



BESPOKE PLUS

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

ISS Event

Thank you to all who stopped by the VARILITE® and Ki Mobility booths at ISS in Nashville, TN this month and checked out the new products.

VARILITE® has a new part number to add to the system which provides a permanent fix to the placement of the ICON back. Also, they have identified an issue with the Invacare 9000 and the ICON or the Evolution and eBack series. That product uses pipe for the canes rather than tubing and we therefore require a shim to ensure proper fit. What is the difference you ask? We asked answers.com and got this. *The primary difference between pipe and tubing is how the size is designated. Pipe is designated by a "Nominal Pipe Size" based upon the ID (inside diameter) of the most common wall thickness. Tubing is designated by the measured OD (outside diameter). For Example: A 3/4 inch iron pipe has an OD of 1.050 inches, while a 3/4 inch*



steel tube has an OD of 0.75 inches. The article goes on to indicate that pipe is cheaper than tubing, has less strength, and weighs more.

Ki Mobility, with the second largest booth

at this year's event, had a great show presenting their new additions to the product line.

The Tsunami Little Wave is now available in an XP version which is expandable width wise as well as depth, and it has the fold down back option, adjustable flip back arms, flip up footrest, fixed height backrest providing an even lighter option and easier fitting of after market backs, easy adjust footrests on the Tsunami and Little Wave with infinite adjustability, now the Tsunami is available with

your choice of front frame bends. (90, 85, 80, 75 and 70 degrees).

On the Catalyst side Ki Mobility has an adjustable back designed for use with solid back systems. It comes with built-in angle adjustability and the ability to change the depth by 4". One inch wide paediatric seat belts are now available padded and unpadded, and to compliment our popular 24" Mag Wheel we have a 20" Mag Wheel available now on the Catalyst Spark! Thanks again to all involved with the 27th Annual ISS!



VARILITE® Website

We have shared information previously on 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. Check out the site and take the CEU course; it is extremely well put together and first class!

ADP Funding

Residents in Ontario will have a change to the reimbursement offered on products effective April 1, 2011.

On the adult side of things, the dollars provided for Type

2 (fixed center of gravity folding chairs) will drop from \$1,703.00 to \$1,680.00, and the Type 3 (moving center of gravity folding chairs) will be significantly reduced from \$3262.00 to \$2,655.00. To speculate, it would appear that some dealers in the network have sold a significant number of low end chairs in this category that may have larger margins offered on those products and that may have impacted the price on all chairs in Type 3. It is my opinion that the loser in this is the end user getting into that product area today as they will be paying more for the better chairs in the category as the products in that category are not engineered equally.

The Type 4 units have gone up from \$3,317.00 to \$3,592.00, and as a person who has championed the use of rigid frame chairs since day one, I see this as being very positive. For anyone wanting to have maximum opportunity to propel and be self reliant in the strongest, lightest manner, this is good. Perhaps we will see more prescribing authorities suggesting this route for people previously in another product.

On the paediatric manual side, the Type 2 has changed from \$2,111.00 to \$1,850.00, the Type 3 \$3,262.00 to \$2,678.00, and the Type 4 from \$3,317.00 to \$3,889.00.

There has been a slight upward change in the reimbursement for Adult Type 5 (\$2,348.00 to \$2,446.00), but a big jump for paediatric Type 5 from \$2,864.00 to \$3,251.00.

On the adult power side, there was roughly a drop of \$700.00 and \$500.00 for Type 1 and 2 respectively where Type 3 went up a couple hundred. Paediatric went up roughly \$200.00, \$1,700.00, and \$300.00 for Type 1, 2, and 3 respectively.

On the seating system side of things, cushions, backs, and other supports enjoy an increase. Those numbers are at: www.health.gov.on.ca/english/providers/program/adp/p_roduct_manuals.html.

Man in Motion 25th

The web site says, 25 years ago Rick Hansen had a dream – to make the world more accessible and inclusive and to find a cure for spinal cord injury. Inspired by a deep-seated belief that anything is possible, Rick's 'big dream' took shape in the form of the Man In Motion World Tour (MIMWT). For 26 months he and his team wheeled more than 40,000 km

through 34 countries, raising awareness of the potential of people with disabilities. The completion of this epic Tour was a testament to willpower, physical prowess and the ability to lead a seemingly impossible campaign. It was the beginning of a life-long and selfless journey to make a positive difference in the lives of others. Enthusiasts around the country are preparing for a reunion and we are in planning stages ourselves to "get the gang together" and celebrate a fantastic movement! The original \$26 million raised during the Tour has grown to over \$245 million.

CWBL Finals

This year (CWBL) Canadian Wheelchair Basketball League Finals are held in Surrey, BC hosted by the BC Wheelchair



Basketball Society. The event is scheduled for April 8-10, 2011 and will feature top CWBL Open League teams from across the country. The Bronze Medal Game and Gold Medal Game on Sunday will be on www.sportscanada.tv

We are proud sponsors of this event and encourage you to get more information from BCWBS at info@bcwbs.ca or call 604-333-3530.

Bits and Bytes

- 49 Prairie Seating Show April 4-5/11 Winnipeg, MB;
- 49 Rolling Rampage April 14/11 The Hill Ottawa, ON;
- 49 10th Superior Seating April 15-16/11 Thunder Bay, On;
- 49 MEDiChair Show April 20-21/11, Oakville, ON;
- 49 CSMC May 17-19, 2011 in Toronto, ON;
- 49 People in Motion June 3-4/11 Toronto, ON.

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.

Please give us a call or contact the editor, Reg McClellan, if you have something that you think we should expound on.