



## Rehacare 2016



*"The international rehabilitation and care industry has its sights set on REHACARE Düsseldorf 2016, Germany. Some 950 exhibitors from 34 countries are meeting from 28 September to October 1 for their biggest trade*

*fair event where they will present innovative products and services enabling people with disabilities, care needs and in old age to lead largely self-determined lives."*

They are expecting a super event this year, one that will surpass the figures of REHACARE 2014 of 900 exhibitors on some 30,000 square metres of exhibition space!

The six available exhibition halls are fully booked with the bigger manufacturers attending in full force every two years (this being a big year) and a larger number of small to medium size businesses.

Düsseldorf, Germany is bringing together all those who offer competitive solutions in the home health care market worldwide. [www.Rehacare.com](http://www.Rehacare.com)

## MoTrax by Benoit



Robert Benoit ended up in a chair in the 60's and got involved in making products that better met his needs as a paraplegic. He is an inventor, entrepreneur, and end user of his products. The Benoit Systemes Light Drive Series are available here in

Canada through the dealer network and the product has been submitted to the Assistive Devices Program (ADP) for acceptance to their reimbursement program.



Prior to starting the rear wheel Light Drive series in 1994, Robert invented the MoTrax System pictured here. These were gas driven units and there

were about 400 of them manufactured. They were driven throughout Europe and probably spawned a whole lot of other products designed to better meet the needs of people with a disability!



## Paralympics



Marc Dorion did a great job of getting a number of Paralympic Alumni together to watch the opening ceremonies of the Rio 2016 Paralympic Games. We were at the Mill

Street Brewery and I think the only downside was that it does not happen at least once per annum!

The Paralympics by all accounts was a tremendous success with record attendance, many new Paralympic and world records, and a special note about the T4 Blind guys time in the 1500 meters surpassing their Olympic counterpart times!

The sport we are most aligned with did not disappoint unless you were from Canada. Our teams were both in great shape, have super talent, but ran up against better teams most days out. They finished well out of the medals and will undoubtedly be rethinking their strategy going forward.

## Praise the Passion

It is gratifying to be in this industry providing information about products that make life safer and easier for folks. To have the opportunity to learn everyday from people

that express a need, from those with theoretical information coming out the ying yang, and those that are building new products that are stronger, lighter, and faster makes everyday a new experience.



We enjoyed exhibiting at the OSOT

Conference on September 24-25 at the Hilton in Mississauga and having a number of discussions with people also passionate about the work they do; albeit a smaller crowd than what everyone had hoped for being around 250 OT's out of a membership of over 4500. Thank you OSOT for the opportunity to catch up with and meet new folks in and around the industry.

## Titanium Chairs

We are fans of titanium wheelchairs here at 49 Bespoke and appreciate titanium when it is used appropriately to build lighter Bespoke chairs to last a long time.

There are a number of manufacturers building products out of titanium and doing a great job. Some are over building units and taking away what we see as the real advantage of that material, strength to weight ratio. Like any material, if the wall thickness is greater than it needs to be you end up with a heavier product; one that will no doubt take a lot more use and abuse, but nevertheless not as advantageous as a lighter thinner wall.

Regardless of the wall thickness or the outside diameter of the tubing, we want to recycle and remanufacture titanium products that are laying around not helping anyone. With the ongoing cuts to reimbursement programs it is getting tougher for those with fewer resources to purchase top quality products. More and more individuals are being relegated to using off the shelf products made by the lowest paid labourers, so if you have a used titanium chair at home that is no longer a fit for you and is just taking up space, please give us a call. We would be pleased to refurbish it and get it to someone that does not have the resources to get into a great chair. Email [49@49Bespoke.com](mailto:49@49Bespoke.com)

## Permobil Buys AHC

On September 1, 2016, Permobil took over operations of Advanced Health Care. This acquisition follows the purchase of TiLite and Roho providing Permobil with

more talent and product (power wheelchairs, manual wheelchairs and seating solutions) to grow their presence in the rehab technology field. Allan Boyd is the General Manager of Permobil Canada. Jeremy Gainsbury will continue as Operations Director and Location Manager in Montreal while the former management team of AHC, Andrew Schwartz, Brent Cutmore and Randy Margalith, will continue to run PDG.

## RGK Fusion Charges



Effective August 2016 all Hi-Lite fusion fronts have become a chargeable item adding \$422.00 CDN to the retail price which has also been increased by \$150.00. For Ontario

residents who were handed in excess of 30% cuts in reimbursements from their Assistive Devices Program (ADP) in the last three (3) years, these combined hits have put many on the path of looking for different products. For those relying on ADP and Ontario Disabled Support Program (ODSP) the price increases will make it impossible for them to meet their needs with what these products offer. Things like an ergo seat, fusion front (designed to allow an individual to have an aesthetically pleasing look with a high level footrest on a short chair and still maintain a safe and stable wheelbase) ergo back, tapers as required, etc., are all things that are only available to those that have decent funding from a work place related accident, significant insurance claim, or some other funding source.

## Bits and Bytes

- 📍 REHACARE Dusseldorf, Germany Sept 28 Oct 1;
- 📍 Rolling Rampage Ottawa, ON Oct 6;
- 📍 Abilities Expo Bay Area, CA Nov 18-20;
- 📍 Abilities Expo Chantilly, VA Dec 2-4;
- 📍 Rehab Equipment Expo Richmond, BC Jan 6, 2017;
- 📍 Abilities Expo **Toronto, ON** Jan 20-22, 2017.

**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.