



# TO THE point!

Connecting our Bodypoint community to strengthen your position

December 2015

## BP News

This year marks significant industry changes - a dramatic increase in market consolidation and funding/reimbursement challenges to name a few. As complexity increases, it's paramount that our business infrastructure is solid. That's our commitment to you.

As part of that commitment, for 2015 we invested in digital innovation through the creation of an e-commerce website. The new website allows online ordering across our entire customer base. Previously, it was only available for the U.S. market. January is the official launch of the new [www.Bodypoint.com](http://www.Bodypoint.com). Soon you will learn how to use this powerful order placement tool anywhere in the world, anytime of the day.

As a global manufacturer and leader in positioning, Bodypoint is already recognized for product quality. We are now committed to achieving certification to the ISO 9001 Standard for Quality Systems, ensuring that our products and services consistently meet customer's requirements. This standard is based on a number of quality management principles, including: a strong customer focus, measurement of process performance and continuous improvement. We are working towards certification in mid-2016.

As the year comes to a close, we thank you. Thank you for your commitment to represent Bodypoint as champions of positioning in your market and around the world. We are proud to have you on our team - to empower wheelchair users and those who work to advance the postural support industry.

We look forward to 2016, a special year for Bodypoint as we celebrate our 25th anniversary!

Happy Holidays,

Matthew Kosh, President

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## Product News

### Monoflex™ Chest Support

## Why Positioning Matters



### It's my job

Julie Grant started at the University of Oregon in the physical therapy program. In her first quarter, a serious car accident left her with a spinal cord injury. After a year of rehabilitation, she returned to school and was advised to switch majors. Taking the advice, she switched her major to psychology.

After graduation through her own experience Julie discovered a passion for Occupational Therapy (OT). "What I like about the field of OT is it's about doing as much as you can with what you have. For example, during my elementary school practicum, I focused on having kids 'access education'. This might involve strengthening their hands so they can write/cut or therapeutic



On January 1st, Bodypoint replaces the original Monoflex (SH103) with two new styles to improve user and caregiver independence and convenience. Both styles feature the proprietary High-Strength Swivel Buckles to equalize tension.

**1. Monoflex, Underarm Release:**

**SH120XS, SH120S, SH120M, SH120L, SH120XL**

In the Underarm Release we changed the direction of tightening from Rear-Pull (SH103) to Front-Pull (SH120) so caregivers and highly functional active users can easily reach and tighten the chest belt. Mounting options include the Flat-Mount™, Cinch-Mount™ or a grommetted strap which makes this product adaptable to all types of complex seating.



**2. Monoflex, Center Release:**

**SH122XS, SH122S, SH122M, SH122L, SH122XL**

With pads joining in the middle of the chest, the Monoflex Center Release reduces bulk below the user's arms. This style even fits under lateral trunk pads for added stability. Caregivers love the center access for attachment and release and since the pads are sewn to the mounting straps, they can't get separated from the wheelchair.



Bodypoint will discontinue the original Monoflex Rear Pull version (SH103XS, SH103S, SH103M, SH103L, SH103XL) on December 31, 2015.

For more information, please view the [technical bulletin](#) and page 16-17 of the [2016 Price List](#). Stay tuned for more information in January.



**TriLock™ Mounting Clamp**

On January 1st, Bodypoint replaces the original Tri-Lock Mounting Clamp with two new versions.



**1. PC010 Tri-Lock, Modular Clamp, Rail Mount:** Fits Permobil Unitrack

activities disguised as play. In some cases it is emotional problem-solving as kids have trouble with sensory processing and feeling overwhelmed".

Julie describes OT's as professional problem solvers. The question is always, "What can I (or you) do?" Julie says, "I've been a problem solver my entire life. With my disability, even more so- whether I'm figuring out where to park or how to access out-of-reach washing machine controls, my constant training as a problem solver led me to this field. Now, it's my job".

Read Julie's [Yelp review](#) on Bodypoint.

See Julie on the cover of the [2016 Price List](#) (Photo credit [Aditya.](#))

**Check it out!**

**NEW Customer Service Hours**

Starting December 1, 2015, customer service is available:

- **Monday - Friday**  
**7:00am - 4:30pm PST**

Why the change? 90% of our orders come in during these hours.

BONUS! The new Bodypoint.com website gives our customers 24/7 access to quotes, orders, ship status and UPS tracking information.

