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Get better results with BodiTrak’s patented elastic sensors, which conform to the patient for more precise reading and pressure mapping assessments. Improved results help reduce tissue trauma by delivering a system that’s better suited for your patients. BodiTrak's simple design includes a plug and play USB connection to your computer for easy set up and intuitive software that walk you through the process. Ask your Ottobock Sales Representative how BodiTrak can improve your outcomes or call us at 800 328 4058.

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What’s New Online: MobilityMgmt.com
The countdown has begun: This fall, MobilityMgmt.com is all new! Our online relaunch will continue to be a living archive for Mobility Management features, news stories, Webinars and e-newsletters, but will include new product & technology sections, new pages devoted to legislation & policy and research, and an expanded consumer-focused section with stories and resources created specifically for seating & mobility users and their families. Stay tuned!
DUAL-TUBE TECHNOLOGY

TR TITANIUM DUAL-TUBE FRAME
AERO T ALUMINUM DUAL-TUBE FRAME

Dual-Tube Technology is at the heart of the TiFit TR (K0009) and the Custom-Configured Aero T (K0005). The geometry of the elegant, flowing lines stiffens the wheelchair, transferring more of your push stroke directly to the ground. No wasted energy means fewer strokes throughout the day. This end-user inspired development provides ride characteristics that are nearly impossible to achieve with an open-frame design.

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News Flash: CRT Is Still Not DME

My first reaction to the news of Medicare’s latest capped-rental proposed rule was not politically correct. In the middle of the hallway in the middle of the work day, I called out to my office-mates, “Great news! Science must have figured out a way to regenerate brain cells and spinal cords, because CMS now says our consumers need their equipment for just eight months each!”

No one looked up — they’re pretty accustomed to my occasional funding rant — so I was left muttering to myself along the lines of “Why is CMS (aka, the Centers for Medicare & Medicaid Services) always picking on my people (aka, you and your clients)?”

After cooling off enough to pick through the complex rehab technology-relevant sections of the 186-page proposed rule, I’d had a slight change of heart.

To be sure, this latest capped-rental proposal from CMS would be a migraine for CRT providers: Instead of paying a lump sum for many types of equipment it purchases for beneficiaries, Medicare wants to pay providers in 13 monthly installments — which would wreak havoc with providers’ cash flows. CMS quotes huge anticipated savings under this new plan: $20 million in each of the next three years, $30 million in 2017, etc.

But as Rita Hostak, Sunrise Medical’s VP of government relations, pointed out during an interview, those savings are based on CMS data that says Medicare beneficiaries use their DME for only eight months on average — the implication being that after that period, the beneficiary either recovers enough to no longer need the equipment, or passes away.

Neither scenario applies to the average Medicare beneficiary using CRT. Unfortunately, the sorts of diagnoses that CRT users have — predominantly cerebral palsy and brain injuries among adults, and brain injuries or developmental delays for pediatric beneficiaries, according to data collected by NCART, Hostak says — do not heal. But neither do we generally expect beneficiaries with CP or brain injuries to have drastically shortened lifespans.

“When you’re talking about wheelchairs for people with permanent disabilities and pediatric wheelchairs, these people are not end-of-life,” Hostak says. “They’re not even sick! They just have a disability and need the technology to allow them to be more functional and independent.”

If saving money is the goal, it makes sense that CMS wants to make eight monthly payments instead of paying full price outright for many kinds of equipment. What doesn’t make sense is why CMS keeps saying, “Eight months.”

And that’s where my change of heart came in.

Clearly, when CMS says beneficiaries use their DME for an average of just eight months, it isn’t talking about CRT consumers. It’s referring to seniors who have recoverable conditions — surgery that requires a standard wheelchair for a couple of months, for example — or to seniors who are medically very frail.

And when CMS is talking about DME, it’s not talking about CRT. Or at least, it shouldn’t be referring to CRT.

This isn’t the first time that CRT has been caught up — possibly inadvertently — in the larger DME net. It happened with competitive bidding, and it’s happened with this capped-rental proposed rule. It will surely keep happening until CRT gets its own benefit category that takes into account the types of diagnoses that beneficiaries have, and their prognoses, and how customized their equipment has to be.

There are two bills in Congress right now, one in each chamber, that would emphatically and formally define those differences. CRT doesn’t belong within DME because it’s not DME. So instead of complaining in my office hallways, I’ve got a couple of phone calls to make. ☞

Laurie Watanabe, Editor
lwatanabe@1105media.com
When it comes to strength, Harmar delivers. Our product line-up is growing even stronger with new HD auto lifts that offer 400 lbs. lifting capacity, durability, and easy installation. They join a full range of innovative mobility and accessibility solutions designed to fit your customers’ needs and drive your success.

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mm beat

Curtis Instruments’ Wheelchair Video: Speaking from the Heart

To a seating & mobility professional, the process of acquiring a wheelchair for a client—the evaluations, HCPCS codes, allowables and documentation—can feel as natural as a heartbeat.

But to a consumer, the process can be long, confusing and frustrating. And for consumers who’ve been ambulatory in the past, making the change can be especially jarring.

A new video by Curtis Instruments seeks to make that transition easier by sharing the experiences of an actual new wheelchair user.

Creating a Resource

The folks at Curtis Instruments took this project personally. It started when Frank Matheis, Curtis Instruments’ director of corporate marketing communications, was approached by a colleague.

“One of my graphic artists called me and said, ‘My brother-in-law needs to get into a wheelchair. Can you help us?’” Matheis said.

Given that Curtis manufactures the electronics used by many power wheelchairs in the industry, Matheis was confident the company could help out. But when he approached Curtis’s president, he advised Matheis to consult Mike Rozaieski, ATP, Curtis’s product manager for medical mobility.

While Matheis had envisioned choosing a wheelchair would be much like choosing a lawnmower or other retail product, Rozaieski told him, “It doesn’t really work like that. Let me explain it to you.”

Rozaieski recommended contacting an occupational therapist as well as the consumer’s insurance provider.

“We work with wheelchair manufacturers to provide the drive technology,” Matheis said of Curtis Instruments’ business. “For us here, it’s a matter of technology for people. But we don’t often get to know these people because we don’t sell the wheelchairs.”

Rozaieski helped connect the would-be wheelchair user—Conway Policastro—with a local OT in New Jersey. “They went through the very normal process, the way anybody else would,” Matheis said. “And when it was all done, it took six months, but Conway had a chair that was fitted to him.”

The Curtis staffer who’d started the wheel rolling told Matheis he hadn’t realized the process for acquiring the right wheelchair. “And I said, ‘Mike, do people all have this experience? Are they all so completely baffled by the complicated method of what’s ahead of them?’” Matheis recalled. “And he said yes, pretty much.”

Matheis then asked Rozaieski if there was “a tool that explains this to people, so that before they get involved in anything, they would know what they’re facing. He said not that he’s aware of. So I said, ‘Why don’t we make one?’”

Speaking from the Heart

The result is “Transitioning Into a Wheelchair: An Introduction to Medical Mobility.” The 12-minute video stars Policastro, who has Charcot-Marie Tooth muscular dystrophy and post-polio syndrome.

The film takes consumers through the wheelchair acquisition process, showing small but critical details, such as the need for “specifically and only a mobility exam” by the wheelchair prescriber.

Some scenes were filmed at Ability Beyond Disability, a local rehabilitation facility, while others were filmed in the community.

