



Birchill Equity



There are changes in the Home Medical Equipment (HME) industry all the time, whether it is this person going from company A to Company B or so and so entering into a strategic alliance with someone. Although to most of us this looks like big business, in reality it usually involves small parts of a bigger entity.

Centric are divesting their interests in the Motion Specialties and MEDiChair experiment. Doug Kerr, Executive Vice President at Motion Specialties HME & Respiratory Division commented on the recent Birch Hill announcement: *"As you likely saw, earlier this week we announced that Birch Hill Equity Partners is acquiring Centric Health Corporation's MEDiChair and Motion Specialties businesses. As Birch Hill noted in the press release, they plan to invest in, strengthen and grow both businesses. They have a successful track record of doing the same with other Canadian brands, and we believe they will be excellent stewards of Motion and MEDiChair. The transaction is expected to close in mid August. In the meantime, it is business as usual at MEDiChair and Motion Specialties. All of our procurement and accounts payable processes remain the same and you should continue to work with the same people you always have."*

So, it is business as usual with these stores relying on the strength of their people to continue to meet the needs of the industry as presented day after day. The \$50 Million acquisition will not be the last for Birch Hill which labels itself as Canada's leading mid-market buyout firm with C\$2.0 billion in capital under management, 20 partner companies and 33 fully realized investments since 1994.

Doug also advises that effective immediately, the Goderich (including Owen Sound) and Thunder Bay locations owned and operated by Doug Fines and Jim Migliazza respectively, are no longer part of the MEDiChair franchise network and that questions or concerns on this may go to him or Frank Lucas.



Handicare & You-Q



We had the pleasure of meeting Dick van de Beek, Managing Director at YOU-Q in The Netherlands recently and he has provided us with an update on their direction in a press release from yesterday.



Handicare and You-Q are joining forces. You-Q, a specialized Dutch power wheelchair manufacturer, offers a wide range of highly functional power wheelchairs and has developed strong distribution channels in various European countries in recent years. The acquisition of You-Q is expected to strengthen Handicare's position in the Netherlands and speed up growth of its mobility activities in other geographical markets.

Originally part of Handicare's power wheelchair business, You-Q was established as an independent company in 2011 to obtain approval of the Dutch Competition Authorities (ACM) for the acquisition of Handicare by Nordic Capital Fund VII. As ownership changes in the marketplace recently led the ACM to release its restrictions, it was a natural choice for Handicare and You-Q to join forces again.

"It has been exciting to develop You-Q and we are proud of the product portfolio we have created," says Dick van de Beek, Managing Director of You-Q. "Now we are looking forward to taking the next step to success and moving forward with Handicare. It is our belief that being part of a larger and well established group that has the same drive and values will open up many opportunities that will be mutually beneficial and rewarding."

You-Q was owned by R12 Kapital, an independent Swedish investment company. More information may be found at www.handicare.com and www.you-q.nl. Handicare brand products are sold through distributors in more than 40 countries, with 1,300 employees and sales of 293 million Euros in 2013. They are owned by Nordic Capital Fund VII, a leading private equity fund in Norway.

Women's Worlds



Congratulations to Canada's Women's Wheelchair Basketball Team for their performance at the World Championships held at the Mattamy Center in Toronto, ON June 20-28. They rose above expectations on strong performances from Katie Harnock and super star Janet McLachlan amongst others. An ill advised shot in the dying seconds of the semi-final game was reminiscent of Canada's first medal in 1990 when they had the ball on a rebound with seconds left in the game and instead of killing the clock a shot was rushed. They made the shot in 1990 and it put them up by 3 and this time around they missed that shot and The Netherlands scored, which could have relegated the Canadians to the bronze medal match. That would have still been a better finish than their recent outings. But, then the Dutch went to sleep on the final throw in and gave Janet the chance to redeem herself and she did so with a very difficult 10 footer to win the game by one. The Sport Canada TV coverage was awesome and communication was super including the national associations synopsis of the event:

(Toronto, Ont.) Underdog Canada triumphed over Team Germany, the reigning Paralympic gold medallists, on home soil to earn the title of world champion at the 2014 Women's World Wheelchair Basketball Championship in Toronto. The team upset the number one ranked team, who they lost to during the preliminary round, to add a fifth world championship gold to the Canadian women's name. Germany achieved silver and Netherlands took home the bronze at what was the largest women's world championship in history.

Final Standings:

Gold	Canada	Silver	Germany
Bronze	The Netherlands	4 th	United States
5 th	Great Britain	6 th	Australia
7 th	China	8 th	France
9 th	Japan	10 th	Mexico
11 th	Brazil	12 th	Peru

Recap at: www.2014wheelchairbasketball.com

Pictures at: www.flickr.com/photos/wheelchairbasketball

More information: 2014wheelchairbasketball.com

Ki Mobility-Varilite®



The AADL and 49 Bespoke web sites have updated order forms available for the **Catalyst 4C**, **Catalyst 5**, **Tsunami Little Wave**, and the **Tsunami**.

The new **VARILITE®** parts and price list is on-line and the AADL web site has a list of the V999 codes, etc., posted as well.



Ki Mobility have had numerous product updates and new information posted on their web site at www.kimobility.com and we are catching up with those developments!

Focus CR on ADP



The **Focus CR** is **Ki Mobility's** latest offering in the tilt category. It is available as an **Adult and Paediatric Manual Dynamic Tilt Wheelchair - Type 5** with these device codes: **WM0001160** for Adult **WM0001161** for Paediatric



The order forms (thank you Chad) are on our web site and will be further updated to include a \$96.00 discount if ordered without the "Make it Right Program".

Bits and Bytes

- 49 AADL July 1, new products on the program;
- 49 European Trip July 12-19, UK, NL (postponed);
- 49 Alberta Seating Clinics August 2014;
- 49 Rehab Equipment Expo September 9 Richmond, BC;
- 49 OSOT Conference September 19-20, Richmond Hill, ON;
- 49 Rehacare September 24-27 Dusseldorf, Germany.

BESPOKE PLUS markets/promotes **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, etc. **Comments are welcome; contact the editor Reg McClellan in the manner you wish below.**