



Connecting our Bodypoint community to strengthen your position

March 2015

BP News

We were happy to meet many of you at the 2015 International Seating Symposium in wintry Nashville last week. The new product introductions impressed many customers and we invite you to read on for more details and selling tools. All of these new products are available for purchase now! Let us know what you think – we always look forward to hearing from you.

Nicole Muehlenhaus, Director of Marketing and U.S. Sales

New Products - Available Now

Bariatric Hip Belts

Bodypoint 2-Point Padded Hip Belts are now available in bariatric sizes with 82 cm (32") and 92cm (36") pad lengths, plus a non-padded option.

The first bariatric padded belts of their kind, these new sizes accommodate plus-size wheelchair users and offer optimal pressure distribution. From your input, this product [sales sheet](#) was created to give you what you need to know in a quick reference guide. Let us know what you think!



Swivel Buckle Belts

Created to meet popular demand, Bodypoint hip belts now include a low profile and lightweight swivel buckle that pivots to equalize tension for greater comfort. Made from black toughened resin, the swivel buckle is discrete, yet ultra-strong. While it easily snaps together at various angles without jamming, the push release mechanism is harder to depress, preventing unwanted buckle release by children and during high activity levels. View product [sales sheet](#).

Product News

Standard H-Style Shoulder Harness Discontinuation

Why Positioning Matters



ISS 2015 - Chris Devlin-Young

Every show brings us the opportunity to see and meet incredible people - including longtime friends, partners, therapists, colleagues, users and new friends. This year at ISS was no exception. One of the new friends we met was Chris Devlin-Young, an American alpine ski racer and two time Paralympic Champion and recent gold medalist in the [Mono Skier X final](#) at X Games Aspen 2015.

Meeting Chris, we had the opportunity to hear how he used the Bodypoint Swivel Buckle Belt to strengthen his position by creating a tighter connection to his monoski. "I have more mass in my right

Bodypoint pioneered the H-Style Shoulder harness in 1997 which set the bar for wheelchair positioning products. In 2013, the PivotFit™ Shoulder Harness raised the bar again as the new and improved H-style shoulder harness. Like all great designs, there is a point at which new design surpasses the old and the industry evolves forward. This is true for the PivotFit Shoulder Harness. As such, we will be discontinuing the Standard H-Style Shoulder Harness at the end of the year on December 31, 2015.

Why the PivotFit?

1. Available in two styles:
Standard and Dynamic
2. Expanded size range: XXS - XL
3. 25% greater pressure distribution for increased comfort
4. High-strength swivel buckle pivots for asymmetric postures
5. Easy cinching sternum strap provides quick adjustments for bulky sweaters and jackets



Frequently Asked Questions:

Q: *When would I use the PivotFit versus the Stayflex?*

A: The PivotFit is specifically for shoulder retraction, shoulder rotation, and/or asymmetrical tonic neck reflex (ATNR) tendencies. The Stayflex is for chest flexion tendencies and provides more surface area support contact.

Q: *I've used the Standard H-Style Harness for years, why are you discontinuing it?*

A: As Bodypoint is the leader in anterior postural support devices, it's our job to continue to improve design and function. See [WHY](#) the PivotFit outperforms the standard H-style harness.

Have your own questions? We'd love to hear from you.

Contact: sales@bodypoint.com.

Tips & Tricks

[How to Thread Webbing Through a Flat-Mount](#)

thigh. That's just the way it is," Chris explained. Because of this, it is hard to get the exact fit and angle positioned across his lap. With the swivel buckle, the pivot action allowed him to achieve exactly this. Chris further explained that because the swivel buckle articulates, it allowed him to shift his pelvis forward on the right or left side to initiate a turn with greater ease.

Chris shared his passion for skiing and his passion for the details. For example, after every day on the snow, he takes apart his mono ski down to the washers to check the wear of the equipment. Bodypoint products also get inspected and are "extremely durable."

Chris left ISS early to compete in the International Paralympic Committee (IPC) Alpine Skiing World Championships in Panorama, British Columbia (Feb 28 - March 10th). Follow the championships at [CBC Sports](#).

Check it out!

Leg Harness - B1/B2 Option

Based on customer requests, as of 2015, the [Leg Harness](#) is now available with the -B1 Flat-Mount and -B2 Cinch-Mount attachment option.

Washing Instructions

All Bodypoint postural support products are [machine washable](#). This topic came up at ISS and we were surprised at how many people were not aware of this feature.

- Machine wash, warm, 40 degrees C (100 degrees F). Do not bleach.
- Tumble dry, low temperature, or drip dry. Do not iron.
- Placing the product inside a cloth bag during washing helps prevent scratches to the product and the machine.

Out & About

Trade Shows

Live & Function | Gothenburg, Sweden |



A simple, quick video can go a long way. This [20 second video](#) shows how to thread webbing through a Bodypoint Flat-Mount. While this seems simple, there is one step at the very end that often gets missed - **double backing the webbing through the steel slide**. This is a necessary step that prevents the webbing from slipping and secures it in place. Watch and share this with your customers.



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April 14-16, 2015

National Complex Rehab Technology
Leadership & Advocacy Conference |
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Canadian Seating & Mobility Conference |
Toronto, Canada | May 6-7, 2015

Assistive Technology Suppliers Australia |
Sydney, Australia | May 13-14, 2015

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