



BESPOKEPLUS



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

Happy New Year



This item seems about six months late already as time flies by; Happy New Year one more time! We had 39 folks drop by for the open house in December and did not get anyone sick on the offerings! It was a good time for all and surprisingly we did not post one picture on Twitter or Facebook until the next day.

The best we could do is this picture of a super poinsettia brought over by Mihaela! Thank you all! We will follow through on our promise to change or add a summer bar-b-que to the mix in 2020!

MDEL Balloons Past \$9K

What good is a Medical Device Establishment License (MDEL)? Well, apart from it's ballooning cost (over \$9,000.00 annually going up 2% per year because ... they can...) it gives a properly constituted business the opportunity to manufacturer and sell, import and sell, distribute and sell, classes of medical devices. The safety and effectiveness of medical devices are regulated under the Food and Drugs Act administered by Health Canada and they have historically done audits every four years. We have just finished one of those audits under this process and we have had to clarify the wording and include steps to ensure we are compliant with their rules and regulations which have been written well for companies with products

that are always in the realm of being scrutinized for health and safety to ensure the safe use of products for all Canadians. A humorous start to this quadrennial audit seemed befitting to me and did put some levity into the whole process. I suggested that we



were not going to go the route of signing an application to renew our Medical Device Establishment License (MDEL) this year as I felt we could make a better deal with the Hells Angels to look after our needs, after all, they were one of my better half's first sponsors when she got involved in wheelchair basketball.

We were pleased with the recent process and time spent by their department to assist us and we were appreciative to learn that a new fee structure is to be implemented in 2021 with the annual administration fee being reduced to a particular sum which should come in somewhere near half of the current fees. Unfortunately, as it seems all good news comes with a qualification, the quadrennial audit will now be done as Health Canada determines and that will be billed back separately. One step forward, two steps back, the cost of your product will not likely go down in price!

Latour Acquires Batec



And the press release reads, "Investment AB Latour (publ) has, through its subsidiary MS Group AB, former

REAC Group, acquired the Spanish company Batec Mobility, S.L., a leading manufacturer of power assist devices for manual wheelchairs on the Global Mobility Rehab market." Investment AB Latour is a mixed investment company consisting primarily of a wholly owned industrial operation and an investment portfolio of listing holdings in which Latour is the principal owner or one of the principal owners. The investment portfolio consists of nine substantial holdings with a market value of about SEK 66 billion. The wholly owned industrial operations has an annual turnover of about SEK 13 billion. MS Group, with headquarters in Gothenburg, Sweden, has an annual turnover of EUR 55m and employs 475 persons. MS Group AB is a subsidiary of Latour Industries, which is one of five wholly owned business areas within the Latour Group.

In speaking with Mauritz Salin, CEO MS Group AB, he relayed, Latour, with \$9 Billion plus value, “is focused on a long term growth approach with the companies they have in their portfolio and the MS Group AB is focused on being motion system experts supporting OEM and distributors around the world enhancing the global mobility rehab industry.”

Pau Bach, founder, principal who sold his shares in Batec-Mobility, and CEO, said, “ we are proud what we have achieved with Batec-Mobility and also that we have found a professional long term industrial owner who is committed to develop the company further!” The worldwide distribution structure remains the same and will be business as usual. Batec-Mobility, who may be the only ISO company involved in the front power add-on business, is poised for growth with such tremendous human and financial resources behind them. We look forward to the Batec Management Team staying the same, product continuing to evolve in the same facility, and with the same “developed by and for people with a disability culture” who wear it on their sleeve to drive developments!

Batec Color Range Apr 1

Starting April 1, 2020, the colour range available for Batec Mobility products will be as per the following:

- BATEC MINI: White and Graphite
- BATEC ELECTRIC 2: Red and Graphite
- BATEC SCRAMBLER: Olive Green and Graphite
- BATEC HYBRID: Red and Graphite

In Canada, we have other colors and styles available as quantities last.

- BATEC MINI: White, Graphite, Red
- BATEC Electric 1: White, Graphite, Red, Orange
- BATEC Electric 1: Purple Special Edition
- BATEC Rapid: Green, Graphite
- BATEC ELECTRIC 2: Red, White, Graphite
- BATEC Electric 2 Rapid: Black
- BATEC SCRAMBLER: Olive Green and Graphite
- BATEC HYBRID: Red, Graphite

Schwalbe Warranty Ticket



If you wish to have your Schwalbe product assessed for possible factory warranty defect, please go to their [web site](#) and fill out the form provided.

You must fill out the form and include a clear, legible digital photo(s) of the item in question. Fields marked with a * are required.

My 5 Years is Up ADP

Although there are similar rules and regulations in most jurisdictions in Canada, the Ontario Assistive Devices Program (ADP) may assist an eligible applicant to purchase a wheelchair every five years if their existing device can no longer be used at all, no longer meets the persons basic needs, or can only be used as a back up because of its physical condition. We hear all the time that “I have waited five years I am eligible for a new chair” which is certainly not the case. Naturally, there are other extenuating circumstances like a change in functional mobility, change in body size, a need for modifications or adjustments, the current chair is totalled or whatever, but that would be the exception and not the rule. Frankly, if a person gets a good fitting unit and they maintain it, they will not want to change for more than five years. However, if change is required and it has not been five years since the last unit, ADP may still assist on a prorated basis. ADP Funding is not available if the manufacturer's warranty is in effect.

Diversity & Inclusion

The City of Vaughan had their signing ceremony sealing the City's **Commitment to Diversity and Inclusion!** The Mayor, Members of Council, and a huge turn out from city partners proudly attended the special signing ceremony. The Charter promotes human rights and accessibility and affirms the City's commitment to inclusion, whereby all people feel they belong and have access to the same opportunities. We attended the event and celebrated with an [inclusive Vaughan community](#).

Bits and Bytes

- 49 Abilities Expo Feb 21-23, 2020 Los Angeles, CA;
- 49 36th ISS March 3-6, 2020 Vancouver, BC;
- 49 20th HHPC Oakville April 15-16, 21020;
- 49 Abilities Expo May 1-3, 2020 New York, NY;
- 49 CSMC 35th Anniversary May 5-6, 2020 Toronto, ON;
- 49 CAOT May 6-9 Saskatoon, SK;
- 49 NBANH May 13-14 in Moncton, NB;
- 49 ENABLE/AccessABLE Carleton/ILC May 26, Ottawa;
- 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;
- 49 Rehacare, Dusseldorf, Germany Sept 23-26.

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.**