

# Silver Cross recycles health care equipment

By STEPHAN KLEISER  
Staff Writer

They recycle just about anything these days, but health care equipment?

Nothing wrong with that, in fact it could mean big savings for consumers and that's what convinced Joannine Rell to get into the business.

Rell has 10 years experience in health care and when she saw an opportunity for her own business in the field, she didn't hesitate and bought a Silver Cross franchise.

Rell's Silver Cross is based in Stimcoe, but services all of Oxford County including areas south of Tillsonburg, as well as Hardman-Norfolk and Brant County. Rell works closely with other Silver Cross offices in Oakville,

Toronto, Hamilton and London and between them they can get you just about any piece of health care equipment you need. New is never a problem and Rell guarantees the lowest price. But the big savings can be found in recycled (used) equipment. Rell said Silver Cross will supply customers with recycled products at 30 to 50 per cent off the retail price.

"If we don't have the product in recycled equipment we guarantee the lowest price in new equipment and if your needs change, you can trade in your product towards the cost of the required device," she said.

Silver Cross specializes in lifts, wheelchairs, scooters, Geri-chairs, scooters and special beds. Rell has already contacted hospitals, nursing homes and other health care providers in the area and said response has been good.

Rell started the business March 1, and there is lots of work to do, but she is confident word will get around quickly. She is always looking to buy equipment so if you have a wheelchair or any other piece of health care equipment that isn't needed any longer, why not call Silver Cross at 426-0525. If you are looking for equipment that isn't covered under the government's Assistive Devices Program, you can give Silver Cross a try as well. They will try to find what you need at substantial savings, and advises as to the needs if so desired.

## BUSINESS

A good wheelchair can easily cost \$1,500, so savings of 30 to 50 per cent are substantial. And Silver Cross isn't selling beat-up equipment: If it's junk, they don't buy it.

All equipment is in good condition, cleaned, serviced and refurbished if necessary, and carries a full three-month warranty.

Rell said it is in her best interest to offer only quality products. Rell is married and has two children, and said her family is very supportive and excited about her new business.

So if you are in need of health care equipment, give Rell a call at Silver Cross. She'll come right to your door, but you need to make an appointment.



STEPHAN KLEISER PHOTO  
In need of health care equipment? Call Joannine Rell of Silver Cross for instant access to a wide range of new and recycled health care equipment delivered right to your door.

## Flue report

On Wednesday, Feb. 27, 1,452,719 pounds of flue all grades sold at an average price of \$1.97.11. Overall no bids were .61 per cent and rejects totalled 19,322 pounds.

The day's sales consisted of 12.80 per cent B grades. On Thursday, 1,424,436 pounds all grades sold at an average price of \$1.98.06.

price of \$1.96.58. Overall no bids were .27 per cent and rejects totalled 12,446 pounds. The day's sales consisted of 11.16 per cent B grades.

On Monday, March 3, 1,405,625 pounds of flue all grades sold at an average price of \$1.96.05. Overall no bids were .11 per cent and rejects totalled 17,364 pounds.

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