Policastro said of his scenes, “It was totally unscripted, just speaking from my heart.”

In the beginning of the process, he added, “I was very resistant and reluctant to the notion of being ‘a wheelchair guy.’ My sister and my mom and other family members and friends were very supportive: ‘Don’t be resistant; lean into it. You need this, you’re falling too much.’”

Policastro said he finally agreed and was evaluated and fitted at a local Kessler Institute during four visits. The emotional journey, though, was longer.

“First, no,” Policastro recalled. “Then, Okay, you’re twisting my arm so I’ll do it. A month before it arrived, it was Hey, where’s my chair? And now that I have it, it’s like Don’t you dare take away my chair!”

In the video, Policastro is initially shown walking laboriously. “The most difficult aspect for me transitioning into a wheelchair,” he says in the film, “was dealing with the concept of it. You’re no longer a walking guy, you’re in the chair now. But I’m so glad I worked through that because the chair itself is what really changed my mind.”

The video covers documentation, justification and funding, and ultimately shows Policastro moving independently and freely through his neighborhood.

Now, he remembers how walking had become mentally and emotionally draining, in addition to physically difficult, and compares those memories to how his life has improved. “Every morning I wake up with a smile on my face, knowing I have this thing at my bidding, so to speak,” he said. “When I walk from here to the diner and friends are with me, sometimes I’ll put it in third gear and they’ll say, ‘Wait, wait! And I was usually the one lagging behind when I was walking.’”

Matheis said, “My big hope is that [clinicians and ATPs] find this resource useful for their own clients. We’re hoping they’ll tell somebody to watch this, this can help you. That’s our only stake in this.”
A Tradition of Excellence

Ottobock has created specialized foams for nearly a century — and you can feel the difference in the new Terra, Aerial, and Aquos cushions. As little as 1.7 lbs, this cushion family is among the world’s lightest, with foam that provides long term durability and a contour designed for best load distribution.

Call your sales representative at 800 328 4058 to assess them for yourself.
QM-7 Enhancements: When the Ends Drive the Means

So many consumer products these days are expected to achieve far more than their "main" functions. Our cars don't just get us from point A to B; they also show us the shortest route and entertain the kids in the backseat during the drive. Our phones don't just make calls; they coordinate our schedules, take photos and play music, too.

Of course, complex rehab power chairs are a different category than mainstream retail products — and yet, today's consumers, accustomed to being a driving force for better, more fully featured choices, are making their voices heard here, too.

Consumers Make Demands
A prime example: Sunrise Medical's significant and multiple enhancements to its Quickie QM-7 series of power chairs.

Dan Critchfield, product manager, indicated that consumers were a driving force behind the changes, and that their demands are in line with what they expect of non-clinical products.

"Quickie has many valuable social media sites from which we gather the voice of the customer," Critchfield said in an interview with Mobility Management. "We have heard that consumers want products that look and feel good, as well as improve their independence. The features that we wanted to concentrate on focused on the consumer's ability to customize the chair and provide the highest level of independence ever offered in a single power chair."

Independence via greater accessibility, Critchfield adds, was a recurring theme.

"For many, kitchen tables and cabinets, classroom desks, restaurant tables and bars, grocery stores, vans, etc., may be inaccessible. Either their chair has a seat that is too high or a seat elevator that does not reach high enough. The ability to have an ultra-low 16" seat-to-floor height with a 12" seat elevator means that these obstacles no longer keep people from enjoying life."

On the aesthetics front, Sunrise has added eight new shroud colors to the QM-7 line, bringing the total number of choices to 15. And consumers can choose black as their tire color, if that's a better match with their personal styles.

And Something for ATPs, Too
ATPs will be happy to hear about more clinically based changes to the QM-7, as well. For instance, Critchfield said, "We have made independent and assisted transfers much easier. Cantilever arms and a power foot plate that extends to the floor, when combined with the low seat-to-floor height option..."
Mobility has a nu name.

Blending Into Consumers’ Lifestyles
The greatest achievement for a new product is blending into its owner’s life so easily that the consumer barely notices the transition.

As Critchfield noted, “What we have found for clients with new injuries or late-onset diseases is that many experience challenges when adapting to living in a wheelchair, both financially and emotionally. Because the QM-7 can achieve such low seat-to-floor heights and still have the ability to reach high cabinets, consumers do not need to modify their homes to the degree that they would have to without these capabilities. Desks, tables, kitchen counters and cabinets, bathrooms, beds, etc. can remain unchanged. This can greatly relieve stress and cost.”

The right power chair can also help in other intangible, but just as important ways.

“I imagine going to a restaurant with your family,” Critchfield said, “and being able to pull right up under a table for dinner, elevating up and joining in conversations at the bar, looking your daughter in the eye when she gets married, going to a ball game, going to college and sitting with your classmates at a desk. All these are possible in a single, comfortable, capable, great-looking product.”

and seat elevator, allow for transferring in and out of the QM-7 with less effort and reduced injury and fatigue.”

On the positioning end, Critchfield explained that the QM-7 stands ready to meet the needs of consumers of different sizes. “The new 3.7 Power Recline provides seating for smaller adults and younger children by offering a 14” seat width with recline. Clinicians are telling us that there are many applications when power recline is appropriate for these clients. We have also introduced power recline with a weight capacity of 350 lbs. that accommodates seat widths up to 22”.

Other changes include an integrated JAY J3 back option that functions in tandem with the 3.7 Power Recline system, and a redesigned electronics enclosure shell that’s 3” narrower in depth for a cleaner look.

United Seating & Mobility and ATG Rehab have come together to form one dynamic company: Numotion. With a strong local focus, we aim to be the most responsive and innovative company to do business with for all our customers — and a loyal and helpful partner that will move lives forward for years to come. It’s a nu day in mobility.

Our new site is coming soon — visit numotion.com. 800.500.9150

mobilitymgmt.com
Wheelchair Seat Cushion Comparo

How to Read This Comparo

Wheelchair seat cushions are arranged alphabetically by manufacturer, then by cushion (model) name.

Cushion manufacturers self-reported the data in the listed categories. An “n/a” indicates no information on this category was available, or the category did not apply to a particular cushion. Manufacturers have reported the Medicare HCPCS code(s) that each cushion was qualified for at the time we went to press.

Cushion width, depth and height measurements are listed in inches. Weight capacities and cushion weights are listed in pounds.

Cushions and data are listed as space permits and may be abbreviated for space limitations. In some cases, additional sizes, cushion accessories, options, applications, etc., are not listed in the comparo grid, but are available from the manufacturer.

This comparo gives clinicians and assistive technology professionals a “starting point” when researching wheelchair seat cushions for a variety of client needs. For complete information on a specific cushion, please contact the corresponding manufacturer in the Source List.
Finding the right postural support system is the first step to a fuller, healthier lifestyle. By combining air and foam, we’ve created lightweight cushions and back supports that effectively stabilize the pelvis and spine while preventing skin breakdown. Our self-inflating valves keep things simple—there’s never a need to pump.

