



BESPOKE PLUS

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

DT Group Aim Higher



We are participating in the DT Group's **"Aim Higher"** Showcase **April 20, 21 & 22** at the Toronto Congress Center. The theme for Showcase 2012 is encouraging the DT membership to utilize programs and services Drug Trading has to

offer. Their goal is to help member stores to build a broadly based business model regardless of store size which will allow them to reach new levels of success in these challenging times. The show will once again highlight and reinforce the strong ties between the vendor partners and pharmacy network. Building on the success of recent shows, Showcase 2012 will have a continued focus on elevating customer traffic, expanding front store offerings, and increasing sales.



LOCATION

Showcase 2012 is being held in Toronto, Ontario at the Toronto Congress Centre.
650 Dixon Road
Toronto, Ontario M9W 1J1
Telephone: 416-245-5000
Fax: 416-245-4923

SHOW DATES & HOURS

Friday, April 20, 2012 11:00 a.m. - 5:00 p.m.
Saturday, April 21, 2012 9:00 a.m. - 5:00 p.m.
Sunday, April 22, 2012 9:00 a.m. - 1:00 p.m.

Did You Know

The Ki Mobility Tsunami is built out of 6061-T6 Aluminum. The tube outside diameter is 1 3/8" and the wall thickness is 0.08". These units are heat treated after welding to provide the highest yield strength for this material at 38,000 PSI. The Tsunami is also available in 1 1/8" Titanium 3AL-2.5V with a wall thickness of 0.06" and yield strength of 128,000 PSI. Ki Mobility has moved to using 7005-T6 Aluminum for their next generation of rigid chairs which is becoming a popular material in the industry because they will be able to further reduce the weight of the product and increase yield strength. **Thanks Murray!**

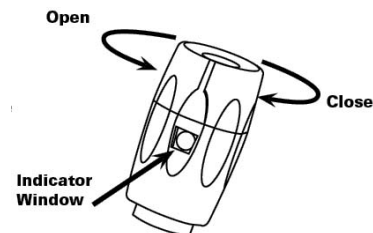
VARILITE®

The folks at Cascade Designs who manage the medical division under the brand **VARILITE®**, have done a super job on providing training modules for their various products.

Training videos are available on YouTube and training modules are on the web site at www.varilite.com or call us for PPP/in services.

