

WELCOME

to our December 2019 newsletter

ATSNZ 2020 save dates

ATSNZ Member meeting: Monday 24th February 2020, 5-7 PM @ ASB Showgrounds. Details to follow closer to the time. This date and location were chosen as many members will be up in Auckland for Show Your Ability.

ATSNZ Member meeting: Monday 7th September 2020. This meeting will have a social focus, after pack in on the 7th September 2020, like the one we held in May this year.

ATSNZ Disability Expo: 8 & 9 September 2020



Interpoint will be sending material directly to exhibitors in an Exhibitors communication, but we would like all of you to include Save the Date thumbnails in your communications. An email will be sent to all members with these files attached.

We've invited the Honourable Carmel Sepuloni to open our ATSNZ Disability Expo and she has kindly agreed to do so. We look forward to welcoming her to our expo and she will be speaking at 10:00 AM on the 8th September.

There are many options to be a part of this fabulous event and if you are planning to exhibit and haven't already done so, get in touch with Allison Miller who is taking all bookings amiller@intermedia.com.au.

A word of warning, there are always people out to scam others, and this is the case with regards to planned expos. We saw this earlier this year and would like to remind everyone that if you receive an email about the ATSNZ Expo and you are not 100 percent certain it is from Interpoint or Intermedia, always double check with Alison Miller before paying any money or giving anyone information.

Oceania Seating Symposium 2019 - A recap of the conference

Over 450 delegates from all around the world gathered in Melbourne for the 2019 Oceania Seating Symposium. The International Seating Symposium first started in Vancouver in the early 1980s, alternating between USA and Canada each year. The symposium has continued to grow and has assisted the development of partner conferences in Ireland, Brazil, Asia and now Oceania!

It's now a premier meeting attracting dedicated clinicians, researchers, manufacturers, and others who work in the area of seating and positioning, and wheeled mobility.

The first Oceania Seating Symposium (OSS) was held in Rotorua, New Zealand and was hosted by Seating to Go, a leading assessment and education provider

This year was Australia's first time to host OSS at the Melbourne Cricket Ground, and it was a huge success by all accounts.



Melanie Tran is a university student and UX designer for Ability Made and Hire Up. She opened the 3-day event with a Keynote on "How Opportunities Can Be Created Through Design and Technology". Melanie is an eloquent speaker who provided an insightful presentation, drawing on her experiences.

Melanie was followed by renowned Paediatric therapist **Lisa Kenyon**, who presented the latest research and shared some therapist conceptions (or should I say misconceptions) on accessing powered mobility. I hope she challenged paediatric therapists through her case studies of very young and complex children to enable more children to gain access to independent movement opportunities.

Kelly Waugh from USA presented several papers and workshops over the 3 days that were very well attended. Her head and neck positioning workshop reminded us about determining points of control in relation to the centre of mass and the importance of understanding these concepts and the bio-mechanical influences of specific joints.

There was a great range of topics presented this year and too many highlights! As well as all the learning opportunities, OSS also provided networking opportunities. The conference dinner gave attendees a chance to get together socially. A local indigenous dance group gave a beautiful performance and **Mal Turnbull** warmed the crowd up as the evening's MC. A very tasty dinner was followed by dancing and it was great to see everyone have a chance to enjoy the evening.

It was also great talking to the therapists about their experiences at OSS. Everyone I spoke to felt it had been a very valuable learning opportunity, with more than a few saying it was the best conference they had been to; therapists came from all over Australia and New Zealand to attend.

If you haven't experienced OSS yet, the next one will be in 2 years in New Zealand and I would encourage anyone working in the area of seating and mobility to attend.

Committee Member Profile - Terri Davies



I have been involved with rehabilitation of spinal cord and traumatic brain injuries since 2010 but I am relatively new to the medical device industry. I started as a South Island Branch Manager overseeing sales and rental with DME in 2017. In 2018, I moved into the National Rental Services Manager position when Permobil acquired DME.

I am a bit of a workaholic and am passionate about being able to provide equipment to clients that can give them a better quality of life and equally passionate about preventing pressure injuries. I was enthralled by wounds while doing a travelling therapy position in a wound care facility in the USA in 2011 and have been hooked ever since. I love working for a company that has the same values as myself and always puts the end user first. I have the same belief as Per Udden in that "every person with a disability has the right to have his or her handicap compensated as far as possible with the same technical standard as we all use in our everyday lives."

I am excited to be part of the ATSNZ committee as I believe that having an organization that listens to all of us and is our collective voice will enable us to better work together for a common goal and will ensure that we are all on the same page in this continuously changing environment that is medical devices. I foresee New Zealand will have a lot of changes in the upcoming years and am happy to be part of it.

New member: Arjo

Welcome to our newest member – Arjo New Zealand Limited (previously called ArjoHuntleigh). Arjo offers a broad range of integrated solutions for care of people with reduced mobility and age-related health challenges, with the aim to enhance efficiency and quality of care in elderly care facilities, hospitals and other care environments.

The product portfolio encompasses equipment, medical devices and complete systems in interrelated areas such as: Medical & Aged Care Beds, Patient Lifting & Transfers Systems, Bathing & Showering Systems, Therapeutic Mattresses and Cushions for pressure injury prevention and management, and Bedpan Flusher Disinfectors

Arjo is led by Anthony Blyth - Managing Director, known to many of you already. He is supported by Jackie Barnes - National Sales Manager; and Michelle Hayes - Customer Care Manager; Glenn Foley – Aftermarket & Projects Manager. Arjo's Account Managers include Richard Steingold (Auckland/Northland); Mandy Stone (Waikato/Midlands), Annette Moffatt (Lower North Island); and Donna Malcolm (South Island – starts January). Arjo can be contacted on 0800 000 151 or info.nz@arjo.com

NZDSN

NZDSN released a report on the 18th November 2019, in which they urge the Government to deliver solutions to fix the funding crisis facing the disability sector.

- **Annual funding shortfall of \$574 million revealed**
- **An estimated 15,000 additional disabled people missing out on services**
- **Services continuing to be rationed as funding crisis worsens**

The disability sector is calling on the Government to deliver a much-needed boost in the 2020 Budget to stem a funding crisis, that is resulting in many disabled people missing out on the services and supports they need.

The 2020 Sector Briefing Report – Enabling Good Lives Sooner Rather Than Later – launched by the New Zealand Disability Support Network (NZDSN) lays bare a funding crisis that is impacting every level of the sector.

<https://www.nzdsn.org.nz/wp-content/uploads/2019/11/NZDSN-Sector-Briefing-Final-14-11-2019.pdf>

Ingrid met with Dr Garth Bennie (CEO NZDSN) at the Auckland regional networking meeting, where he spoke about the report, which gives NZDSN leverage when lobbying for more budget for the Disability sector in the 2020 budget. We see parallels in the funding of equipment, which makes this report relevant and see benefit in working with NZDSN.

Enable system update

Enable launched a new equipment ordering system, which they describe as a modular change, a front-end ordering system to a back-end system that remains the same. Although not everything has gone as smoothly as they anticipated, the fixes have been scheduled, communicated, implemented and the downtime or backlog has been relatively short.

All their other purchase orders and inventory management systems will be changed in due course, but not all at once, to provide some mitigation of problems. As these changes are being implemented, they are encountering some issues and are developing solutions as they arise.