View our full line of products at www.varilite.com.
<table>
<thead>
<tr>
<th>Cushion</th>
<th>HCPCS Code(s)</th>
<th>Width(s)</th>
<th>Depth(s)</th>
<th>Height</th>
<th>Weight Capacity</th>
<th>Accessories</th>
<th>Available Options</th>
<th>Cushion Weight</th>
<th>Cushion Construction</th>
<th>Cover Construction</th>
<th>Ideal for users who:</th>
</tr>
</thead>
<tbody>
<tr>
<td>APK2</td>
<td>E2609</td>
<td>Any size, no limitations</td>
<td>Any size, no limitations</td>
<td>3.2”</td>
<td>Unlimited</td>
<td>Cushion cover, controller cover, tube sleeve, battery charger</td>
<td>Remote control, moisture control unit, positioning pad</td>
<td>Average of 3 lbs.</td>
<td>Foam exterior with alternating air bladders inside</td>
<td>Anti-microbial stretch top and slip-proof bottom</td>
<td>Have an existing pressure ulcer or are at high risk for developing ulcers</td>
</tr>
<tr>
<td>Aquila Corp.</td>
<td>Acta-Embrace with ATI</td>
<td>E2624/E2625</td>
<td>From 10” to 22”</td>
<td>From 10” to 20”</td>
<td>4.5”</td>
<td>400 lbs.</td>
<td>n/a</td>
<td>Cushion cover, incontinence liner, rigid insert</td>
<td>1.5 to 6.5 lbs.</td>
<td>Choice of breathable Stretch-Air fabric or fluid-proof of Comfort-Tek fabric</td>
<td>Want high-level skin protection coupled with memory foam comfort &amp; the ability to customize positioning aspects with ATI adjustable technology insert</td>
</tr>
<tr>
<td>Comfort Company</td>
<td>Curve</td>
<td>E2601/E2602</td>
<td>From 10” to 24”</td>
<td>From 10” to 20”</td>
<td>2.75”</td>
<td>400 lbs.</td>
<td>n/a</td>
<td>Cushion cover, incontinence liner, rigid insert</td>
<td>0.4 to 2.45 lbs.</td>
<td>High-density molded foam</td>
<td>Want slight postural support &amp; a higher level of skin protection from a general-use cushion</td>
</tr>
<tr>
<td>Comfort Company</td>
<td>Vector Air with Vicair</td>
<td>E2624/E2625</td>
<td>From 10” to 24”</td>
<td>From 10” to 20”</td>
<td>3.5”</td>
<td>550 lbs.</td>
<td>n/a</td>
<td>Cushion cover, incontinence liner, rigid insert</td>
<td>1.15 to 3.15 lbs.</td>
<td>Air-filled “air cells”</td>
<td>Need highest levels of skin protection &amp; the option to adjust positioning, or want a lightweight cushion needing/having little or no maintenance or risk of popping</td>
</tr>
<tr>
<td>Comfort Company</td>
<td>Balanced Aire</td>
<td>E2622</td>
<td>18”</td>
<td>16”</td>
<td>4”</td>
<td>400 lbs.</td>
<td>Cover &amp; hand pump</td>
<td>n/a</td>
<td>5 lbs.</td>
<td>Fluid-resistant stretch nylon cover with adjustable locking straps and non-skid bottom</td>
<td>Have existing skin breakdown or are at higher risk for developing skin breakdown</td>
</tr>
<tr>
<td>Dynamic Systems</td>
<td>Pudgee</td>
<td>Contact manufacturer for code details</td>
<td>16”, 18”</td>
<td>16”, 18”</td>
<td>0.5” to 3”</td>
<td>Contact manufacturer for weight capacity details</td>
<td>n/a</td>
<td>Waterproof film, slipcover or coating, stretch-knit fabric slipcover</td>
<td>2.5 to 6 lbs.</td>
<td>HD/HR polyurethane viscoelastic gel foam</td>
<td>Removable, washable stretch fabric slipcover and removable waterproof slipcover</td>
</tr>
</tbody>
</table>
BE SEEN, BE SAFE.

Collisions between motor vehicles and wheelchairs lead to over 300 wheelchair user deaths each year.*

OUR COMMITMENT TO SAFETY

Comfort Company backrests and cushions feature reflective piping to ensure we are doing our part to promote safety and protect the wheelchair user.

Reflective piping has the ability to return a large proportion of light directly back to the source it came from, allowing it to be seen from up to 500 feet away in low light conditions. Make sure you are visible. BE SEEN, BE SAFE.

