



BESPOKEPLUS



"If your work speaks for itself don't interrupt"

Power Hook Ups



We have multiple power add on devices that give the customer, prescriber, funder, dealer, etc., an opportunity to try out the clamp onto the frame offerings from Rehasense, the clamp onto the frame with hardware

from TriRide, Permobil*, Sunrise*, Cheelcare*, and the grandfather of power add on units from Batec-Mobility with their patented docking mechanism. These are all available to check out at our national distribution facility in the GTA. We welcome the dealer network, prescribers, funders, and end users to drop in to touch and feel these units and take them out for a ride.

In addition to these front power add on units that basically get your front castors out of the equation and lengthen your wheelbase making moving around easier and safer especially when trucking around outside, we also have other power products that push from behind, attach from behind, or allow you to stand up and drive around without your wheelchair. The products available today are but the tip of the iceberg when it comes to power products getting wheelchair users from A to B.



The devices referred to with the * above are available to the dealer network directly through those companies and we also provide them along with servicing.

Motion Cares Event

We are looking forward to the first Motion Cares event in Oshawa, Ontario May 7. As previously mentioned, we did the Alberta events earlier this year where our products were showcased. These education and trade show type events are important to ensure that the prescribers, funders, and sales representatives are aware of the products available. Although we are appreciative of these

events, we are also big advocates of whatever we can do to also make these types of events available to the people using the products as well. To that end, Motion Cares have certainly been supportive of that concept and would want to be involved in making it happen. Pal Dhalla, formerly with Handicare, now with Rehasense will be onsite for this event along with Reg McClellan.

Prairie Heart Shows



Prairie Heart Mobility is hosting Education Days and

Trade Shows on May 07 in Regina and May 09 in Saskatoon. Adi Rao, Rehasense Commercial Manager, will be on the ground with product to continue our long-term support of Prairie Heart in their quest to meet the service and product needs of the people in Saskatchewan. We appreciate supporting this relationship, working together to get products like Varilite, RGK, Spinergy, Schwalbe, Kenda, Sentinel, CEW, Carbo Life, Loopwheels, Batec, PAWS, Track Wheels, all Rehasense products, along with other products to their customers.



Sunrise Medical

Last year Nordic Capital (owners of Sunrise Medical since 2015) were looking for opportunities to sell off Sunrise Medical, but since then Sunrise has made more acquisitions and new initiatives. Now, our national Sunrise is leaving their 20,000 plus square foot home of 30 years for a 10,000 square foot warehouse in close proximity. This change is in concert with a number of retirements and layoffs that reflect the nature of the industry for them, more and more custom prescription products and less off the shelf offerings.

Even with the changing sale environment, Sunrise likely would have stayed in the long-time home if they had not received a significant cost increase in their rented industrial building a few years ago only to be followed with another 40% increase to stay on this year.

We can relate to this story as the real estate conglomerates have free reign to increase prices with the help of the banking environment while every level of government sits back and allows it to happen. With all due respect to the views of the Oleary's who are outspoken in support of Donald Trump's civil fraud conviction relating to real estate, we are all hurt by public and private companies artificially increasing the price of industrial real estate with their billions of private and public dollars. They are not stopping with industrial property as huge purchases in the housing industry are also driving up those costs.

RGK All Star A2

RGK Allstar A2
SPORTS WHEELCHAIR



RGK has ventured back into the adjustable chair area with the expansion of the All Star series to include the A2. If you need a chair that adapts to changing needs, a club chair that may have different users, or an entry level product this may meet the

needs. We are hopeful this aluminum offering will not displace the chrome moly Club Sport that lasts for decades (not aware of any that have gone out of service).

Lived Experience

We hear more and more people talking in terms of lived experience (LE) when it comes to new developments in this industry. It sounds rather funny to this writer a long-time wheelchair user because we have always been an advocate for people using the products we distribute and are outspoken about who the customer is (end user of the equipment even though our customer is in the dealer network who works with the customer). The textbook definition of "LE" may be more like *"knowledge based on someone's perspective, personal identities, and history, beyond their professional or educational experience"*. Health and human service programs, the policies and strategies developed, and research have a huge impact on individuals and our society. We cannot rely only on the non-lived version, which may or may not include being book smart, to carve out the direction we take collectively; everyone has a contribution to make and should be heard. LE is important in all aspects of this industry, but one today is looking at the host of electric bikes and scooters in the general population without any licensing or certification, but in our industry we have prescribers working to ensure

that the cognitive and physical abilities for a person to drive a Batec, PAWS, Companion, etc. are there; that is great and is driven by the funding aspect of these products, but shouldn't we step back and treat that able bodied person on a scooter similarly? We are not big believers in creating more programs and certifications, but there are getting to be more and more electric devices around, some of the medical device class and some not, and we should be looking at a certification system like we have with forklifts for example or maybe even some form of licensing. Google LE images and see if you can find a reference to our industry!

Dorothy Price RIP



Dorothy Helen Price (nee Minaker) passed away April 10, 2024, at North York General Hospital (Toronto). Dorothy was the beloved wife and soulmate of The Honourable Vim Kochhar and they have been the driving force behind the developments of the Canadian Foundation for Physically Disabled Persons (CFPDP) dating back to its inception in 1987. Dorothy retired from the CFPDP in 2019 but was still very active in supporting all the events and activities. A mother, grand mother, stepmother, sister, wife, and more, our condolences go out to family and friends who will forever remember her.

Bits and Bytes

- 49 CAOT Conference May 1-3, 2024, Halifax, NS;
- 49 Prairie Heart Show May 7, 2024, Regina, SK;
- 49 Prairie Heart Show May 9, 2024, Saskatoon, SK;
- 49 Brandon Mobility Show May 9, 2024, Brandon, MB;
- 49 Ottawa Inclusive & Para Sports Expo June 8, 2024;
- 49 Access Expo Ottawa June 27, 2024;
- 49 Access Expo Kingston July 11, 2024;
- 49 Access Expo Toronto July 24, 2024;
- 49 Access Expo Hamilton August 1, 2024;
- 49 Access Expo Peterborough August 20, 2024;
- 49 Rehacare Suzou Ctr., China, August 21-23, 2024;
- 49 Access Expo London August 29, 2024;
- 49 CSMC Toronto, ON September 10-11, 2024;
- 49 Rehacare Dusseldorf, DE September 25-28, 2024.

BESPOKE PLUS is the newsletter of 49 Bespoke Inc., which markets products from around the world 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.**