

# Assistive Technology Practitioner

THE NEWSLETTER OF THE HEALTHCARE AND ASSISTIVE TECHNOLOGY SOCIETY

ISSUE 4

## Your Society



Welcome to the latest issue of Assistive Technology Practitioner, exclusively for members of the Healthcare and Assistive Technology Society.

When we met in London this week, it was a pleasure to report to the Advisory Board that we are getting closer to offering membership of a Professional Standards Authority (PSA) accredited register to our 730 (and growing) members. Philip Woodward continues to work on the application for the PSA register and we are currently piloting a 'Society Register' in order to strengthen our application to the PSA. A

percentage of the membership have been randomly selected and invited to take part in the pilot scheme, so if you receive an invite, please consider being part of the pilot and becoming one of the first members of the Society's register.

I'd like to extend a very warm welcome to Tracey Hellowell and James Malcolm who have recently been appointed to the Society Council - it's essential that new members with new ideas become part of the team working towards developing our membership, holding the PSA register and gaining recognition for the Society within the wider healthcare arena. Acknowledgement and recognition of the Society by our customers, professional associates and procurement bodies is something the Council members are now very focussed on.

The Council enjoy hearing from members and if there is something you would like to communicate to them, such as maybe you wish to express your concerns regarding a particular issue, or, you would like to highlight important events or issues in the industry you feel the Society should be aware of, please feel free to contact the Secretariat via Philip Woodward on philip.woodward@hatsoc.org.

**Kay Purnell, Chair Society Council**



## PMG Collaborates with The Occupational Therapy Show

**As you may have seen, Clare Canale, the chair of Posture & Mobility Group (PMG) has recently joined the HATS Advisory Board. We therefore felt it a good opportunity to explain exactly who we are, what we do, and to share our latest news with HATS members!**

If you have not heard of PMG before, we are a free membership organisation and charity with the aim of sharing knowledge and promoting best practice in the field of posture and wheeled mobility. We therefore attract a multidisciplinary membership of professionals working in rehabilitation, predominantly focusing on the provision of wheelchairs and special seating, including assistive technology.

PMG's main activity is our annual conference, which usually takes place in July,

and combines an educational programme, industry exhibition and networking events for delegates working within the NHS wheelchair services, local government, charitable sector, independently and for manufacturers and distributors of posture and mobility products. As part of the conference, we encourage abstract submissions from any PMG members interested in presenting at the event, and also offer a limited number of free bursary places. These places are generally awarded to those new to the field of posture and mobility, including new graduates and final year students from relevant disciplines. In addition to our conference, we also have a research fund, allowing professionals with research proposals relevant to posture and wheeled mobility to

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access small grants, funded by PMG.

In addition to our own conference, the coming year will also see PMG collaborate with other organisations, allowing us to provide

great content to a wider audience. The first of these collaborations is with The Occupational Therapy Show which is taking place on the 25th and 26th November 2015 at the NEC in Birmingham. The show is the UK's largest, free-to-attend, dedicated event for occupational therapists, combining a large scale programme of accredited CPD education with a major trade show floor.

Gail Russell, chair of PMG's Education & Training Committee, will be presenting a 45-minute session on the Keynote Stage. The session, entitled 'More than wheels', is taking place on Thursday 26th November and will look at the importance of individually prescribed wheelchairs being provided in a timely manner, and how the correct wheelchair seating can be



Gail Russell

incorporated into a 24-hour approach to postural management, enabling better function and independence, increasing participation, and reducing the care

load.

PMG will also be exhibiting at the show, with committee members and staff available to answer any questions about the group, including presenting at our conference, writing a journal article or submitting a research proposal. The Occupational Therapy Show will be a great chance to learn more about PMG and sign up as a member (which is free of charge)! We are particularly interested in meeting professionals working within the community, in order to help unify the approach of wheelchair services and community equipment providers. Please do come and find us on stand G26a!