Web: http://nhtsa.dot.gov/cars/rules/adaptech/
<table>
<thead>
<tr>
<th>Cushion</th>
<th>HCPCS Code(s)</th>
<th>Width(s)</th>
<th>Depth(s)</th>
<th>Height</th>
<th>Weight Capacity</th>
<th>Standard Accessories</th>
<th>Available Options</th>
<th>Cushion Weight</th>
<th>Cushion Construction</th>
<th>Cover Construction</th>
<th>Ideal for users who:</th>
</tr>
</thead>
<tbody>
<tr>
<td>SunMate</td>
<td>Contact manufacturer for code details</td>
<td>16&quot;; custom sizes available</td>
<td>16&quot;; custom sizes available</td>
<td>0.25&quot; to 4&quot;; custom sizes available</td>
<td>No limit</td>
<td>Optional non-halogenated fire-retardant additive</td>
<td>Waterproof film, slipcover or coating, stretch-knit fabric slipcover</td>
<td>0.5 to 4 lbs.</td>
<td>HD/HR polyurethane viscoelastic foam</td>
<td>Removable, washable stretch fabric slipcover and removable waterproof slipcover</td>
<td>Require body support, positioning &amp; pressure relief</td>
</tr>
<tr>
<td>Matrix PS</td>
<td>E2605/E2606</td>
<td>10&quot;, 12&quot;, 14&quot; pediatric; 16&quot;, 18&quot;, 20&quot; standard; 21-30&quot; heavy duty</td>
<td>10&quot;, 12&quot;, 14&quot;, 16&quot; pediatric; 16&quot;, 18&quot;, 20&quot;, 16-30&quot; heavy duty</td>
<td>3.5&quot;</td>
<td>150 lbs. (pediatric); 300 lbs. (standard); 600 lbs. (heavy duty)</td>
<td>Custom modifications, cushion rigidizer, pelvic obliquity kit</td>
<td>Anatomically molded High Resilient foam with waffled ischial relief area</td>
<td>1 lb. &amp; up</td>
<td>Moisture-resistant inner cover &amp; reversible Dartex outer cover</td>
<td>Require superior positioning, stability &amp; comfort</td>
<td></td>
</tr>
<tr>
<td>Matrix Stabilite</td>
<td>E2605/E2606</td>
<td>10-20&quot; standard; 21-24&quot; heavy duty</td>
<td>10-20&quot; standard; 16-22&quot; heavy duty</td>
<td>3.75&quot;</td>
<td>300 lbs. standard; 500 lbs. heavy duty</td>
<td>Custom modifications, cushion rigidizer, removable leg wedges, pelvic obliquity kit</td>
<td>Positioning High Resilient foam base with Invacare ThinAir bladder positioning overlay</td>
<td>3 lbs. &amp; up</td>
<td>Moisture-resistant, zipperied inner cover, moisture-resistant &amp; breathable outer cover, non-slip base, hook &amp; loop fasteners, lifting strap</td>
<td>Require comfort &amp; positioning, have postural asymmetries</td>
<td></td>
</tr>
<tr>
<td>Matrix Vi/Kid<em>ab</em>ra</td>
<td>E2607/E2608</td>
<td>12&quot;, 14&quot; ped; 16&quot;, 18&quot;, 20&quot;, 22&quot; standard; 18-30&quot; heavy duty</td>
<td>12&quot;, 14&quot; ped; 15-20&quot; standard; 18-20&quot; heavy duty</td>
<td>3&quot;</td>
<td>150 lbs. (pediatric); 300 lbs. (standard); 600 lbs. (heavy duty)</td>
<td>Custom modifications, drop base, cushion rigidizer, pelvic obliquity kit</td>
<td>1.5 lbs. &amp; up (peds); 3 lbs. &amp; up (standard); 4 lbs. &amp; up (heavy duty)</td>
<td>3-part foam construction: soft High Resilient foam (top), elastic ischial relief foam (insert); firm high-resilient foam (bottom)</td>
<td>Moisture-resistant, zipperied inner cover, moisture-resistant &amp; breathable outer cover</td>
<td>Are at moderate to high risk of skin breakdown</td>
<td></td>
</tr>
<tr>
<td>Aerial</td>
<td>E2624</td>
<td>15&quot; to 20&quot;</td>
<td>16&quot; to 18&quot;</td>
<td>3.5&quot; from lateral edge</td>
<td>300 lbs.</td>
<td>Breathair density inserts</td>
<td>Breathable reticulated foam &amp; Breathair insert</td>
<td>1.74 lbs.</td>
<td>Darlex fabric, easy-to-open corner-to-corner zipper with ergonomical zipper pull</td>
<td>Require a lightweight cushion that promotes heat &amp; moisture dissipation while providing skin protection &amp; positioning</td>
<td></td>
</tr>
<tr>
<td>Aquos</td>
<td>E2607</td>
<td>15&quot; to 20&quot;</td>
<td>16&quot; to 18&quot;</td>
<td>3.5&quot; from lateral edge</td>
<td>300 lbs.</td>
<td>n/a</td>
<td>LiquiCell packets &amp; Lightweight Rest Suspension Foam</td>
<td>2.5 lbs.</td>
<td>Dartex fabric with four Liquicell packets sewn into cover</td>
<td>Require a lightweight cushion that reduces shearing without compromising stability &amp; provides skin protection &amp; positioning</td>
<td></td>
</tr>
<tr>
<td>HCP Code(s)</td>
<td>Width(s)</td>
<td>Depth(s)</td>
<td>Height</td>
<td>Weight</td>
<td>Standard Accessories</td>
<td>Available Options</td>
<td>Cushion Weight</td>
<td>Cushion Construction</td>
<td>Cover Construction</td>
<td>Ideal for users who:</td>
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<tr>
<td>OBSS Ortho-Shape</td>
<td>E2609/E2617</td>
<td>Custom</td>
<td>Custom</td>
<td>Custom</td>
<td>No limit</td>
<td>ABS molded shell, 2 Plastazote liners, leg-length discrepancy accommodation, 4 mounting joints adjustment, user orientation, plywood mounting base</td>
<td>Soft spots for areas of extreme pressure risk, double reinforced ABS shell, mounting hardware, extra lines</td>
<td>Varies by size</td>
<td>Primarily foam and ABS</td>
<td>Trevira CS Surface Fabric (polyester)</td>
<td>Have the most complex positioning &amp; pressure management needs, but also require adjustability as a result of changing positioning needs or physical growth</td>
</tr>
<tr>
<td>OBSS Tru-Shape</td>
<td>E2609/E2617</td>
<td>Custom</td>
<td>Custom</td>
<td>Custom</td>
<td>No limit</td>
<td>High-density plywood or ABS backing, steel-reinforced lateral supports, leg-length discrepancy accommodation, undercut distal seat edge</td>
<td>Soft spots for extreme pressure risk, double steel reinforced lateral supports, removable washable covers, vinyl covers, mounting hardware</td>
<td>Varies by size</td>
<td>Primarily foam</td>
<td>Darlex, Dartex, Neoprene, Spacer fabric</td>
<td>Have the most complex positioning &amp; pressure management needs</td>
</tr>
<tr>
<td>Terra</td>
<td>E2607</td>
<td>15” to 20”</td>
<td>16” to 18”</td>
<td>3.5” from lateral edge</td>
<td>300 lbs</td>
<td>n/a</td>
<td>n/a</td>
<td>1.8 lbs.</td>
<td>Rest Suspension Foam</td>
<td>Dartex fabric, easy-to-open corner-to-corner zipper with ergonomical zipper pull</td>
<td>Require a lightweight foam cushion with skin protection &amp; positioning</td>
</tr>
<tr>
<td>TRU-Comfort2</td>
<td>E2603/E2604</td>
<td>16”; 18”, 20”, 22”</td>
<td>14”, 16”, 18”, 20”, 22”, 24”</td>
<td>4.5” in front tapered to 3” in rear of cushion</td>
<td>350 lbs</td>
<td>n/a</td>
<td>Custom sizes &amp; modifications</td>
<td>3 lbs.</td>
<td>High-density molded foam with a 1” viscoelastic top layer of foam</td>
<td>4-way stretch, recovery, fluid-resistant, breathable cover or new air mesh cover option</td>
<td>Require skin protection</td>
</tr>
<tr>
<td>Quantum Rehab</td>
<td>Custom</td>
<td>E2609</td>
<td>Custom per order form</td>
<td>Varies per client</td>
<td>250 lbs</td>
<td>Ride CAM straps for adjusting contours, cover</td>
<td>Additional cover</td>
<td>Approximately 3 lbs.</td>
<td>Brock closed cell porous composite</td>
<td>Custom per cushion shape using breathable 3D spacer fabric</td>
<td>Require protection from skin breakdown &amp; or pelvic stability</td>
</tr>
<tr>
<td>Custom</td>
<td>E2609</td>
<td>14” to 20”</td>
<td>Custom per order form</td>
<td>Varies per client</td>
<td>250 lbs</td>
<td>Ride CAM straps for adjusting contours, cover</td>
<td>Additional cover</td>
<td>Approximately 3 lbs.</td>
<td>Brock closed cell porous composite</td>
<td>Custom per cushion shape using breathable 3D spacer fabric</td>
<td>Require protection from skin breakdown &amp; or pelvic stability</td>
</tr>
<tr>
<td>Ride Designs</td>
<td>Hybrid Elite</td>
<td>E2622/E2623</td>
<td>To fit chair widths 14-34”, dual compartment sizes applicable</td>
<td>14-20”</td>
<td>3”</td>
<td>500 lbs</td>
<td>Cover, repair kit, instructions &amp; pump</td>
<td>Heavy-duty cover</td>
<td>Varies by size, approximately 3.5 lbs. (17.75”x18.5”)</td>
<td>ROHO cushion insert: flame-resistant Neoprene rubber. Customized JAY contoured foam base: flame- &amp; fluid-resistant</td>
<td>Stretch polyester/Spandex with sewn-in polyurethane foam layer top, polyester/nylon sides, polyester/rayon knit with non-slip PVC bottom</td>
</tr>
<tr>
<td>Cushion</td>
<td>Company</td>
<td>Code(s)</td>
<td>Width(s)</td>
<td>Depth(s)</td>
<td>Height</td>
<td>Capacity</td>
<td>Standard Accessories</td>
<td>Available Options</td>
<td>Cushion Weight</td>
<td>Cushion Construction</td>
<td>Cover Construction</td>
</tr>
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</tr>
<tr>
<td>Quadro Select</td>
<td>ROHO Inc.</td>
<td>E2624/E2625</td>
<td>12-24&quot;</td>
<td>12-24&quot;</td>
<td>Low profile (2''), mid profile (3''), high profile (4'')</td>
<td>No weight limit if properly sized to individual</td>
<td>Cover, repair kit, instructions &amp; pump</td>
<td>Heavy-duty cover, designer cover</td>
<td>3.8 lbs. (high profile), 3 lbs. (mid profile), 2.5 lbs. (low profile)</td>
<td>Neoprene</td>
<td>Stretch polyester/Spandex</td>
</tr>
<tr>
<td>Galaxy</td>
<td></td>
<td>E2624</td>
<td>14&quot;, 16&quot;, 18&quot; 20&quot;</td>
<td>14&quot;, 16&quot;, 18&quot;, 20&quot;</td>
<td>n/a</td>
<td>n/a</td>
<td>Cover, repair kit, hand pump, carrying box, 2-year warranty</td>
<td>Incontinence cover, six different valve options</td>
<td>Varies</td>
<td>Neoprene</td>
<td>n/a</td>
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<tr>
<td>Star Cushion</td>
<td></td>
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<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAY Fusion</td>
<td></td>
<td>E2622/E2623</td>
<td>14-24&quot;</td>
<td>14-24&quot;</td>
<td>4&quot;</td>
<td>300 lbs. (14-21&quot; wide) &amp; 500 lbs. (22-24&quot; wide)</td>
<td>X-static cover, optional foam base modifications (e.g., notches for posts or rails), fluid insert modifications</td>
<td>ROHO Dry Floatation air insert, X-static cover with breathable spacer fabric, Dartex or Reverse Dartex cover</td>
<td>3.4 lbs. (16x18&quot; &amp; air insert); 5.3 lbs. (16x18&quot; &amp; fluid insert)</td>
<td>Base: pre-contoured closed cell foam with high-resiliency foam layer &amp; posterior pelvic wall. Insert: JAY Flow Fluid or ROHO Dry Floatation Air</td>
<td>Inner cover: moisture-resistant Dartex-coated Lycra with Aquaguard zipper &amp; anti-wicking thread, X-static anti-microbial stretch outer cover</td>
</tr>
<tr>
<td>JAY Union</td>
<td></td>
<td>E2607/E2608</td>
<td>14-24&quot;</td>
<td>14-24&quot;</td>
<td>4.5&quot;</td>
<td>300 lbs. (14-21&quot; wide) &amp; 500 lbs. (22-24&quot; wide)</td>
<td>X-static cover, lateral pelvic supports, optional foam base modifications (i.e., notches for posts or rails)</td>
<td>X-static cover with breathable spacer fabric, incontinence covers, Dartex or Reverse Dartex cover, colored cover side-bands, embroidery</td>
<td>5.25 lbs. (16x18&quot;)</td>
<td>Inner cover: moisture-resistant Lycra with Aquaguard zipper &amp; anti-wicking thread. Outer cover: X-static, anti-microbial stretch cover</td>
<td>Are at moderate to high risk of skin breakdown, have moderate positioning needs &amp; want a comfortable anti-microbial cushion</td>
</tr>
<tr>
<td>Stimulite Contoured XS</td>
<td></td>
<td>E2607</td>
<td>14&quot; to 22&quot;</td>
<td>14&quot; to 20&quot;</td>
<td>3.5&quot;</td>
<td>250 lbs</td>
<td>Breathable cover &amp; lumbar bag for machine washing; cover &amp; cushion are machine washable</td>
<td>Sling bottom, Stimulite sheepskin cover, Stimulite lumbar support, Stimulite tension-adjustable back</td>
<td>3.25 lbs</td>
<td>Flexible, fusion-bonded Stimulite honeycomb</td>
<td>Natural, breathable fabrics to work with perforated honeycomb to wick away moisture &amp; minimize sweat</td>
</tr>
<tr>
<td>Supracor</td>
<td></td>
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<tr>
<td>Evolution PSV</td>
<td></td>
<td>E2622/E2623</td>
<td>12&quot; to 24&quot;</td>
<td>14&quot; to 20&quot;</td>
<td>3.8&quot; (pre-loaded state)</td>
<td>750 lbs</td>
<td>Mesh or incontinence cover</td>
<td>Wave contoured, closed-cell bases for added postural positioning; closed-cell Wedge, cushion &amp; valve repair kits, replacement covers</td>
<td>2.2 lbs. (18x18&quot;)</td>
<td>Adjustable, self-inflating, single-chambered, multi-stiffness foam &amp; air cushion with pressure setting valve</td>
<td>Choice of tailored mesh or incontinence cover</td>
</tr>
</tbody>
</table>

