



BESPOKE PLUS

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

Happy New Year



Happy New Year! I understand the Chinese expression this time of year is "Kin Nian Kuai Le, along with other popular expressions like Xin Nian Kuai Le, 新年快乐 in Mandarin, Gong Hei Fard Choy 恭喜发财 Cantonese, Xing Ni Ju Yi, 新年如意 Teochew/Hokkien. This is according

to Yahoo who was not down when I went to search on Wikipedia! The picture you ask? *We just had to show you the Cutie that has been hanging out at the shop; Maya is slow to pick up the telephone (she is still a little shy in conversation) but she loves to bounce around in the kitchen!*

RGK ELITE

Dr. Gavin Williams researches and develops equipment for alternatively-abled athletes as a post-doctoral research associate at the Sports Technology Institute at Loughborough University.



One of his current projects is development of wheelchair basketball chairs. These highly-regulated chairs probably have more in common with elite-level road racing bikes than their everyday transportation equivalents. Gav talks about the challenges of developing customized elite-level equipment while remaining inside the limits set by governing bodies. He tells us about 2012's Paralympics, and more: sportstechnologypodcast.com/gavinwilliams

RGK into Final Stretch

As many of you know, RGK sponsors both the men's and women's wheelchair basketball teams in Great Britain. When the President of the International Paralympic Committee (IPC), Sir Phillip Craven (also an RGK user)

opens the 2012 London Games there will be in excess of 100 RGK sponsored athletes and support personnel in the crowd.



RGK has developed a new chair specifically with these games in mind and it is branded the **elite**. Although prototypes have been on the ground for months, the launch will happen in the next few weeks. RGK is providing an opportunity for someone to win a Limited edition RGK Elite merchandise package including a sports bag, t-shirt, travel jacket, and drinks bottle by playing a game on-line called "Shoot to Win". There is no limit to the number of times you can play and the highest score wins. The competition will finish on the day of the chair launch so check it out and finish top of the leader board before the launch and win www.rgklife.com/elite2012.

The next eight months for RGK is going to be hectic. Making sure the needs of all these folks are taken care of in addition to the growing number of monthly orders, increased number of parts and pieces, new products, etc.

So, to assist in production, and as we are probably the most demanding of companies in the world when we go back and forth with engineering to make sure that we get the build the way you want it, we are going to make a concentrated effort on nailing down all the information in an attempt to make the builds as straight forward as possible for the factory.

VARILITE®

VARILITE® has been involved with www.LMNBuilder.com for a while now. It is a free web tool designed to assist in the creation of **letters of medical necessity** (LMNs) in your own words. As you use the tool it remembers how you justify each item when you are writing LMN's. The more letters you write, the more the tool is able to tailor itself to you and learn the words you use to justify each item. See more on this at www.varilite.com.

KENDA Tires

Being in the GTA there has not been an urgency to talk about winter tires so far this season, but I understand there is snow in other parts of the country. Here are some

of the tires that you may consider for winter: **Klipper K184** (Left) is a high pressure tire available in black or grey as (1" x 24") 25-540 or (1" x 25") 25-559. These tires have Casing Added Protection (CAP) which is an additional layer of material under the



tread area running from bead to bead to provide a puncture resistance. **Kourier K192** (right) is

also a high pressure CAP designed black or grey tire available in (1 3/8" x 24") 37-540 or (1 3/8" x 26") or 37-590. **Kwick Trax K1053** (Left) is

another high pressure tire available in black or grey in these sizes: (1" x 24") 25-540 or (1" x 25") 25-559, or (1" x 26") 25-590.



From left to right below the **All Terrain K197** comes in grey (1 3/8" x 24") 37-540, 1.95" x 26" [25"] 50-559, (1 3/8" x 26") 37-590 with standard compound, 30 TPI and 65 PSI.

The **K830** CAP tire is also available in grey with the three different sidewall colors and is (1.75" x 26 [25"]) 47-559 and has L3R compounds using 80 PSI.

The **Kross K161** CAP tire is available in grey 1 3/8" x 24") 37-540 with three different sidewall colors (red, blue, and yellow) and is 55 PSI.

The **Kobra K885** also has L3R compound in a CAP design with the three different color sidewalls and 80 PSI. It is available in (2" x 24") 50-540 and (2" x 26" [25"]) 50-559.

The last tire in this section is the **Knobby K812** also has L3R compound in a CAP design with the three different color sidewalls and 80 PSI. It is available in (1 3/8" x 26") 37-590.



DT Group

We have a new drop ship agreement with the Drug Trading Group. Effective immediately that information will be circulated with their next mail out.



DRUG TRADING
COMPANY LIMITED



Drug Trading's Home Health Care (HHC) buying group is promoted on their web site at www.drugtrading.ca as Canada's largest, maximizing profitability for more than 500 members. DT has been providing specialty HHC services for more than 30 years and is the only banner group in Canada to offer a comprehensive three-tiered program from entry-level to full-range HHC services.

DT's HHC program members offer their customers access to specialized home care products not usually available within a pharmacy. The three-tiered program allows members to customize their level of participation to suit the needs of their customers and their business. We will be at their annual show April 20-22, 2012 in the GTA.

Ki Mobility Forms

We have updated the Catalyst 5 Order Form on-line and the rest will be done by months end. This one needed to be done in advance to meet AADL requirements.

Bits and Bytes

- 49 Ottawa, Montreal, Kingston, Belleville Jan 23-27;
- 49 ISS March 7-9, 2012 Vancouver, BC;
- 49 DT Showcase April 22-24, 2012 Toronto, ON;
- 49 12th MEDiChair Show April 26, 2012 Oakville, ON;
- 49 CSMC May 8-10, 2012 Toronto, ON;
- 49 People in Motion Show June 1-2, 2012 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.