**You can register to attend The Occupational Therapy Show for FREE here: [www.theotshow.com/pmg](http://www.theotshow.com/pmg).**

## MEMBER NEWS



### The Society congratulates SmitCare who recently achieved ISO9001:2008 accreditation.

SmitCare has always endeavoured to work with a High Quality Ethic, however wanted to formalise the ethos by attaining ISO9001 accreditation. Society

Member Rob Cooper, Director, said that "Although we have always had documented procedures in place to provide a high standard of Customer Service, the information had to be collated in the required format to produce the Quality Manual. It was through the dedication of the SmitCare team that the company passed the audit in September and is proud of the certificate that was recently received."

# Cooker Safety in the Kitchen

**Cooking is an important daily living activity to support independence within the home. AT that can help a user to carry on cooking safely and remain within their home is therefore an important consideration. It is a generally preferred outcome and provides an alternative to expensive residential care, maintaining a familiar environment, friends and neighbours. Over 50% of domestic fires originate in the kitchen.**

I came across the Innohome Stove Guard GGK500 some 5 years ago and since then it has undergone extensive development to help prevent cooker hob based fires. The Stove Guard system is made up of the Intelligent Sensor and the cooker Controller cut-off switch. The Intelligent Sensor is mounted on the



Intelligent Sensor on Cooker Hood

cooker hood or the rear wall above the cooker hob; it monitors the rate of rise and maximum temperature on the hob. If it detects a potential fire risk, it sounds an alert and if no action is taken, will automatically send a radio signal to the cooker cut-off switch wired between the cooker cable and wall outlet. It is easy to reset.

It has many practical applications to prevent unattended cooking fires; from supporting older people in their own home to vulnerable tenants in Social Housing; it is also proving very successful for forgetful students in university kitchens who leave the cooker unattended.



Stove Guard SGK500 Kit

The Stove Guard also has the ability to listen out for alerts from other nearby detectors such as: Carbon Monoxide, Gas etc. and will

turn the cooker supply off. Another useful facility is the ability to plug in a Telecare transmitter to allow communication with a Lifeline telephone system if required.

It meets the latest European Standard for this type of detector. To date over 140,000 units have been installed, in Norway it is part of their all new kitchen build regulations. Available for electric cookers only at the moment, Innohome are testing a gas version.

So for AT Practitioners who have forgetful or physically impaired clients who may leave cooking unattended; it may be worthwhile considering such a system as Stove Guard.

**Mike Orton, AT Specialist Practitioner  
Telecare Consulting**

# Trade Days 2015 round up

Trade Days is the UK's only trade-only healthcare trade show aimed at the assistive technology sector. The Society was represented for the second year running, providing a perfect opportunity to meet members and catch up with industry news.

With our own stand, the event was very positive for the Society with lots of interest in our work and many members dropping by the stand to say hello. The stand was manned by Philip Woodward (Secretariat) and representatives of the Society Council, Kay Purnell, Tracey Hollowell, Diane Hargrove and Kenneth Munro.

As well as meeting members, one of the primary reasons for having a presence at Trade Days was to be able to connect with industry and spread the word about the Society and what we're trying to achieve, as Council member Diane Hargrove (Sumed International Sales and Marketing Director) states,

"I found Trade Days to be a great opportunity to meet and catch up with colleagues and also discuss the benefits of joining the Society, it was lovely to find so many of our industry are now aware of the Society and many that have already joined!"



Philip and Helen Leach



Diane Hargrove and Kenneth Munro.

As a Managing Director, Society Council member Kenneth Munro, of W. Munro (Rehab) Ltd also shares a similar view;

"the show is a good way for me to see suppliers to my business in one place. At the same time there is the opportunity to meet members of the Society and the BHTA and to discuss industry issues affecting our companies and the people working in them."

The day wasn't just about strategy and business however, Trade Days offers the opportunity to catch up with members and also see the amazing array of new products on offer or about to be launched in the industry. As Society member Helen Leach states...