**HCPCS Code(s)** Width(s) Depth(s) Height Weight Capacity Standard Accessories Available Options Cushion Weight Cushion Construction Cover Construction Ideal for users who:
### Cushion Comparo 2013

<table>
<thead>
<tr>
<th>Cushion Management</th>
<th>Varilite Meridian</th>
<th>Varilite Reflux</th>
<th>Varilite Plus</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Weight Capacity</strong></td>
<td>750 lbs.</td>
<td>750 lbs.</td>
<td>750 lbs.</td>
</tr>
<tr>
<td><strong>Height</strong></td>
<td>3.0” in pre-loaded state</td>
<td>3.5” in pre-loaded state</td>
<td>3.5” in pre-loaded state</td>
</tr>
<tr>
<td><strong>Width</strong></td>
<td>14” to 20”</td>
<td>12” to 20”</td>
<td>12” to 20”</td>
</tr>
<tr>
<td><strong>Depth</strong></td>
<td>1.7” to 2.4”</td>
<td>1.7” to 2.0”</td>
<td>1.7” to 2.0”</td>
</tr>
<tr>
<td><strong>HCPCS Code(s)</strong></td>
<td>E0246/E0247</td>
<td>E9063</td>
<td>E9063</td>
</tr>
</tbody>
</table>

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Cushion Comparo 2013

Source List

Aquila Corp.
(866) 782-9658
aquilacorp.com

Comfort Company
(406) 522-8560
comfortcompany.com

Drive Medical Design
(877) 224-0946
drivemedical.com/mason

Invacare Corp.
(800) 333-6900
invacare.com

Motion Concepts
(888) 433-6818
motionconcepts.com

Ottobock
(800) 328-4058
ottobockus.com

Quantum Rehab
(866) 800-2002
quantumrehab.com

Ride Designs
(866) 781-1633
ridedesigns.com

ROHO Inc.
(800) 851-3449
therohogroup.com

Star Cushion Products
(618) 539-7070
starcushion.com

Sunrise Medical
(800) 333-4000
sunrisemedical.com

Supracor
(800) 787-7226
supracor.com

VARILITE
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varilite.com

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Choose the right ROHO. Get a real ROHO. Ask for ROHO by name.

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A Road Less Traveled: Rifton’s TRAM Wins MDEA Gold Medal

The complex rehab technology community has been familiar with — and has been admiring — Rifton Equipment’s TRAM for a little while now. The multi-purpose device lifts, transfers, stands, supports gait training, even weighs consumers thanks to a built-in scale. In Mobility Management’s July Best Picks issue, Kelly Mackenhausen, an RTS with Wheelchairs Plus in Grand Rapids, Mich., lauded the TRAM’s ability to meet the needs of a real-life consumer who “needed several devices, such as a transfer device, stander, gait trainer and scale.”

