



Connecting our Bodypoint® community to strengthen your position®

September 2016

BP News

[Underseat Bag](#) - A versatile cash item



Amin is a local Seattleite, dating coach and fashionista, who clearly has great style.

During a positioning assessment at Bodypoint, Amin fell in love with BP's new underseat bag. Since his power chair has a center footplate receiver, he couldn't slide the bag under the metal seat pan. Instead, he attaches it to his arm rest side guard. This allows him to easily access keys, a pen and other personal belongings from the side of chair.

What Amin loves:

- Easy to see objects inside

Why Positioning Matters

[Going for gold](#)



[Rachael Morrison](#), moved to Spokane, WA from Farmington Hills, MI in January 2015 to work with [ParaSport Spokane](#) toward her dream of Paralympics gold in a throwing event. With support from the local community and the likes of Bodypoint, Rachael's dream became reality on September 14, 2016, when not only did she win gold in the F52 discus throw, but set a [new world record of 13.09 meters](#).

Athletes in this event have deficits in all four limbs, entailing minimal hand function. They must use a throwing chair

What Amin loves:

- Easy to see objects inside
- 2 separate pockets
- Ease of open/close
- Beauty-- people don't notice it

Don't just take it from us. [Hear it from Amin.](#)



Want some dating/life tips? Check out [Amin's blog.](#)

Product News

For a new year, improved hip belt part numbers

As of January 1st, 2017, padded hip belt (2-point, 4-point, Evoflex®) part numbers will include the webbing size and padded belt length. This shift clarifies the exact belt size in the suffix to help you order exactly what your clients need. The first part, like HB205, remains the same.

Our [YouTube video](#) demonstrates how to determine hip belt size and angle.



New part numbers will tell you:

HB205-M46



Athletes in this event have deficits in all four limbs, entailing minimal hand function. They must use a throwing chair or frame, anchored to the ground with ratchet straps connected to a throwing platform. The athletes are not allowed to lift off the seat during the throw, so a stable lower body avoids energy loss that will detract from the upper body's performance.

Besides optimal positioning, speed is another key factor. With limited on-field support, Rachael had only 4-5 minutes to transfer into her throwing frame and do warm-up throws. So her postural supports had to be easy to fasten and perform predictably with minimal setup.

Rachael and her coaches David Greig [who represents Bodypoint in the Pacific Northwest] and Erica Wheeler realized that positioning and athletic skills had to be equally important priorities.

Initially, Rachael experimented with a full suite of BP products, including footplates, Ankle Huggers®, a reversed Aeromesh® calf panel to hold the legs stable, leg harnesses, and a non-padded hip belt. Flat mounts and a belt mounting extension kit were also used creatively to affix the leg harnesses and hip belt to her throwing frame.

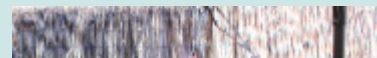
Over many months (and two full chair rebuilds!), Rachael finally found the right fit to ensure both stability and technical freedom, she competed using a BP non-padded push-button hip belt, footplates with toe straps, and a belt mounting extension kit.

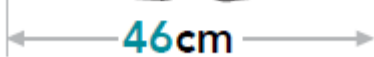
Utilizing Bodypoint products, rep expertise and creativity, the result could not have been more positive. When performance matters, positioning matters.

Thanks to [David Greig](#) of [TVH Mobility](#), Bodypoint representative and coach, for submitting this story. Share your story [here](#).

Check it out!

New user images: Natalie





(Previously HB205M)

FAQs

How does this change affect your dealers?

We have contacted the purchasers at Numotion, NSM and regional dealers to provide the part numbers and information to update their systems for January 2017.

What are you doing to ease this change?

Since July, all Bodypoint quote and order documents include a reference to the new part number beginning 1/1/2017.

Your PO Number		
QUOTE		
Stock code	Description	MSRP
HB205M-B1	Hip Belt, Ctr-Pull, PB Medium, Flat-Mt	84.00
New Part # HB205-M46-B1		
effective 1/1/2017		

To help with the transition, some resources are:

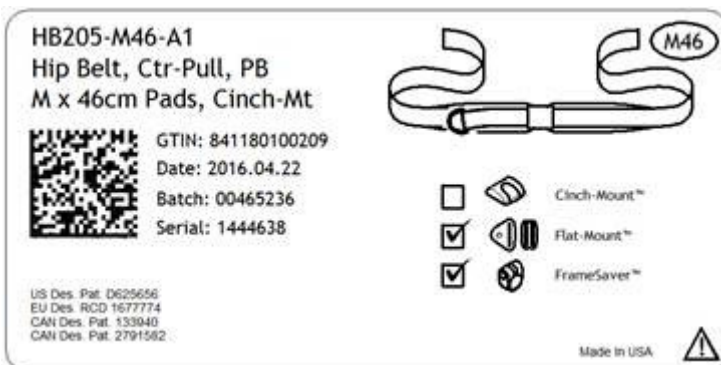
- [New hip belt numbers for easier fit](#)
- [Online part number generator](#)
- [2017 PDF price list](#)
- [Partner Center](#): Log in to download the 2017 Master Price List excel sheet with SKU and price changes to share with purchasers.

If you have any questions or concerns, please contact sales@bodypoint.com or call 800-547-5716 | +1-206-405-4555.

Tips & Tricks

BP labels: bigger and better

Beginning this month, our labels include a visual display of the product contents. Use the picture to confirm product placement in your customer's warehouse or store.



You'll also notice the labels are larger, now 4" x 2", and have larger print - making it easier to read.

See the [Barcode and Packaging Technical Bulletin](#) for detailed information. We welcome your [feedback!](#)

New user images: Natalie



Meet Natalie, a social 14 year old who loves dancing and spending time with family and friends. Photos are now available in the [Partner Center](#). More information to come.

Out & About

Trade shows

Nu Fair | Portland, OR | November 7, 2016

Nu Fair | Lynnwood, WA | November 9, 2016

International Seating Symposium | Nashville, TN | March 2-4, 2017

We want to hear from you

Do you have feedback or ideas for a future issue? Have an email address to add to receive this email publication? Send a note to the [editor](#).

See the [Barcode and Packaging Technical Bulletin](#) for detailed information. We welcome your [feedback!](#)



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