"I really enjoyed looking around the suppliers stands of information, everyone was very helpful and keen to tell you about their products. Some of the more simple ideas are the best, like the tray I saw on the Lifemax stand which looked like an ordinary tray, but items stuck to it, when the tray was tilted, great for customers who struggle to carry items from room to room. An extra bonus to the day was to have a wander around the Pharmacy Show too."

The Society has already booked its stand for Trade Days 2016 and we look forward to seeing you there on 25th and 26th September 2016! The event will be held at the NEC in Birmingham.



## A Living Wage

On Monday 2nd November 2015, W Munro (Rehab) Ltd were presented with a plaque accrediting the company as a Living Wage employer by local MSP Gil Paterson at their offices in Clydebank. Society Member Kenneth Munro, explained that this coincided with the start of Living Wage Week and paves the way for the company to take part in the Scottish Business Pledge promoted by the Scottish Government.

The Company which supplies and services medical equipment throughout Scotland will pay all staff at least the Living Wage and have also pledged not to use zero hours contracts as part of the Scottish Government's Business Pledge. The Living Wage is currently £7.85 per hour. The new rate will be announced on 1 November.

Local MSP Gil Paterson, presented the plaque to Kenneth who said, "As a company we are committed to being a fair and responsible employer. As part of this commitment we want to make sure we pay staff a fair wage and do not use exploitative zero hours contracts. We are fully committed to the aims and principles of the Scottish Government's Business Pledge"

The Director of the Poverty Alliance said "This public commitment to pay the living wage allows the customers of W Munro (Rehab) Ltd business to have confidence they are a fair dealing company."

For further information about this please contact Douglas Hazlie, Tel: 0141 433 8750, Mobile: 07766 702352 or Email: douglas.hazlie@wmuro.com

# The challenges of preventing pressure ulcers in our communities

**Claire James, Campaign Director for Your Turn, looks at the support that is being offered in the community when it comes to pressure ulcer prevention and the lack of understanding that exists nationally of this life altering condition.**

Over recent years the NHS has cast a spotlight on the area of pressure ulcer prevention with some excellent results in hospitals throughout the UK. However, this good work has largely remained with the hospital environment and yet the majority of people who could be considered at risk of developing pressure ulcers are actually being cared for, formally or informally, out in our communities.

I have spent much of the last five years working in communities up and down the UK, helping organisations to develop robust education and prevention strategies that can be linked to quality of care indicators. Only by ensuring that we educate the current generation of carers and those who are at risk can we really start to make an impact on the occurrence of avoidable pressure ulcers in our communities.

There are five main areas that need to be addressed when attempting to prevent pressure ulcers, all of which are the basics of providing quality care: incontinence; skin inspections; feeling unwell; reduced mobility and taking



on adequate food and drink. These form the basis of the SSKIN bundle which is a comprehensive tool used to assess the level of risk in a hospital setting.

We advise that the best course of action is to monitor each of these areas and then react if and when you see non-blanching (i.e. not going white under light pressure) red skin. By reacting early to red skin in

this manner you have the ability to be able to change the outcome for an individual.

Education is definitely the key – the more people that know what to look out for the more likely we are to be able to prevent pressure ulcers from happening in the first place. These are complex wounds that can take years to heal and cause an immense amount of suffering so anything that we can do to reduce the risk for the people we love and care for the better it will be for everyone.



Claire James

There is a lot of information to remember when it comes to preventing pressure ulcers but its simple information and you don't need any specialist knowledge to have a positive impact.

**If you want more help or guidance on how to spot a pressure ulcer visit our website [www.your-turn.org.uk](http://www.your-turn.org.uk). If you are interested in implementing an education programme in your area please contact [Claire@your-turn.org.uk](mailto:Claire@your-turn.org.uk) for additional information.**

## OwnFone launches Footprint at TSA Event, Celtic Manor

**OwnFone, the London based manufacturer of the world's simplest mobile phone has announced the launch of Footprint, their new GPS/GPRS tracking device.**

Footprint is lightweight, small and fully wearable but comes packed with features such as fall, motion and speed sensors, geo fencing and one push emergency button.