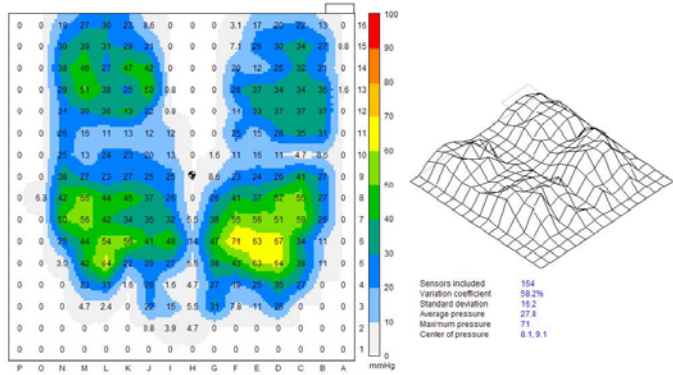
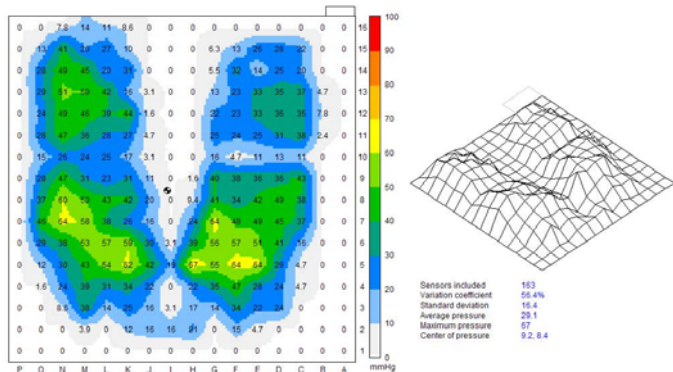
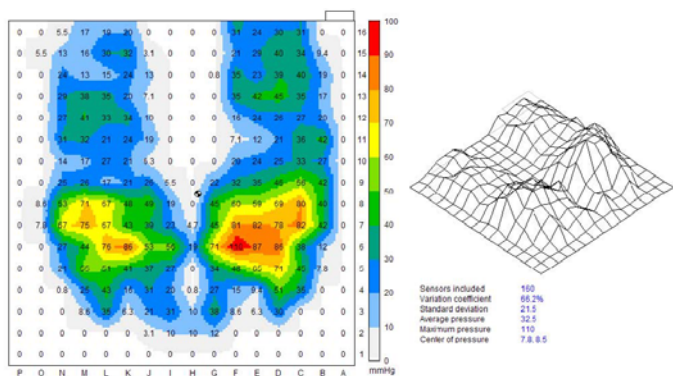
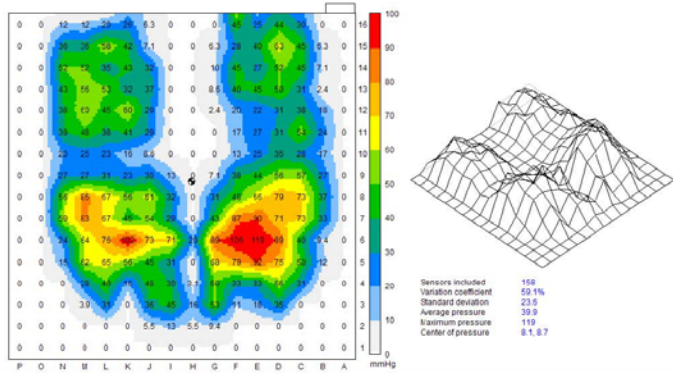
We often get the settings question when using the Pressure Setting Valve (PSV) and it is shown in the Evolution and Evolution PSV training module on the site

noted. *It is important for Alberta residents to understand that both valves are approved under the AADL program like Ontario and their ADP program, although the approved product listing only highlights the PSV shown on the left.*



Out of the 3 numbers shown in the window of the PSV, the recommended setting of 2 is usually optimal for most

users. The internal pressure of the cushion is 0.2 psi and VARILITE® recommends this setting unless otherwise specified by a therapist. See the pressure mapping difference in fully inflated 1, 2, and 3 respectively.



Nationals in Montreal

We support the Canadian Wheelchair Sports Association (CWSA) annually for the Coloplast Canadian Wheelchair Rugby Championships and the Judy Zelman Award.



This year, the championships are held in conjunction with long time friend Monique Lefebvre's Défi sportif AlterGo (DSA), which is

presented by Hydro-Québec and will be held from April 23 and April 29, 2012. The new slogan for the Défi is "more than athletes" referencing the resilience of athletes with a disability and their happiness in life.

The Rugby Championships will be a showcase event at Défi where some 4000 athletes (many different sports for people with different abilities) will compete at six sites in Montréal and Longueuil, QC. This year the Défi will have representation from 15 countries. The Rugby Final will go on April 29 at Centre Pierre-Charbonneau.

Bits and Bytes

- 49 Sitting Pretty April 24 at 49 Bespoke;
- 49 DT Showcase April 22-24, 2012 Toronto, ON;
- 49 April 24, 2012 turning data into simulation;
- 49 12th MEDiChair Show April 26 Oakville, ON;
- 49 Rolling Rampage The Hill April 26th, Ottawa, ON;
- 49 CSMC May 8-10, 2012 Toronto, ON;
- 49 May 29, 2012 Friction/shear/pressure;
- 49 People in Motion Show June 1-2, 2012 Toronto, ON;
- 49 June 26, 2012 Backing it up;
- 49 July 17, 2012 Getting to the Finish Line.

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.