



BESPOKEPLUS



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

Pediatric Partnership



Three Canadian Medical Equipment providers have announced a partnership to expand pediatric product offerings nationwide by sharing the exclusive rights to sell LIW Care Technology products. HME Home Medical Equipment Ltd. (ON), HME Home Health Ltd. (BC), and Harding Medical (Atlantic Region) consider themselves as leading pediatric equipment providers and have had previous partnership relationships. These companies have a combined staff component of 300 plus at 14 locations across Canada representing the largest group of privately owned equipment providers.



This development looks good on long-time colleague in the industry, Mitchell Yaffy, Director of North American Operations LIW Care Medical Devices Inc. Tel: 1-438-800-2952 Email: mitchell@liwcarecanada.com .

Product has been vetted, staff have been trained, inventory has landed, Canadian order forms and pricing are in place, and trials are available on a separately branded site www.HMEKids.com .

Licensing Power Add Ons

You don't need a license to drive a forklift but there is a certification program that incorporates safety along with the driver of the forklift being deemed competent to handle that machine; albeit industry driven.



So, when it comes to front power add-ons, what should the industry be doing? We want folks driving front power add-ons safely even though they are considered pedestrians when using these types of class 1 medical devices. When the product is being funded by someone in the medical supply industry, should they be cognizant of the skill set required to safely operate these units? Of course, and that may well be a responsibility of the folks put in place to prescribe and deliver products in this industry. But is there some other process that we should be exploring to make sure that these products are being used safely? The process in the forklift industry may provide a basis for discussion and the manufacturers in the industry may play a role by providing a certification process in conjunction with the dealer network.

Like our discussion in a previous issue of this newsletter where the Bugatti of scooters decided to govern their 120 MPH machine to 80 MPH under the guise of safety, we need end users to voice their thoughts on issues like licensing, speeds, etc. The last thing the industry needs is for these issues to be left up to non-users with non-lived experiences!

Align HHC Growing More



Don MacKay, CEO with Align Home Health Care announced that they are growing again. They have opened their 10th location as Align Durham, located at 10 Carlow Court in Whitby, Ontario. This location will also act as their GTA head

office. New team member announcements will follow, but Duane Haley formerly of Soul, The Wheelchair Studio was already announced as a new member to the long-term care team.

Align HHC looks forward to working with folks in the Durham region and supporting efforts in the GTA. For further information you can contact Don MacKay, Dennis Mahoney, or Paul Bell at 416-997-7597 or visit <http://www.alignhomehealthcare.ca>.

Sunrise Medical Acquired



Further to an article in Bespoke Plus (Number 284), Nordic Capital will sell Sunrise Medical to a US firm called Platinum Equity. This spoils the great number of companies owned by Platinum Equity (49 as of June 4, 2024, in nine sectors) and Sunrise Medical

will become the 50th company in their portfolio in the third quarter subject to regulatory approvals.

Meanwhile, www.SunriseMedical.ca is making plans for their August 2024 move to their new premises. Mike Longo must be disappointed in this development as he will now have everyone calling him for Detroit Pistons tickets as the new owners have that NBA franchise in their portfolio.

Batec Software

We have program software that checks the function of the Batec models and update software that may be required in some models from time to time. The M2.0_Batec_01_42 software has adapted cruise that works when driven full throttle and adapts to up and down hill of 10 degree or more with the speed increasing or decreasing slightly. The ECO mode has been added in this software to the Mini 2 which automatically switches to pedestrian mode when the battery level is low to ensure you do not run out of power. Similarly, the adaptive cruise function is in the E2.0_Batec_01_1333 software version.

PAWS Accessories



Rehasense has a good grasp on getting products to market in a timely and economical manner. The latest order form includes some notable additions seen here top to bottom:

1. Grip Assist
2. Wheel weights
3. Transport Wheels
4. Mirror and Lights
5. Mag Wheels
6. Handlebar bottle holder

The long list of accessories is available on the City, Cruiser, Tourer, and ECO Assist line of products.

Check with us for the schedule of showings in your area and "give it a try" events throughout Canada this summer.

Some are shown below.

Bits and Bytes

- 49 Motion Cares Thunder Bay Show June 25, 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 Motion Cares Saskatoon September 17, 2024;
- 49 Rehacare Dusseldorf, DE September 25-28, 2024;
- 49 Motion Cares Kelowna, BC October 3, 2024;
- 49 Motion Cares Courtney, BC October 8, 2024;
- 49 Motion Cares Victoria, BC October 10, 2024;
- 49 Motion Cares London, ON October 17, 2024;
- 49 Motion Cares Hamilton, ON November 6, 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.**