The device is pre-loaded with a fully roaming SIM and the location of the device can be tracked via a linked smartphone or through a secure

login to OwnFone's mapping web portal.

Society member, Sarah Watts, Sales Director said. "We established a gap in the market for a secure, safe and cost effective way of providing peace of mind for those living with dementia and security for lone workers that complies with legal requirements for employers". "We believe that Footprint is the ideal

mobile solution for both these environments and are excited to announce its launch".

There are estimated to be in excess of 6 million people in the UK working in isolation or without direct supervision and over 850,000 people in the UK currently living with dementia.



**For more details please contact Sarah Watts at: 0800 669 6699 or Email: [info@ownfone.com](mailto:info@ownfone.com)**

# New members elected to the Society Council

Further to a recent call for applications, the Society is delighted to announce the appointment of two new members to the Society Council. Tracey Hellowell of Just Care Products and James Malcolm of the Ability Matters Technology Group will serve a two year term of service from 1 November 2015. You'll be hearing from James in our next newsletter, but here's what Tracey had to say:

## Message from Tracey Hellowell

I felt that my colleagues and I should all join to benefit from the Society's support, particularly for keeping up to date with what is happening in the industry. Of course we already worked to a similar code of practice being a member of the British Healthcare Trades Association (BHTA) and always ensure that our customers get the very best advice and support. Society membership means we have the support of other industry professionals, we can meet with them, exchange views and share experiences, all with a view to improving our service.

As members we adhere to a strict code of conduct to ensure that best practices are met. It is important to us that customers can be confident that members, whether they are a product advisor, technician, installation engineer or retailer, are operating to the highest standards through continued professional development.

As a member, I jumped at the opportunity to apply for a Council seat and am thrilled to have been accepted. I look forward to being involved with the workplan and help take the Society forwards into next year and beyond. Being involved in policy-making decisions and in the development of the Society,



**Tracey Hellowell**  
Managing Director  
Just Care Products



**James Malcolm**  
Ability Matters  
Technology Group

helping to achieve Accredited Register status and getting to know other members will be highlights of the role. From a personal viewpoint, living on the Isle of Man it will be good to think that the Isle of Man will have a voice at the table and can contribute to decisions being made in this area of healthcare.

I'm pleased that the Isle of Man is now represented on the council and proud that my team at Just Care Products are the first members of the Society on the Island. As a council member, I'll be looking for opportunities to talk to other healthcare professionals here on the island and to encourage them to find out more about the Society and to take up membership.

Aside from quality standards and the code of practice, I feel it's important that we take care of our professional development. Living on an Island presents different challenges, for instance, travel to trade shows and training courses costs more than for members in the UK. It often has a greater impact on time away from work and can involve more nights away from home. Long-term it would be great if we could develop membership here and be able to bring trainers to the Island and run courses locally.



**Yes, you can.®**

## Invacare to focus on 'Safe Patient Handling' at the Occupational Therapy Show

Invacare is a market leading manufacturer and supplier of equipment for Community and Residential Care. Our aim is to provide customer focused products that help people live life as independently as possible.

The Occupational Therapy Show is the UK's largest dedicated CPD education and trade event just for Occupational Therapists (OTs) and is taking place at the NEC, Birmingham on 25th & 26th November 2015.

Invacare is delighted to announce its support of this specialist event. Located on stand I74, close to the Seminar Theatre 1, the team will be on hand to talk about our Safe Patient Handling programme and discuss how our educational resources can help Occupational Therapists make informed equipment choices.

As part of Invacare's approach to Safe Patient Handling, we will be presenting a workshop at 12.30pm on Wednesday 25th November entitled: 'Breaking down barriers - why is interaction important during transfers?'

The presentation will cover:

- Managing client concerns
- The importance of communication
- The challenges of unpredictable behaviour

Invacare's 'Breaking Down Barriers' session, featuring the ROBIN overhead hoist will explain how a fully interactive environment during hoisting can ensure these concerns are managed effectively.

