

## AADL Program

The Alberta Aids to Daily Living Program (AADL) is undergoing change, constant change like the whole industry. We relayed last month that we had resubmitted the Catalyst 4C in category A, the



Tsunami in category B, the Rogue in category C, and the Focus CR in category T. These products meet and exceed the program requirements, pricing is more than competitive, and all offer something new to the

Approved Products Listing (APL) for Albertans. We feel if it is a fair tendering process to all corporations, these products should be put on the program.



We understand that an RGK Bespoke product does not lend itself well to the recycle program because it is difficult to reconfigure for multiple users. Therefore, we appreciate the Category D that allows end users an opportunity to benefit a bit from AADL to purchase the product of choice, but we understand it is unfair to that individual because that Category does not offer ongoing repairs as per the other Categories.



Once again we ask Albertans for your support. If you are an end user, prescribing authority, dealer, a

person concerned about the tendering process or fair treatment for all Albertans, please email [Larry.Oswald@gov.ab.ca](mailto:Larry.Oswald@gov.ab.ca) or [sheron.parmer@gov.ab.ca](mailto:sheron.parmer@gov.ab.ca).

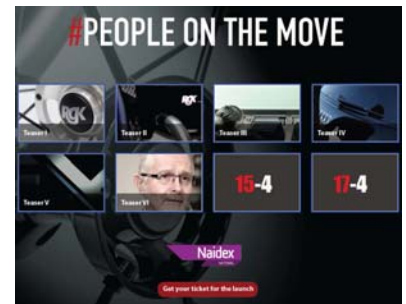
Thank you in advance for your concern and cooperation.

## Believe|Live|Inspire

Those of you using Twitter will have seen the teasers promoted through RGK on-line (Believe | Live | Inspire) at [rgklife.com/peopleonthemove](http://rgklife.com/peopleonthemove).

RGK have been developing new products and will be launching another at the [www.naidex.co.uk](http://www.naidex.co.uk) show April 29 - May1 in Halls 17, 18 and 19 of the NEC - Birmingham, UK (the Birmingham Airport is located within the NEC). There will be eight (8) seminar theatres during this event including the College of Occupational Therapists delivering cutting edge seminars presented in the new COT Zone. Aimed at busy practitioners, the sessions will enable OT's to learn more about practice, what's new in policy, and learning opportunities to enable OT's to meet their career aspirations. Only OT's will be permitted entry to those sessions.

Check out the teasers and stay tuned for the latest offerings from RGK.



## Titanium is the Best

This would be my subjective take on the best material for daily use wheelchairs. It is the strongest, lightest, and is non-corrosive which should translate into a longer life span with the least amount of wear and tear on the end user. This article was prompted by two calls where the dealer had been told by two different manufacturer's representatives that titanium was no longer available in the industry and that it was being replaced by a much better series of aluminum. If you know these folks, check the record and see if they were saying the opposite a few months ago when their company offered titanium.

The Ki Mobility Tsunami, Catalyst 5 and the RGK Hi-Lite and

Maxima are available in titanium! Some of the manufacturers have discontinued titanium builds, perhaps because the margins are not as good as other materials or the accountants experienced a longer life cycle of titanium products. The fact of the matter is that titanium is a great material for this industry especially when the build is done with the least number of nuts and bolts allowing the manufacturer to use the thinnest wall material keeping the units stronger and lighter.

The different types of material used today depend a lot on dollars and what the end user is doing with the product. Mild steel is often used for Type 2 or standard wheelchairs usually without a moving center of gravity making them the least expensive on the market. Ironically, the person using this product is usually a person with strength and manoeuvrability issues. A Type 3 or light weight wheelchair may be made out of chromium-molybdenum alloy steel or aluminum and these units are designed to enhance manoeuvrability and portability. When we go to a Type 4 chair we are looking at ultra light weight achieved with advanced aluminum, composite materials, or titanium. Materials with a high strength-to-weight ratio allow for builds to be more compact, lighter, aesthetically pleasing, and allow for easier propulsion, manoeuvrability, and champion the cause of reducing weight to prevent repetitive stress injuries.

## VARILITE® On AADL

The AADL APL has been updated and has some notable changes that positively impact seating in Alberta. This coincides with a new initiative that we have to market and promote the **Stratus™**, **ZOID™**, **Reflex™**, and **Solo™** cushions, and the **ICON™** and **Evolution™** backs in Alberta.

We will expand on this initiative in the next issue of Bespoke Plus!

## DT Group

I understand that everyone had a great time at the DT Group Showcase 2014, which was held on **April 11, 12 & 13, 2014**, at the Toronto Congress Centre as we reported; our apologies for the wrong date noted in Bits and Bytes.

Drug Trading's Home Health Care buying group is Canada's largest and have been providing specialty HHC services for more than 40 years offering their Group a comprehensive

three-tiered program from entry-level to full-range home health care services.

**Andrew Parkes, President** was appointed to the position of President, Drug Trading on May 11, 2005.

He is a second-generation pharmacist having completed his pharmacy degree at the University of Saskatchewan in 1982.

Andrew worked as a pharmacist before assuming executive positions at various retail pharmacy companies prior to joining Pharma Plus Drugmart in 1998 as Vice President, Retail Development. He was later promoted to President of the banner, and following the Katz Group/Drug Trading merger once again focused his attention on pharmacy development. With McKesson's recent acquisition of the Drug Trading assets, Andrew remains committed to developing new programs and services to support the business needs of the independent pharmacy.

## CWBL (Nationals)

Congratulations to the Quebec Bulldogs who pulled out a victory in the final at this event April 4-6 over their conference rivals the Gladiateurs from Laval! A super Wheelchair Basketball Canada event organized through the Burlington Vipers organization provided surprising parity for a buy your way to the final event that featured 12 teams from most of the conferences in the league.



## Bits and Bytes

- 49 Medichair Halton Show Oakville, ON April 24;
- 49 CWBL Women's Nationals Richmond, BC April 25-27;
- 49 Defi Sportif April 28-May 4 in greater Montreal, QC;
- 49 CAOT Conference May 6-10 in Fredericton, NB;
- 49 CSMC Show May 12-14 Toronto, ON;
- 49 Sitting Pretty with Sheila Buck Brandon, MB May 21;
- 49 Rolling Spokes Show May 22 Brandon, MB.

**BESPOKE PLUS** helps to market and promote **RGK** Wheelchairs, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Glance, Spintek, Frog Legs, Schwalbe, Sun Components, Natural Fit, Blax, and a host of other products. Please give us a call or contact the editor, Reg McClellan, if you have something that you think we should expound on.