to the line. Fuscia, Candy Purple, and Metallic Silver. Slate Grey and Deep Purple have been discontinued. The Tsunami **LITTLE WAVE** Rigid Manual Paediatric ADP Type 4 code is now available: **WMK4KI005**.



VARILITE® Air-Foam Floatation combines best characteristics of air and foam! Our most popular cushion product is the **Evolution™** and our most popular back is becoming the all new **ICON™** which is available in low, mid, tall, and deep configurations. All of our **VARILITE®** products are ADP approved. They are available throughout the nation, limited on the AADL program in Alberta, but fully available to Albertans benefiting from our programs or self purchasers.

The ADP code sheet is at varilite.ca under company!

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www.4RGK.com
www.Varilite.ca
www.kimobility.ca

VARILITE® Web Site

We have talked from time to time about the super web site set up by **VARILITE®** and the comprehensive product overview that it provides along with other educational aids, reports, notifications, anything that relates to their dedication to making premier medical rehabilitation products to enhance the active lifestyle of their customers. We encourage you to utilize the site at Varilite.com in addition to the information provided at Varilite.ca.

In December 2005 (Talon Back Inspection), February 2007 (Use of Back Systems in Motor Vehicles), and January 2009 (Back Support Notification of New Stainless Steel Screw) we forwarded notifications to the dealer network authored by Randall Willett, Vice President of Medical at Cascade Designs, the company that owns the **VARILITE®** Brand. These notifications have been posted on both web sites noted above and we draw attention to them in Bespoke Plus. In each issue we attempt to bring new product information to you on **VARILITE®** to enhance our ability to market and promote their fine products.

I wish to draw your attention to the "Reports and Studies" section of the www.Varilite.com site so that you may review the "Vibration Study" independently performed by the University of Pittsburg and the [Evolution](#), [Meridian](#), and [ZOID](#) Independent clinical trials from BEO Medconsulting Berlin. The latter supports the use of these products in nursing facilities for the prevention and treatment of decubitus ulcers. **VARILITE®** products excel in the nursing home environment providing a near maintenance-free experience for end users and staff.

RGK Customer Service

RGK's head of customer service is Sean Povey and we appreciate his follow up on queries along with the rest of the team:

Order's awaiting confirmation we contact Hayley Hayleyh@rgk-wheelchairs.co.uk or Rose on rosemaryc@rgk-wheelchairs.co.uk. **Confirmation of delivery dates** we contact production@rgk-wheelchairs.co.uk and include the **chair serial number or RGK Doc number**. Account questions/issues we speak to Annette AnnetteS@rgk-wheelchairs.co.uk. Brochures or other sales literature we contact Pam reception@rgk-wheelchairs.co.uk. New orders are sent by email to Chairorders@rgk-wheelchairs.co.uk and parts orders are sent to spareparts@rgk-wheelchairs.co.uk.

Bits and Bytes

- World Championships in Birmingham, UK July 7-17, 2010 Report next issue;
- Rehab Equipment Expo (REE) September 14, Vancouver, BC;
- MEDiChair Regina Trade Show and Education Day October 5;
- MEDiChair Saskatoon Trade Show and Education Day October 7;
- Rolling Rampage Ottawa, ON., October 28, 2010
- Shoppers Home Health Care Innovations Show Toronto, ON., October 28-29;
- 4th Annual National SCI Conference Niagara Falls, ON., October 28-30;
- Shoppers Home Health Care Innovations Show Calgary, AB., November 30.

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

If what we do is not up to the standard you expect, please give us a call, or if you have something that you think we should be expounding on in this forum, please contact the editor, Reg McClellan.