The Society has recently set up a Facebook page and would encourage members to 'like' the Healthcare and Assistive Technology Society page and help spread the word.



Follow us on  
Twitter we're  
@hatsoc



Call us on  
0207 702 2141

Come and see us (Stand I74) at what promises to be a key event in the Healthcare event calendar.

Lisa Cook, Product Manager - Safe Patient Handling. Tel: 01656 776278  
E-mail: lcook@invacare.com

# Slip and fall prevention tips



**Christian Kaye from insurers ICB Group discusses prevention tips.**

A caretaker was scrubbing the break room floor with water and a cleaning agent. An observant worker realised that employees would soon be coming to the break room for lunch. This person then took the proper action to avert a potentially dangerous situation by setting up a wet floor to alert employees when they entered the room.

## Do Your Safety Part

An unguarded wet floor is only one of the many causes of work-related injuries every year. It is important to recognise unsafe conditions that could lead to slips and falls and do what you can to prevent them.

There are various ways to suffer slips and falls while working. You can slip and lose your balance, you can trip over objects left improperly in your walkway or you can simply fall from a height to the ground.

To avoid slips and falls, be on the lookout for foreign substances on the floor.

Watch for:

- Deposits of water
- Food
- Grease or oil
- Soap
- Product spills

Even small quantities of these foreign substances are enough to make you fall.

## Good Housekeeping Counts

When entering a building from the outdoors, or from debris or storage areas, clean your footwear thoroughly. Snowy and rainy weather requires a



doormat at each entrance to allow for complete wiping of shoes. Avoid running, walk safely and do not change directions too sharply.

Beware of tripping hazards. Rubbish, unused materials or any object left in aisles designed for pedestrian traffic invites falls. Extension cables, tools, trolleys, extra stock and other items should be removed or properly barricaded off. If equipment, supplies or products are left in walkways, report it. Let the proper personnel remove it. And keep passageways clean of debris by using rubbish and recycling bins.

## Practise Prevention

Walk in designated walking areas. Shortcuts through machine or storage areas invite accidents. Concentrate on where you are going – horseplay and inattention leaves you vulnerable to unsafe conditions. Hold on to handrails when using stairs or ramps. They are there to protect you should a fall occur. If you're carrying a heavy load that hampers your ability to properly ascend or descend stairs, use the lift or find help.

The worst falls are from heights and can result in serious injury or death. Learn and practise ladder safety. For

example, when climbing, use a ladder of proper length that is in good condition. Keep it placed on a firm surface. Do not climb a ladder placed on machinery, crates, supplies or boxes. Keep

the ladder's base 30cm away from the wall for every 120cm of height. Don't over-reach. Always have control of your balance when working from a ladder. Never climb a ladder with your hands full.

Slips and falls occur every day. The extent of injuries and their recurrence can be minimised through proper safety knowledge, good housekeeping and practising prevention.

**Christian Kaye, Business Development Manager ICB Group**  
**Email: Christian.Kaye@icbgroupuk.com**



CALL FOR PAPERS

PMG Conference 2016



Monday 18th – Wednesday 20th July 2016  
The International Convention Centre, Birmingham

Abstracts to be submitted via [www.pmguk.co.uk](http://www.pmguk.co.uk) from September 2015  
 Deadline for submissions: **Sunday 31st January 2016**

Confirmed speakers  
 Aldersea Lecturer 2016: Ray Hodgkinson MBE, Director of Public Affairs BHTA and Professor Derick Wade on Outcome Measures

PMG membership is now free of charge,  
 join online today at [www.pmguk.co.uk](http://www.pmguk.co.uk)

**Contact Us**  
 Email: [info@pmguk.co.uk](mailto:info@pmguk.co.uk) • Tel: 01392 477710  
 Twitter: @PostureMob • Facebook: Posture and Mobility Group (PMG) • LinkedIn: PMG UK

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## CPD OPPORTUNITIES NOVEMBER-DECEMBER 2015