Mackenhausen explained, “His large stature and instability had halted gait training, required two to three staff for transfers, and weight monitoring was impossible. The TRAM has allowed him to resume gait training, transfer safely and be weighed, all while being safely supported in one device that can be operated with one staff instead of two or three. The scale also allows physical therapists to measure weight-bearing progress.”

Now the TRAM is garnering even more praise, thanks to a gold-medal win at the Medical Device Excellence Awards (MDEA) this summer.

Serving a Real Need

The MDEA program, now 15 years old, says it recognizes “significant advances in medical product design and engineering that improve the quality of healthcare delivery and accessibility.”

Rifton competed in the Rehabilitation & Assistive Technology Products category and took home the category’s top prize. Among its well-known competitors: A remote patient-monitoring system designed and supplied by Samsung Mobile, and a pediatric CPAP mask from ResMed.

Awards program officials noted that Rifton — headquartered in New York state’s Hudson Valley — was the smallest manufacturer to win this year.

Stephen B. Wilcox, Ph.D., one of this year’s judges, said of Rifton’s entry, “What impressed me about the TRAM is that it serves a real need. It’s a clever and thoughtful use of existing technology that really empowers both the patient and caregiver. I haven’t seen anything this innovative in adaptive equipment in a long time.”

A Long List of Needs

What may be equally innovative is how the TRAM was created.

As is typical with product creation in the complex rehab technology niche, Rifton Design Manager Kirk Wareham said the manufacturer very seriously considered opinions from around the industry.

“We get a constant flow of design input from clients, therapists and distributors, and from attending exhibits and giving in-services,” he explained. “This input is carefully logged and tracked and is what drives our design queue — what projects our design teams will be assigned to next.”

Wareham added that over the years, Rifton had accumulated large amounts of information on a list of needs, including assisted sit-to-stand for clients; toileting; caregiver protection from injuries; and simplifying and speeding up the transfer of larger or heavier clients.

“Using all this input as our guide, we identified a list of key features, boundaries, core functions, and benefits of the potential product and then ranked them in order of importance,” Wareham explained. “This exercise guaranteed that not only would our product answer the many needs of clients and caregivers, but it would also provide us with the best sales return on the time we invested in the project.”

So far, that process might sound fairly familiar. The creation process at Rifton, however, takes a very different path once product design actually gets underway.

Forging Its Own Path

Rifton Equipment is one of the businesses run by the Bruderhof (“Place of Brothers”) community in Rifton, N.Y. Bruderhof members do not draw salaries or own private property. They live communally, with everyone contributing to the running of the community and to the well-being of neighbors and family.

That faith and way of life extends to their product development, including the creation of the TRAM.

“Designing medical products is a complicated endeavor,” Wareham said. “No single person has all the necessary skills to do this alone.”

Rather than have a project manager who dictated his or her decisions to subordinates, Wareham said the TRAM benefitted from a different methodology.

“Our design process is based on a multi-functional team approach,” he said. “Team members must develop a harmonious and cooperative working relationship. One member’s enthusiasm ignites that of his teammates. Open-minded ideas, perhaps even through heated debate, gain depth and value as they bounce from one team member to the next. Information flows in all directions if team members are really listening.”

The process, Wareham added, does not require or even benefit from complete uniformity in thinking.

“Someone’s favorite bubble pops under the honest scrutiny of his teammates,” he pointed out. “Challenging a teammate’s ideas is not challenging their intellect or them as an individual. Challenging basic assumptions can lead to breakthroughs and consensus. Strong emphasis on the concept phase, the whiteboarding and refining of ideas before they are set in stone, will not only produce a better product but will move us faster toward the finish line. Every important decision is made by consensus.”

The end result: a device that fulfills so many different needs that it’s clearly in a different category than traditional patient lifts.

“It is vital to provide customers with the best long-term value for their money,” Wareham said. “Versatility is a primary driver of that value. Providing versatile and durable products is our goal since it offers the best result for us and our customers.” — Laune Watanabe, Rifton Equipment

mobilitymgmt.com
Bariatric Clients Want Independence, Too — And Technology Can Help

Due to the sheer volume of mainstream-media information about obesity today, it's easy for everyone involved — from consumers to clinicians outside the seating & mobility realm — to miss the nuances in this niche. In reality, bariatric clients have a lot in common with other clients complex rehab technology professionals work with. They may have multiple diagnoses, some progressive. They have different body shapes, and clinical and functional needs that require a customized approach. And they want to be as active and independent as possible!

In this bariatric pictorial, we highlight products that can help bariatric patients achieve those goals, while also meeting seating, positioning and personal mobility needs. — Ed.

Bariatric Rollator
With a 500-lb. weight capacity, this rollator combines easy operation with easy storage and transport, thanks to its ability to fold quickly. Ergonomic hand brakes, height adjustability and a flip-up padded seat make the rollator convenient to use, while a wide, deep steel-construction frame provides durability. Large 8” wheels give the rollator improved mobility over rougher terrain.

Invacare Corp.  
(800) 333-6900
invacare.com

Ceiling Lift Motors
SureHands’ bariatric ceiling motors provide a patient lifting capacity of 660 lbs. They operate on two rechargeable batteries with mechanical emergency stop and down functions. Used with the Handi-sling, these heavy-duty motors can help to optimize accessibility within the home while promoting safer transfers for patients and their caregivers.

SureHands Lift & Care Systems  
(800) 724-5305
surehands.com

Due to the sheer volume of mainstream-media information about obesity today, it's easy for everyone involved — from consumers to clinicians outside the seating & mobility realm — to miss the nuances in this niche. In reality, bariatric clients have a lot in common with other clients complex rehab technology professionals work with. They may have multiple diagnoses, some progressive. They have different body shapes, and clinical and functional needs that require a customized approach. And they want to be as active and independent as possible!

In this bariatric pictorial, we highlight products that can help bariatric patients achieve those goals, while also meeting seating, positioning and personal mobility needs. — Ed.
More than one-third of U.S. adults (35.7%) are obese. Proper positioning can help improve areas such as lung function and blood circulation. This also has positive benefits for combating immobility and provides an opportunity for social interaction, which enhances quality of life.

Providing safe comfortable seating is an important aspect of bariatric care. Sitting in the correct sized chair ensures the patient’s comfort and well-being. The optimum chair can be identified following an assessment of the patient, taking into account factors such as weight, body shape and weight distribution.

PaceSaver® offers several chairs and seating options to accommodate even the most challenging bariatric client. Custom Sizes, Tilt, Power Seat, Power Footrest, Heavy Duty ELR’s just to name a few.

Chairs up to 675 lbs. weight capacity and multiple options to choose from. Pacesaver® can help deliver a chair $100’s less than other bariatric chair competitors that benefits everyone.

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- Powered Stanza™ Anti-Tip Wheels
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- Powered Center Column Footrest
- Pannus Pad/Support
- Walker/Cane Holder
- And More...

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All-Day Solutions

Quickie M6
Modeled after the popular Quickie 2, the Quickie M6 features a high-strength modular steel folding frame and interchangeable components to accommodate changing consumer conditions. To minimize frame flex, the M6 has a double locking crossbrace and stabilizer bar; the K0007 chair also features an adjustable axle plate, low seat heights, and numerous back height, caster, hanger and handrim options. Seat widths are offered in 22-30” ranges, with seat depths of 18-22” and a weight capacity of 650 lbs.

