



BESPOKEPLUS



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

Happy Holidays



We hold an annual open house to celebrate the holiday season and say thank you to people who have shared with us over the past year. This year it will be on **December 18th** at our shop on 51 Caldari Road, Units 6-7B, Concord, ON.

We look forward to catching up with you at lunch that day or anytime in the afternoon or

early evening. We anticipate folks between noon and 9 PM. Happy Holidays and enjoy the last Bespoke Plus of 2019!

IATA

The **International Air Transport Association (IATA)** is a trade association representing 296 member airlines around the world. The organization describes its mission as "advocating for the interests of airlines across the globe," and it plays a major role in the development of airline policies, procedures, and aviation standards.

From November 5-6, 2019, IATA held its first ever Global Accessibility Symposium in Dubai. The event provided a "platform to debate with stakeholders and passengers how air transport can be the leader of a truly accessible and inclusive industry for passengers with disabilities." IATA invited John Morris of www.wheelchairtravel.org to speak on a panel entitled, "I Have a Reduced Mobility, and These Are My Needs." These are his top 5 reflections from the symposium.

1. IATA wants to be an ally to this community.
2. Wheelchair handling is a key action item for IATA.
3. Better service is coming for invisible disabilities.
4. Industry has a disability representation problem.
5. Airlines are not interested in urgency.



From our vantage point, IATA's ruling on Lithium-Ion (LI) batteries needs more work. In the event that your Classifiable Medical Device has a removable battery it has to be taken on board with you and it cannot be over 300 WH. However, if your LI battery is non-removable it can

stay on the Classifiable Medical Device and go underneath on the same aircraft and there is no restriction on the WH's; it can be over 300 WH. When a Batec Classifiable Medical Device (Mini, Electric, Urban, E2, Scrambler, E2 Black Edition) has the key removed the battery is non-removable. Click here for a complete overview on IATA's [2019-2020 Guidance Document](#). (It even has a picture of the Batec Battery in the document; kudo's to Pau Bach on his work in the field!

David Elder

It is with great sadness that we acknowledge the passing of an icon in the industry David Elder, Advanced Mobility.



Born in Scotland and raised in BC, David was an avid golfer and soccer player up to his 18th year when an accident landed him in a wheelchair as a high lesion paraplegic in 1969; he went through rehab at GF Strong in Vancouver.

I met David in 1983 when he moved to Edmonton and we collaborated on a new folding wheelchair for the Canadian market; I was involved with Quadra at the time on the rigid chair side. As I recall, it was essentially a knock off E&J product that happened to be built a little better and offered a fine alternative. David did everything possible to get that product approved for sale through funding sources in Alberta only to run into a roadblock of "we already have a wheelchair to offer, what

do we need another one for?" I was quite aware of the trials and tribulations of having product approved for the marketplace as I had already received word that rigid chairs could not be funded as they "do not even fold and they are for sports anyway ... we only purchase product for daily needs!"

After banging his head against the wall for as long as he could, he had the good fortune of meeting Cathy and decided to move back to BC. They were married and founded Advanced Mobility providing product and services to the marketplace for the next three decades. Cathy and David sold their house a few years ago and downsized to a condo. Then, a few months ago they sold the business. They were prepared to finally have a little time for themselves when David received a diagnosis and prognosis that left him with little time to enjoy the fruits of his/their labour. In speaking with him a week and a half before his passing I was convinced that there were many more months and years ahead once he recovered from the moment; always optimistic!

There will be a celebration of life for David on Sunday, January 12, 2020 at 2:00 PM at the Riverway Golf Course, 9001 Bill Fox Way, Burnaby, BC. Our love is with Cathy, her friends and family.

Batec Scrambler Voltage

The Batec Scrambler is now available with a separate travel battery of 280 WH's. This battery setup does not require the change of the Anderson Connectors or any reconfiguration in programming. Our first shipments of those should arrive



before year end. This does not hinder the sale and delivery of this product as it is an item that can be shipped later; most folks purchase the larger 678 WH battery and simply use the 280 WH for travel and back up purposes.

TARTA® Backs



We were introduced to Tarta Backs out of Italy recently, a product distributed through Stealth which is a company owned by Pride / Quantum. They bring adjustability and a flare for the out of the ordinary to the rigid back space.

The web site says, "*The Tarta Original* is the first postural backrest made by Tarta Design. Thanks to its unique features, it gives the best as an orthopaedic backrest. *Tarta Original* is a modular backrest designed to adapt and improve the posture of each of us giving you **freedom of movement and support**. It is a modular backrest designed to adapt and improve the

*posture of each of us in everyday life, from a simple **backache** to serious pathologies. **Tarta Original** is a product for everyone conceived to eliminate the barriers between people with or without disabilities. Exploit its full adaptation potential and enjoy its design award-winning international competitions including the [Well Tech Award](#) and the [Red Dot Design Award](#)."*

Symmetric Seating



We had the pleasure of learning a little more on the Symmetric Seating Systems recently, a product manufactured in Canada by a company in business for the last 30 plus years. Their web site says, "*Custom seating that will always fit, always adjust and always support. Free Form Seating provides a custom wheelchair seating solution that will change as a person's weight fluctuates, as they develop a need for more or less support and as young people grow. Free Form Seating is a true custom wheelchair seating system that can be fitted and changed anywhere and at anytime.*" [Symmetric Designs](#)

Rent to Own a Batec

We have incentives on all Batec Models until month end and we take this opportunity to reiterate that financing is available through a service we work with called [Health Smart](#). Now, you can even rent to own if you wish, but if a new one is not in the budget, check the reduced pricing on our demo units.

Bits and Bytes

- 49 Abilities Expo Dec 13-15, Dallas, TX;
- 49 **49 Bespoke Annual Open House Dec 18;**
- 49 Abilities Expo Feb 21-23, 2020 Los Angeles, CA;
- 49 36th ISS March 3-6, 2020 Vancouver, BC;
- 49 Abilities Expo May 1-3, 2020 New York, NY;
- 49 CSMC 35th Anniversary May 5-6, 2020 Toronto, ON;
- 49 Abilities Expo May 29-31, 2020 Toronto, ON;
- 49 Rehab Equip Expo Richmond, BC Sept 15, 2020;
- 49 Access Expo Sept 18-19, 2020 VV, Toronto, ON.

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.