

## Health products to fit the prescription

Canada's home health care industry, which provides many products to help the sick and disabled lead more comfortable and self-sufficient lives, will be represented by 15 companies in the Canadian exhibit at the 1985 National Home Health Care Exposition in Atlanta, Georgia, December 5 to 8.

The products in the Canadian exhibit, which is sponsored by the Department of External Affairs, were designed to help ease pain and improve mobility and are suitable for both home and institutional use. They include reusable linen and clothing items such as washable polyester footwarmers; bed and wheelchair pads that evenly dis-

tribute body weight and prevent abrasion and irritation; portable oxygen inhalators small enough to be carried outside the home; and electro-therapeutic nerve stimulators that reduce chronic pain.

### Communication aid

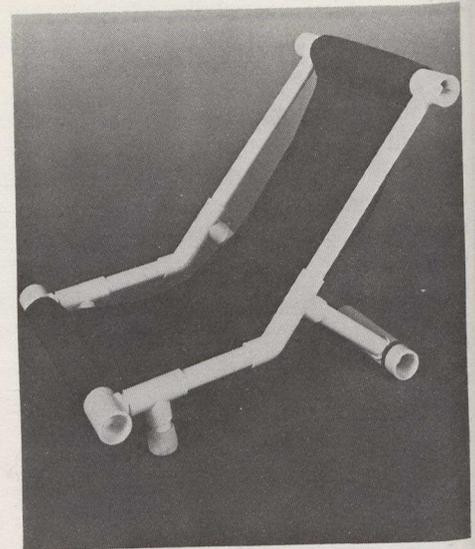
Technical products that assist communication, such as a wristband distress signal emitter that sends a prerecorded voice message to selected emergency phone numbers, will also be on view.

Canadian health care product manufacturers are especially noted for products that provide greater mobility and self-sufficiency for disabled people. They range from a complete line of manual and power wheelchairs, adjustable-length support canes, and easily-installed assist poles and grab bars to easy-to-use appliance control systems that allow the disabled to use telephones, electrical appliances and computers without assistance.

### Canadian participants

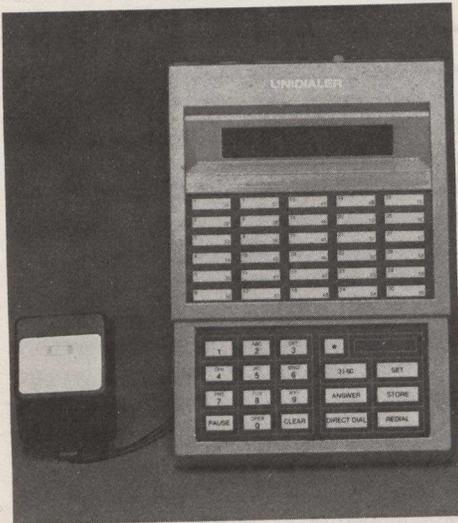
The 15 health products firms that will participate in the Atlanta trade fair are:

- Ambutech Inc. — support canes;
- Bell Textile Limited — laundry bags and linen carts;
- Canadian Wheelchair Manufacturing Limited — wheelchairs;
- Electro Therapeutic Devices Inc. — electrotherapeutic pain reduction products;
- Excel Tech Limited — electrotherapeutic pain reduction products;
- Globalcare (Canada) Limited — manual and power wheelchairs;



Medi-Man Rehabilitation Products manufactures a variety of support and lifting aids including reclining chairs and bath lifts.

- Medi-Man Rehabilitation Products Inc. — patient lifts and chairs;
- Med-I-Pant Inc. — absorbent health care clothing;
- North Associates Canada Limited — the Apello voice relay system and skin creams;
- O-Two Systems International Inc. — respiratory-related equipment;
- Q'Strain — wheelchair and passenger restraint systems;
- Solpar Manufacturing Inc. — foot warmers and bed and chair pads;
- Tash Inc. — integrated environmental control systems;
- Universal Home Care Products Inc. — support poles and grab bars; and
- Ventco Medical Trading Company — respirators, ovulation test devices.



The Unidialer from Tash Inc. allows the user to touch one switch to make and receive telephone calls and to use different switches to control a number of household appliances.

## Power produces profit for wheelchair firm

Fortress Scientific Limited, based in Toronto, is establishing a firm hold in the wheelchair marketplace with an innovative battery-powered model, the 655 FS, that offers reliability, comfort and many options, some of which employ modern technology.

After only three years of operation, Fortress Scientific is already approaching \$20 million in annual sales. "One reason for the success of our 655 FS is that it doesn't look like a wheelchair," said Michael Smith, president of the company.

### Many options

The powered wheelchair, designed to satisfy both the patient and the therapist, is propelled on 25-centimetre pneumatic tires at 9 kilometres per hour by a torque drive motor.

The seats are custom built to suit almost every taste and they range from deluxe reclining seats in Naugahyde or fabric to standard sling-type seats and children's seats. Most of the chairs have a full 180-degree swivel feature.

The seat can also be fitted into the power unit in a matter of seconds and can be easily removed for stowing in a car trunk. A long list of add-ons, such as a head rest with double ball joint, allows the chair to be adapted for most conditions.

In addition there are a number of special options available. An ultrasonic remote control device enables the patient to operate a television set, lights, appliances, telephones and computers and unlock and open doors with the touch of a button. Mr. Smith

said that Fortress Scientific is the only company of about 53 in the wheelchair industry that currently offers the options.

### Other ventures

The company also makes a lightweight add-on power system, the 1000 FS, for manual wheelchairs. It pushes the manual chair along at speeds up to 6.5 kilometres per hour.

In addition, the company manufactures "three-wheelers" and Mr. Smith is confident that by the end of 1985, Fortress Scientific will be the world's largest manufacturer of three-wheelers.

The three-wheelers are offered as a consumer item for senior citizens with just the normal infirmities of advancing age. The United States market is potentially about 25 million senior citizens and growing yearly, while in Canada, it is seven million.