Sunrise Medical
(800) 333-4000
sunrisemedical.com

Tri-Flex II
With a 1,000-lb. weight capacity, the Tri-Flex II hospital bed offers expandable widths (37”, 48”, 54”) and a fold-and-roll design for easy delivery and storage. It also features electric high-low functions, achieves Trendelenburg and reverse Trendelenburg positions, and provides CPR release and battery backup. The alternating-pressure, low-air-loss mattress can help consumers with skin-breakdown issues.

Burke Inc.
(800) 255-4147
burkebariatric.com

M300 Corpus HD
Designed especially for consumers weighing up to 450 lbs., the M300 Corpus HD has a mid-wheel-drive configuration for maneuverability, and extremely sturdy armrests and legrests to support users’ active lifestyles. The chair also features power tilt (0-45°) and power recline (90-150°), along with an extra-wide footplate and durable mesh upholstery to keep moisture away from the user’s body.

Permobil
(800) 736-0925
permobil.com

APK2
This battery-operated, alternating pressure sore treatment cushion has no weight or size limitations. It includes a waterproof foam exterior and internal sets of alternating air bladders to provide therapy similar to that of an alternating-pressure mattress, but with the bonus of enabling the client to be mobile in a wheelchair. The APK2 off-loads full time under an existing pressure ulcer to facilitate healing.

Aquila Corp.
(866) 782-9658
aquilacorp.com

BOSS 4.5
Its patented 3/4 midi drive enables the BOSS 4.5 bariatric power wheelchair to achieve a 24.4” turning radius, while the 25.4” width helps consumers navigate easily through standard doorways. The BOSS 4.5 also includes a 150-amp modular controller, inline gear drives and high-torque 1 3/4-hp, 4-pole motors. PaceSaver says the 450-lb.-weight-capacity chair can climb a 140-yard, 9” hill 42 times before needing to recharge.

PaceSaver/Leisure-Lift
(800) 255-0285
pacesaver.com

BOSS 4.5
Bariatrics
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Adding the DiOR to a QLK system delivers a new level of safety, security, independence and convenience. DiOR’s pivoting arms move forward as you enter with your power chair, providing you with the right lap belt angles every time.

DiOR is the first and only crash tested occupant belt for docking systems.

www.Qstraint.com/DIOR

www.Qstraint.com/QLK-150

Evolution/Evolution PSV

These E2623-coded cushions can support weights up to 750 lbs. with their adjustable air and foam flotation technology that distributes pressure. Three stiffnesses of foam create distinct areas for ITs, positioning and stability. Closed-cell foam contoured bases are available as options to increase pelvic and lateral stability. Available in standard or with Pressure Setting Valve in 22x18", 22x20", 24x18" and 24x20" bariatric sizes.

VARILITE
(800) 827-4548
varilite.com

Revolution Lift

Aqua Creek’s most versatile lift is designed for in-ground or above-ground pools and spas, and is made to be operated by the pool user. It features an easy-to-use, four-button remote and dual flip-up armrests. The ADA-compliant lift uses a 24v rechargeable battery, has a 500-lb. weight capacity, and features multiple attachments to accommodate a range of situations.

Aqua Creek Products
(888) 687-3552
aquacreek.com

mobilitymgmt.com
Today’s Bariatric Market: Tough But Refined

With one-third of the American population today experiencing clinical obesity, DME providers and manufacturers have innovated new approaches for providing equipment to the bariatric population. This can prove a challenging but vital task given the equipment and funding constraints that accompany the specialized needs of these clients.

When talking with providers across the country about assessing and fitting bariatric clients for heavy-duty power chairs, we have long heard of many different obstacles. Common themes: There isn’t a bariatric model that will accommodate the client’s specific complex rehab seating and positioning needs; the bariatric power chair is too wide to go through doorways in the client’s home; the client doesn’t medically qualify for what’s needed per Medicare guidelines; plus many more logistical and funding challenges.

In these cases of the past, the client hasn’t received the equipment that he or she needs to increase independence and overall quality of life.

However, today’s is a different landscape, and as providers, clinicians and manufacturers, we’ve come together to resolve many of these issues to ensure that those with clinical bariatric mobility needs are properly addressed, starting with the design and manufacture of quality, durable, streamlined bariatric products suitable for today’s clients.

Making Up for Lost Time
In complex rehab, bariatric power bases and seating have had a greater emphasis in recent years. As complex rehab technology has evolved, it’s rightfully moved toward clinical bariatric applications, where aspects like pressure management and supportive seating surfaces are of exceptional importance.

However, manufacturers haven’t merely migrated standard weight capacity products upward, but have designed bariatric products from the ground up to meet the population’s specific clinical needs. For example, in creating a bariatric heavy-duty tilt, not only is a larger power actuator used, but every aspect from calf supports to backrest designs to address residual tissue are used. In this way, bariatric mobility products aren’t mere adaptations, but specifically designed to meet clinical needs.

Bariatric Mobility Emerges
Manufacturers have focused on all aspects of design, from function to form. Indeed, it once was that bariatric mobility products were very utilitarian, built robustly, but with little function or form. Yet bariatric products are now among the most cutting-edge designs, optimizing performance.

Today’s clinically based bariatric power chairs, for example, start out with specially designed components. Ultra high-torque motors, high-weight capacity suspension, reinforced frames, larger batteries and even heavy-duty tires are all standard design criteria in the 450 lbs.-and-above weight-capacity classes, optimizing performance.

Manufacturers haven’t merely migrated standard weight capacity products upward, but have designed bariatric products from the ground up to meet the population’s specific clinical needs.

Fitting In
Although robustness is essential, attention to minimizing power base size proves essential for environmental access. Whereas a bariatric power base width wasn’t uncommon years ago in the 29” range, it’s very typical today to find coded heavy-duty bases in the 26” width range. As a result, environmental access, from doorways to van ramps, is dramatically improved for clients requiring the 450 lbs.-and-above power chair class.

Looking Good
Aesthetics have been an increasingly important aspect of the bariatric mobility market. Power chair aesthetics evolved over the past decade, and this has likewise crossed into the bariatric market. If there’s a signature look to today’s bariatric power bases, it’s tough but refined. Highly styled power bases, with curved lines and appealing accents, portray an elegance that clients crave. For many relying on bariatric power bases, they want their power chair to complement them, not call attention to them, and from classy colors to glimmering grilles, bariatric power chairs are now among the most attractive in the market.

Accessorizing Is Key
Beyond power base features and aesthetics, positioning components and accessories are key to bariatric products. While strength and durability are givens, so is component proportion. Endormorph and mesomorph back canes adapt to body-type diversity, heavy-duty armrests provide appropriate weight-bearing support, and appropriately sized lower-extremity support (legrests, footplates, calf supports) create enhanced positioning. Such components, engineered specifically for bariatric applications, don’t just offer appropriate positioning in the immediate, but offer increased product longevity at the higher weight capacities.

Heavy-Duty Complex Rehab
Tissue protection and pressure management are critical in the bariatric market, among the highest-risk populations. Heavy-duty power positioning — including tilt, recline and articulating footplates — are rightfully now a mainstay in the bariatric complex rehab market. From pressure management to addressing circulatory needs, power positioning should be a consideration in clinical evaluations. Additionally, bariatric pressure-management cushions aren’t merely bigger, but offer specific forms and structure to best serve clients in the higher weight-capacity classes.