**Holiday Schedule**

Bodypoint offices are closed December 24-25 and January 1st. There will be no shipments on December 31st.

**Josh Dueck: Core Connection**

Josh Dueck, Skier and Paralympian Gold and Silver medalist used Bodypoint products

and Pride T-slotted armrests

2. **PC011 Tri-Lock Modular Clamp, Tube Mount, Ø22mm, 7/8"**: Fits Invacare round-tube armrests

The new Tri-Lock™ Modular Mounting Clamps fit most Invacare, Permobil, and Pride power chairs and adjusts in height and angle independent of the armrest. This gives users more hand positions from which to reach the joystick regardless of the armrest's angle.

The new Tri-Lock Modular Mounting Clamps have been added to the Midline Joystick Mounting Kits:

<b>Discontinued - 12/31/2015</b>	<b>NEW - 01/01/2016</b>
HW407	PC010, PC011
PC202-A,-B	PC202-10J,-10L,-10S, -11J, -11L, 11S
PC205,-A,-B	PC205-10J,-10L,-10S, -11J, -11L, 11S
PC206,-A,-B	PC206-10J,-10L,-10S, -11J, -11L, 11S
PC207,-A,-B	PC207-10J,-10L,-10S, -11J, -11L, 11S

For more information, please view the [technical bulletin](#) and page 18 of the [2016 Price List](#). Stay tuned for more information in January.

### Hip Grip® Pelvic Stabilizer



Since 2004, the Hip Grip has improved the posture and the lives of many wheelchair users when no other positioning device worked. It advanced our reputation as an innovative positioning company and resulted in several patented technologies. Unfortunately, funding for advances in assistive technology remains elusive in key markets, and countless wheelchair users who would benefit from the product were never given the

opportunity. The Hip Grip will be discontinued in order to focus our resources on products which can reach our customers and build our mutual success.

The Hip Grip will remain available for sale in 2016 while supplies last. Because of our dedication to those who have invested in this positioning solution, we will retain parts to service products in the field.

### New Product Instructions

As part of our continual improvement process, we revamped our product instructions to a booklet format. The changes include:

- A more organized step-by-step installation guide
- Bigger text, bigger pictures, clean design

to increase his connection for more consistent, accurate and enjoyable skiing. [Read his story.](#)

## Out & About

### International & U.S. Trade Shows

Numotion Leadership Conference & Expo, San Antonio, TX | Feb. 11-13

International Seating Symposium, Vancouver, B.C. | March 1-4

18th Rollivision Fair - Swiss Paraplegic Center, Nottwil, Switzerland | April 9

### Connect with Us

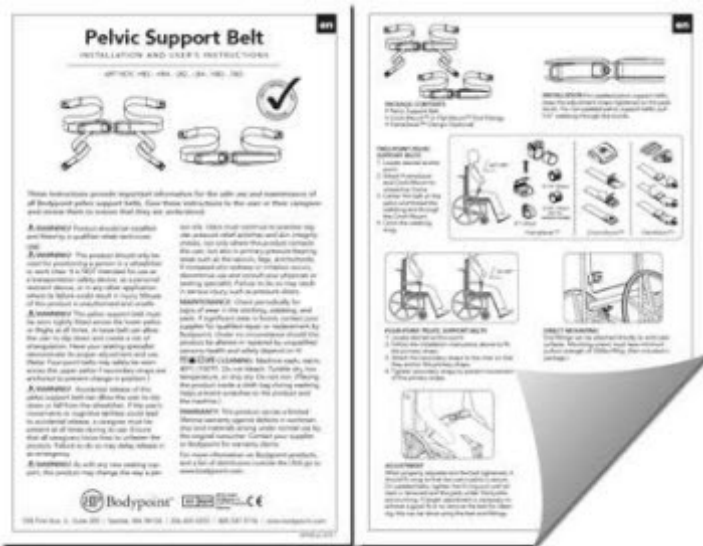


### We want to hear from you

Do you have feedback or ideas for a future issue? Send a note to the editor [jillalm@bodypoint.com](mailto:jillalm@bodypoint.com).

- Clear language separation to reduce confusion/enable customers to keep only the language they need

Look for the new product instructions on your next order.



**Bodypoint®**

STRENGTHEN YOUR POSITION

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