### NOVEMBER 2015

R82 UK Ltd - Structured Training in the Management of Medical Devices - Posturally Supportive Equipment for Children. **10th & 11th** - Block 1: Mechanical, **17th & 18th** - Block 2: Technical, **25th & 26th** - Block 3: Clinical - City & Guilds Accredited and endorsed by the College of Occupational Therapists. Halesowen. £185 +VAT per Block

Sunrise Medical Limited - Power Mobility: Matching Technology to Need (CPOW) - **Wed 11th November 2015** - West Midlands - FOC to Sunrise Medical Account Holders

Global Training by Silvalea - Toileting Sling Solutions - **11th November 2015** - Interactive Online Training. FOC.

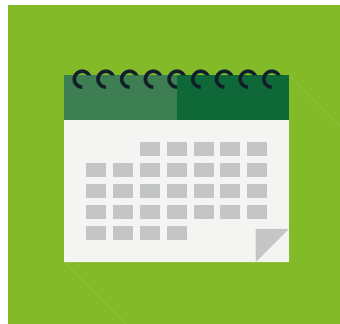
Sunrise Medical Limited - Power Wheelchair Assessment (CPDE) - **Thu 12th November 2015** - West Midlands - FOC to Sunrise Medical Account Holders

Global Training by Silvalea - In-situ Sling Solutions - **12th November 2015** - Interactive Online Training. FOC.

JCM Seating Solutions Ltd - Postural Management Workshop: Specialist Seating - **12th November 2015** - Free of charge - Peterborough

Medilink - Social Media, create an online communications strategy which impacts on your business' bottom line - **11th and 12th November 2015** - Leeds (venue TBC) - £995 (£495 with SIP discount for eligible SMEs)

Sunrise Medical Limited - NEW FOR 2015! Powerchair Special Control Systems and Programming - Prescriptive



Need and Practical Training (TPSM7) - **Tuesday 17th November 2015** - West Midlands - FOC to Sunrise Medical Account Holders.

Electric Mobility - Servicing / Maintenance & Fault finding for Rascal Mobility Products - **18th November 2015** - Ilminster. FO, including Lunch.

Global Training by Silvalea - Amputee Sling Solutions - **18th November 2015**. Interactive Online Training. FOC.

Global Training by Silvalea - Walking & Standing Harness Solutions - **19th November**. Interactive Online Training. FOC.

Sunrise Medical Limited - Seating and Positioning for Function and Mobility - for Clinicians (CSEA) - **Wed 25th November 2015** - West Midlands - FOC to Sunrise Medical Account Holders

Sunrise Medical Limited - The JAY Portfolio - a Clinical Perspective (CJAY) - **Thu 26th November 2015** - West Midlands - FOC to Sunrise Medical Account Holders

### DECEMBER 2015

R82 UK Ltd - Structured Training in the Management of Medical Devices - Posturally Supportive Equipment for Children. **1st & 2nd December**

- Block 1: Mechanical - **8th & 9th December** - Block 2: Technical - **15th & 15th December** - Block 3: Clinical - City & Guilds Accredited and endorsed by the College of Occupational Therapists. Halesowen. £185 +VAT per Block

Sunrise Medical Limited - Power Control Systems and Programming (TPSM5) - **2nd, 3rd December 2015** - West Midlands - FOC to Sunrise Medical Account Holders.

Global Training by Silvalea - Paediatric Sling Solutions - **9th December** - Interactive Online Training - FOC.

Sunrise Medical Limited - Powerchair Control Systems and Programming - Practical Training (TPSM5/P) - **Tuesday 8th December 2015** - West Midlands - FOC to Sunrise Medical Account Holders.

Global Training by Silvalea - Sizing & How to Measure - **10th December** - Interactive Online Training - FOC.

Global Training by Silvalea - Complex Sling Solutions 1 - **16th December** - Interactive Online Training - FOC.

Global Training by Silvalea - Complex Sling Solutions 2 - **17th December** - Interactive Online Training. FOC.