Ridding Outdated Stigmas
With so much clinically based bariatric mobility technology available today, it’s essential to look at the bariatric population as just that: clinically based. Those with clinical obesity requiring mobility products often have justifiable complex rehab needs — again, from appropriate power bases to power positioning to pressure-management cushions. During the evaluation and fitting process, all underlying causes and related risk factors must be accounted for, fully recognizing the client’s needs. Within that professional approach, a client whose needs may not have been fully addressed in the past can get the most thorough evaluation today.

In meeting the needs of the market, bariatric clients have remarkably liberating, clinically based mobility technology available today. What’s more, the level of care has never been better. When combined, bariatric clients are fit to the most appropriate technology by the most skilled providers. The result is an optimal level of health and quality of life for the client — an ideal outcome that we all seek.
Stand Up for Homecare

Register today at www.aahomecare.org/standup

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5:30–7:00 p.m.
Baterbys Art Gallery
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For more information, contact Ashley Jackson at 1.866.289.0492 or ashleyj@aahomecare.org.
Bariatrics

All-Day Solutions

Laminar Cushions
A bonded combination of the Pudgee and SunMate cushions, the Laminar is designed to meet the most difficult support requirements experienced by active wheelchair users. Laminar cushions are available in four standard sizes (widths and depths from 16” to 20”) in 2” to 3.5” thicknesses.

Dynamic Systems
(855) SUNMATE
sunmatecushions.com

JAY 3 Back Heavy Duty
This bariatric back (500-lb. weight capacity) is built to be strong, with four-point, quick-release mounting hardware that also makes the back easy to remove from the wheelchair. But the back’s design also enables it to fit the varied needs of wheelchair users: It features a mild contour in 22-26” widths and four height options, and is compatible with a number of positioning options, including Whiteman head supports, lateral thoracic supports and anterior trunk supports. A complimentary vanity flap accommodates redundant lower-hip tissue.

Sunrise Medical
(800) 333-4000
sunrisemedical.com

KM-8520
Thanks to T6 aircraft aluminum, Karman Healthcare’s bariatric manual chairs have a starting weight of just 35 lbs., but the KM-8520 can accommodate up to 350 lbs. with 20” seating. Adaptive lightweight bariatric chairs have weight capacities up to 550 lbs.

Karman Healthcare
(800) 80-KARMA
karmanhealthcare.com

KM-8520

ultralights & accessories marketplace

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Fusion 500 Scooter
This scooter has a 500-lb. weight capacity, but still manages to stay nimble, with a 33.75” turning radius and an 8° RESNA incline stability/safety rating. The Fusion 500 adds 3” in length for more comfortable leg and seating room, and features a 110-amp controller and 4-pole, heavy-duty motor/transaxle for all-day range.

PaceSaver/Leisure-Lift
(800) 255-0285
pacesaver.com

Stimulite Seat Cushion
With two soft layers of flexible Stimulite honeycomb fused to the back of a robust bottom layer, Supracor’s bariatric seat cushion provides maximum pressure relief, ventilation and reduced shearing in a product weighing just 7 to 8 lbs. The cushions are available in widths from 20” to 30”, and in depths from 16” to 26”; weight capacity is 650 lbs. They’re naturally antibacterial, antifungal, and allergen free.

Supracor
(800) 787-7226
supracor.com

Transfer Boards
These premium transfer boards have a nine-ply birch wood base with three additional plies laminated on top, and feature two hand holes and tapered ends for convenience. The boards measure 32x10”, with 5/8” thickness in the center and 7/16” thicknesses on the ends. The smooth, uninterrupted surface from end to end helps to facilitate transfers. The boards are stress tested to hold up to 650 lbs.

Therafin Corp.
(800) 843-7234
therafin.com/heavydutyboard.htm

SunMate®, Pudgee™, Laminar & Liquid SunMate® Foam-in-Place Seating
The smart choice. Versatile, economical, high-performance cushions with energy absorption & soft pressure properties.

www.sunmatecushions.com
FREE SAMPLES
ultralights & accessories marketplace

Icon
With 15 fully adjustable elements, the Icon’s modular design enables ATPs to change components or component size to achieve the right fit and suspension. Icon chairs have a weight capacity of 265 lbs., with seat widths of 12-18” and seat depths of 15-18”. The Icon chair has a transport weight of 13 lbs.

Icon Wheelchairs
(888) 461-5759
iconwheelchairs.com

MyOn
The MyOn began with the strength and durability of Invacare’s most successful European wheelchair. But it also has consumer- and provider-friendly improvements to serve the American market. The MyOn features cantilever flip-back arms, transfer-friendly wheel locks and fold-down back canes.

Invacare Corp.
(800) 333-6900
invacare.com

Ergo Flight
Made of T6 aluminum, this K0004-coded chair features the S-Shape seating system and has a frame that weighs 14.5 lbs. It features fixed armrests with concave armpads and a built-in Silver Aegis antibacterial cushion.

Karman Healthcare
(800) 80-KARMA
karmanhealthcare.com

Morph Wheels
Designed for chairs that accommodate wheels with quick-release axles, the Morph wheel folds to nearly half its size for travel in airplane or car. Morph wheels weigh 7.5 lbs. each, and feature solid tires and polypropylene handrims. The wheel measures 24” unfolded.

Morph Wheels by Maddak
(973) 628-7600
morphwheels.com

Ergonomic Handrims
Out-Front’s Natural-Fit, Surge and Q-Grip handrims offer a suite of high-performance choices that vary in ergonomics, coating surfaces and functionality. An online Handrim Feature Finder enables ATPs to check out the selection and choose the handrim that works best for their clients’ activities and environments.

Out-Front
(888) 833-1829
out-front.com

Quickie Q7
Thanks to a combination of 7000-series aerospace aluminum and ShapeLoc heat-treating technology, the Q7 boasts a frame that’s both light and strong. Ovalized tubing design reduces flex and enhances rigidity. Custom frame lengths and caster wheel placement options maximize maneuverability and stability for every client.

Sunrise Medical
(800) 333-4000
sunrisemedical.com

Aero T
Dubbed “Pure Geometry,” the Aero T has Dual-Tube technology at the heart of its design. The flowing lines were created to stiffen the chair and to transfer more of each consumer’s push stroke directly to the ground. Reducing wasted energy means your clients need fewer strokes to get through their busy days.

TiLite
(800) 545-2266
tilitelife.com

WX2.5 Wheels
Continuous carbon fiber spokes span the full diameter of these wheels to reduce stresses encountered by active chair users. Available in 24” and 25” diameters, the wheels weigh 2.5 lbs. (24” size) and provide great lateral stiffness. Compatible with 4- or 6-tab handrims, the wheels fit standard 5”-diameter axles.

Topolino Technology
(203) 778-4711
topolinotech.com
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Kris R.

www.AbilitiesExpo.com

Register online for priority access.

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The C500 Corpus® 3G is designed for the collage of life… busy streets, meetings, lunches, entertainment and nightlife. With its independent suspension, the powerful C500 provides a smooth ride over a variety of terrains from sidewalks to grassy parks, while the Corpus 3G seating system offers the ultimate in comfort for your exciting Metstyle.  

Permobil.com