



# BESPOKE PLUS

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

## Trending



This trending article by Dr. Rory Cooper got my attention and has some interesting information.

*"There is an overwhelming need for wheelchairs and*





*the research and development required to make them safer, more effective, and widely available. The following areas are of particular importance: practitioner credentials, accreditation, device evaluation, device user training, patient education, clinical prescribing criteria, national contracts, and access to new technology. There are over 170 U.S. wheelchair manufacturers with a total reported income of \$1.33 billion. However, of these companies, only five had sales in excess of \$100 million. Wheelchairs account for about 1% of Medicare spending in the USA. Use of assistive technology is an increasingly common way of adapting to a disability. The emergence of advanced mobility devices shows promise for the contribution of engineering to the amelioration of mobility impairments for millions of people who have disabilities or who are elderly. Some of the trends in wheelchairs are going to require new service delivery mechanisms, changes to public policy, and certainly greater coordination between consumers, policy makers, manufacturers, researchers, and service providers.*

This is very true in our environment throughout Canada and I would certainly be an advocate for a more cohesive approach to meeting everyone's needs whether they are in BC, SK, NF, etc. Currently, there is a huge difference in services rendered from one province to the next. People with a disability are now picking their provinces rather than staying at home!

Therefore, there are a huge number of folks that are not being able to be contributing members simply because of the confines of the equipment they are saddled with and a result of the status they have on the provinces overall agenda.

## RGK Order Update

RGK's Operations Manager, Michael Sheen has sent out a note to address the change in the order process. Chairs will now be drawn prior to the confirmation to assist with keeping accurate delivery times and the highest quality. This will result in an increase in the confirmation time, but the target to confirm the order within ten working days with the drawing is great. The order process is:

-  Order Received (acknowledgement sent)
-  Order drawn
-  Order confirmed
-  Order Produced

## Batec - Coming Soon



*"Batec Mobility is a socially oriented company created by people with disabilities with a view to making a mark on this very sector of society, by making a positive social impact."*

We thank you for the calls on the Batec-Mobility product line and can say that the first batch of Electric's and Hybrids are enroute to Canada

now! Guided by principles of universal design, Batec has developed proprietary technology to create products that are practical and versatile.

Check them out at [www.Batec-Mobility.com](http://www.Batec-Mobility.com) and YouTube!

## ADP Reimbursement

The reimbursement number changes that started June 01, 2015 are noted on our web site as it relates to wheelchairs, cushions, backs, and accessories. The across the board cuts that dramatically impact the amount that the end user has to pay ranges from -14% on wheelchairs in the Type 2, 3, 4, and 5 categories. In the case of cushions and backs it also comes in at -14% whereas the options area has been smacked with a -21% decrease in financial services from the Ontario Government!

This **service reduction** to people with a disability in Ontario should be unacceptable. The reasoning for it should have dealers, manufacturers, distributors re-evaluating their approach to business. There is lots of blame to go around, but I would have most of it rest with the people that made the decision ... not ADP ... their elected bosses that have managed the province into the financial position it is; and, the end users who have not created a strong enough voice to make a difference!

## 7000 No Sub for Ti

People are always asking about chair material and what is best. I can only provide an end user opinion and encourage folks to check what all the manufacturers are saying about the material they use. I happen to be a fan of titanium and one of the best sources speaking on this material is Ti-Lite, now owned by Permobil. Their web site says:

**If You Prefer Titanium, Don't Let Someone Else Tell You That Aluminum is Good Enough.**

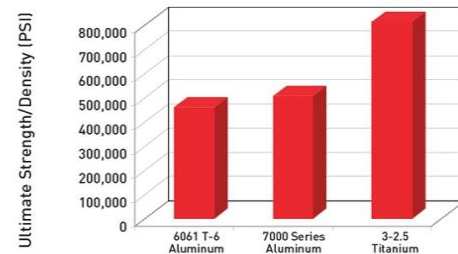
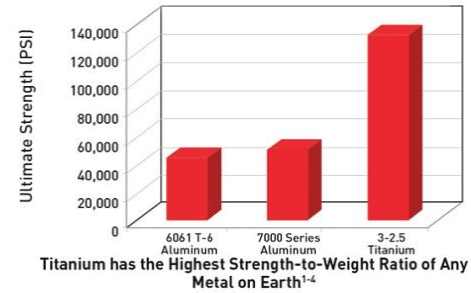
**Strength-to-Weight Ratio:** Titanium has the highest strength-to-weight ratio of any metal (1-4). The difference between titanium and 7000 Series Aluminum is enormous (see charts below). With titanium, you get more bang for every buck of material. The result: A stronger, lighter frame.

**The Titanium Ride:** Titanium has unique dampening qualities so that less vibration is transmitted to the user. This difference is well-documented and for those that prefer this smoother ride, this difference is also unmistakable.

**Durability:** Titanium's unparalleled strength and fatigue resistance means better durability. Titanium does not rust

or corrode and shows little sign of wear even after years of use.

3-2.5 Titanium is 260% Stronger than 7000 Series Aluminum<sup>1-4</sup>



### The Value of Your Choice

If you prefer titanium's strength, ride, and durability, these unique qualities directly translate into value. This value pays for itself every day, day in and day out. Renowned researcher and professor, Dr. Rory Cooper, recognized this when he listed the "expanded use of titanium" in his "Top 10 Advances" in manual wheelchairs over the past decade. If you prefer titanium, don't settle for less.

## Bits and Bytes

- 49 Batec-Mobility training July 27-31 Barcelona, Spain;
- 49 Rehab Equipment Expo September 9, Richmond BC;
- 49 Atlantic Rehab & Ed Conference Sept 23-25 Halifax, NS;
- 49 OSOT Conference Sept 25-26, Kingston, ON;
- 49 Rehacare Trade Fair/Show Oct 14-17 Dusseldorf, DE
- 49 Saskatoon & Regina Shows Oct 20 & 22 SK;
- 49 OSOT – Sheila Buck October 29, Kitchener, ON.

**BESPOKE PLUS** markets/promotes **VARILITE®** Seating and Positioning Systems, **KENDA**, **RGK Wheelchairs**, and products like **Spinergy**, Glance, Spintek, Frog Legs, X-Core, Shox, CEW, Schwalbe, Sun Components, Topolino, Natural Fit, Blax, MBL, BBraver, etc. **Comments are welcome; contact the editor Reg McClellan in the manner you wish below.**