### BOOKING CONTACTS

**Invacare** - Call Joan James on 01656 776283 or email [jjames@invacare.com](mailto:jjames@invacare.com)

**Sunrise Medical** - Laura Payne on 01384 421 538, email [laura.payne@sunmed.co.uk](mailto:laura.payne@sunmed.co.uk), or visit [www.SunriseMedical.co.uk/STEPS](http://www.SunriseMedical.co.uk/STEPS)

**Global Training by Silvalea** - +44(0) 1626 331655 [info@silvaleaglobaltraining.com](mailto:info@silvaleaglobaltraining.com) or visit [www.trainingbysilvalea.com](http://www.trainingbysilvalea.com)

**Quantum Rehab** - Call Hayley 01869324600 or email [sales@quantumrehab.co.uk](mailto:sales@quantumrehab.co.uk)

**Pride Mobility** - Call Dave on 01869324600 or email [service@pride-mobility.co.uk](mailto:service@pride-mobility.co.uk)

**R82 UK Ltd** - Call 0121 561 2222, or email Martyn Davis on [mda@r82.com](mailto:mda@r82.com)

**Electric Mobility** - Call Sharon Newton on 01460 258118 or email [sharon.newton@electricmobility.co.uk](mailto:sharon.newton@electricmobility.co.uk)

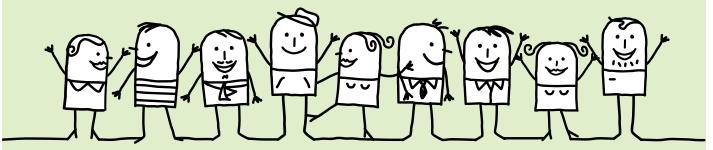
**JCM** - Contact Rachel Davis on [training@jcmfactory.co.uk](mailto:training@jcmfactory.co.uk)

**Medilink** - Contact Medilink skills coordinator on 0114 232 9292 or visit the Ascend skills programme website at [www.ascendskills.com](http://www.ascendskills.com)

**Kirton Healthcare** - Call Liz Gatt on 01440 765017 or email [lizgatt@kirtonhealthcare.co.uk](mailto:lizgatt@kirtonhealthcare.co.uk)

## Keeping us up-to-date

We encourage members to remain in contact with the Society as much as possible. Keeping us updated about any new jobs or promotions, a change of address or name really helps us maintain accurate details about our members ensuring returned mail or emails are kept to a minimum. If you have any change of details you would like to update us about please drop the Secretariat a line at: [info@hatsoc.org](mailto:info@hatsoc.org).



If you're aware of other CPD opportunities Society members might find useful, please let us know at [info@hatsoc.org](mailto:info@hatsoc.org)

MEMBER APPOINTMENTS

# Radcliffe Rehab expand sales force

## Society member Andy Haines joins Radcliffe as Area Sales Manager

With over 25 years of product sales & marketing experience in mobility and rehabilitation equipment, Andy Haines is delighted to become the Midlands, Wales and South West area sales manager, and part of the Radcliffe Rehabilitation Solutions team.

Andy will be focusing on sales development for rehab wheelchairs, comfort/positioning seating and mobility bases, posture and pressure care solutions to wheelchair services, nursing homes and hospitals throughout the region.

Jonathan Horne, Society member and MD of Radcliffe Rehabilitation Solutions said "I'm really pleased to announce our appointment of Andy ; he has many years' experience in the health care industry & brings a wealth of knowledge in many areas that we are involved in, and the team are looking forward to working with Andy in the coming weeks & months"

Andy said "I'm excited to return to a sales role for Radcliffe Rehabilitation Solutions - and aim to delight customers with our service and expanding portfolio of Rehabilitation Solutions and upcoming innovations...."



To contact Andy at Radcliffe either email [andyhaines@radclifferehab.co.uk](mailto:andyhaines@radclifferehab.co.uk) or call on 01280 700 256.



