



## Cheelcare - AWARE

Cheelcare is a team of motivated professionals with engineering and technical backgrounds who have developed a multifunctional assistive mobility device using innovative technology and solutions. They are using modern technologies that offer unparalleled functionality and benefits in a futuristic design for their power chairs providing the users with uncompromised safety and comfort.



Now, they have a developed a new product called AWARE. It is an easy-to-install, low-cost Universal Rear-View Camera System which lets you see real-time

video footage from the back of the wheelchair, allowing the user to monitor their surroundings and safely backup. Their rear-view camera system can be mounted on any powered wheelchair, including ZX-1, Benoit Systemes, or Batec driven units. The key features include:

- Easy Installation
- 5' TFT LCD Display Monitor
- Mounting Hardware
- Rear-view camera with night lights and proximity sensors

## OSOT - Sheila Buck

Thank you to the St. Catharine's exhibitors who helped make the event at the Golf and Country Club a huge success; Silver Cross, Power Plus Mobility, Westech Health Care, Advanced Mobility Systems (AMS), Dynamic Health Care, and of course 49 Bespoke. The 36 registrants fully participated and it kept everyone in the room all day as new material and ongoing interaction made participation the word of the day.

Our next "Linked in to Learn" in this series with Sheila Buck, B.Sc., OT Reg (ON) "Understanding, Evaluating & Justifying Your Prescription of Seating & Mobility Systems" will be in Kingston, ON., October 11, 2017. The information is available under upcoming events at [www.osot.on.ca](http://www.osot.on.ca) or you can register as a **participant** or **exhibitor** by calling Cassandra at OSOT at 416-322-3011 or send her an email at [cvenere@osot.on.ca](mailto:cvenere@osot.on.ca).

## REHACARE 2017



It is great we have too much work to do at the shop, but extremely disappointing that we will miss REHACARE 2017 in Dusseldorf, DE this year.

We were looking forward to being in Angela Merkel territory at the start of Oktoberfest and enjoying the company of a number of folks producing product that we feel needs to be in the North American marketplace.

The website will be the place for us this year to see "more than 760 exhibitors from 39 countries who will be providing a comprehensive overview in six exhibition halls and covering everything that can make daily life easier for people with disabilities. Also this year they will be **reporting live** from the exhibition halls in Düsseldorf with various interviews, photo galleries, and video reports giving insight into the activities at REHACARE 2017. So, **Be part of it - whether on site or online.** It's worth it! [www.Rehacare.com](http://www.Rehacare.com)

## RGK's MaxLite On Again

The MaxLite is back into build cycles. It has a box frame made to measure titanium frame and low profile seat rail tubing translating to being a lightweight and easily transportable units with an extensive range of options and accessories. The product weight is within 7.5 KG and carries 100 KG.

It is built with RGK ergonomics providing maximum comfort and balance. The ergonomic seat designed for pelvic positioning and optimum balance, tapered seat, V-front design for complete support, optimised biomechanics for maximum power and efficiency, perfect toe in toe out for minimum drag, rigid lightweight frame with low ride castor forks for optimum performance combined with aerospace grade titanium makes this one of the best units RGK has ever produced.



## Debunking Sport Chairs



We have spoken many times about the use of the term “Sport Chair” and how we feel it is misused. Since we may have been responsible for the use of the term we feel obligated to share a little information to hopefully debunk the use of the term. The unit on the left is from Panthera and weighs in at 2.2 KG. Industry folks and others may refer to it as a “sport chair” but it is the ultimate in ultra light weight daily use products!

When we brought QUADRA into Canada in the late 70’s and early 80’s as the first so called ultra light rigid frame wheelchair we were on a mission to find a place in society and our strongest voice at the time came through our involvement in sport. We wanted so badly to be accepted as athletes that we were prepared to do anything to advance our cause. So, when a reporter was interviewing us after a wheelchair basketball game and noted the use of these new wheelchairs which were not chromed or stainless like other medical supply products (they were colored, with quick release axles, different axle positioning, etc.) they quite naturally referred to them as sport wheelchairs. Although we were using them on and off the court, we looked at each other acknowledging the reporter said “sport” we naturally agreed thinking we were furthering the cause of promoting sport and it wasn’t just “rehabilitation” anymore. What a mistake! The next day the paper read, *“and these new sport wheelchairs are expensive and not covered by any funding as funding is only provided for basic needs equipment!”*

That little misspeak probably set wheelchair development back 20 years while prescribers and practitioners wrongly differentiated between daily use and sport products.

After all, the strongest, lightest, most manoeuvrable product is best designed to meet the needs of the person with the least number of working muscle groups. Therefore, we should have seen a big increase in the number of these types of chairs in nursing homes, etc. over the years; but no, we are still providing units that restrict the independence of people that most need ultra light products in favour of referring to those types of units as “Sport Chairs!”

## Past Due Accts on Hold

We set up dealers (now being called providers more and more) to purchase our products to supply end users. We have 30 day terms for the network of dealers/providers and we are constantly tasked with collection issues. To deal with this, we are now enforcing late payment terms straight across the board, putting customers on hold if accounts are not current.

If you are having difficulty receiving product that is usually same day shipped, check with your dealer/provider on the issue. All products are on our web site and the retail pricing is available along with descriptions and part numbers.

## Rolling Rampage 2017

The Canadian Foundation for Physically Disabled Persons (CFDP) have everything under control for this event October 05, 2017 on Parliament Hill in the Nations Capital. Thank you to Motion Composites for the provision of chairs this year and we are looking forward to the rain/snow holding off for a bit!

## Type 4 Service

As noted in previous editions of the Bespoke Plus, we have been involved in the production and distribution of rigid frame wheelchairs since 1979. At this point in time, we are not committed to any exclusivity agreement with any manufacturer and we are working with a number of very good manufacturers to provide alternatives. One thing that has remained the same however is that if we work with the end user, dealer, prescriber, and anyone else, we guarantee the fit of the unit whether the specification sheet was completed in person, on the telephone, or over a Skype type connection. We have confidence in our ability to build units that will meet and exceed the needs of the individual end users.

## OT Month - Tough News

Instead of starting the month celebrating, we are mourning the senseless death of a person we have worked with at many



events. As Ian Denison wrote, *“A pillar of the GF Strong community passed away suddenly this week. While we struggle to make sense of this, we would like to remember Dianna Mah-Jones*

*(Google) for the incredible person, occupational therapist, leader, innovator, educator, mentor, dancer, wife, family member and friend she was. To the world, she was an award winner, an author, and generous sharer of knowledge. To us, she was an energetic, persistent optimist who saw potential, opportunities, and solutions instead of barriers. We encourage you to think about who Dianna was and reflect on the legacy of joy that she lived her life with and inspired in others.”*

## Bits and Bytes

- 📍 Rolling Rampage, October 5, Parliament Hill, Ottawa, ON;
- 📍 Rehacare (Event 4 All) October 4-7, Dusseldorf, DE;
- 📍 Linked in to Learn, Kingston, ON October 11;
- 📍 24<sup>th</sup> Annual CFDP Hall of Fame October 18, Toronto, ON;
- 📍 34<sup>th</sup> Annual ISS March 6-9, 2018 Vancouver, BC.

**BESPOKE PLUS** is the newsletter of a privately owned Canadian company called 49 Bespoke Inc., which markets products from around the world that are designed to better meet the needs of people with a disability. We have grown up in sport, have a social service background, and have adopted an advocacy role in our business practice. Comments are welcome.