## CONTACT THE SECRETARIAT

We want to hear from our members, whether you have questions to ask, issues to raise or some experience you want to share with other practitioners.



**Philip Woodward,**  
Accreditation and Professional Development Manager

T: 0207 702 2141  
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T: 0207 702 2141  
E: [info@hatsoc.org](mailto:info@hatsoc.org)

For membership queries:  
T: 0207 702 2141  
E: [membership@hatsoc.org](mailto:membership@hatsoc.org)

You can also follow us on Twitter for the latest news and updates: @hatsoc



## GOVERNANCE PATRON

**Baroness Glenys Thornton, Patron,** became a working Labour peer in 1998. From 1998-2008 she has served on various select committees, and worked on a huge number of bills passing through the

Lords - most of the legislation concerning Children, the Disabled and Charities.

In addition to her role as Patron of the Society, the Baroness is also Patron of Social Enterprise UK, a Governor of the London School of Economics and, from her appointment in 2015, the Chief Executive of the Young Foundation.

## ADVISORY BOARD

The Advisory Board is Chaired by our Patron, Baroness Glenys Thornton. A body of senior figures from the industry, either practising or retired, that

advise the society Council and make recommendations for long term growth and the achievement of corporate aims and objectives. The Board do not instruct the Society Council but advise it.

## MEET THE ADVISORY BOARD



**Darren Awang**  
Course Director of the MSc in Assistive Technology  
Coventry University



**Dr. Sally Gosling**  
Assistant Director for Practice & Development,  
The Chartered Society of Physiotherapists



**Ian McCreath**  
Personal Choice Programme Manager,  
The Alzheimer's Society



**Clare Canale**  
Chair of the Posture Mobility Group



**Ray Hodgkinson MBE**  
Director of Public Affairs, British Healthcare Trades Association



**Julia Scott**  
Chief Executive  
The British Association of Occupational Therapists



**Prof. Duncan Eaton**  
Executive Advisor  
All Party Parliamentary Health Group



**Alison Somek**  
Chief Executive Officer, Somek and Associates

## SOCIETY COUNCIL

The Society Council is the main administrative body of the Society with the following responsibilities:

- to ensure standards and the corporate aims and objectives
- to oversee the achievement of membership growth, renewal and retention targets, as set out in the business plan

- debate/discuss procedural matters relating to the running of the Society
- to monitor and analyse trends in membership growth, renewals and retention
- to report to and advise the Advisory Board on matters concerning the management of the Society
- to meet three times a year.

## MEET THE COUNCIL



**Kay Purnell (Chair)**  
Business Development Manager,  
Blatchford's Clinical Services



**Diane Hargrove**  
Sales and Marketing Director, Sumed Int'l UK (Ltd)



**Kenneth Munro**  
Managing Director,  
W Munro (Rehab) Ltd



**Myrddin James**  
Director,  
3r Mobility



**Richard Handley**  
Managing Director,  
Care and Independence Systems Ltd



**Tracey Hellowell**  
Managing Director,  
Just Care Products



**James Malcolm**  
Ability Matters Technology Group





# TRADE DAYS

25th & 26th September 2016 / NEC Birmingham  
Mobility • Living Aids • Assistive Technology

## A fantastic second year! Here is what our delegates said...

*"A fantastic day. It's been very interesting and very educational and the business seminars were really worthwhile too."*  
**Jeremy, Somerset & Country Stairlifts.**

*"It's exactly the right show for us because you can talk business openly. We've ordered new products for the showroom and we will be back next year with more people from the team."*  
**Kevin, Hampshire Mobility Services.**

*"It's been absolutely worth the visit from Scotland. We felt that the exhibitors have more time to talk to you than at other shows and the Sunday opening was a real hit with us. We will definitely be back next year."*  
**Maureen, The Mobility Depot.**

*"We've done some good deals at the show. It works for us, you can talk money on the stands."*  
**David, 1st Call Mobility.**

## We look forward to seeing you next year on 25th & 26th September

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