



## Batec History

The history of Batec Mobility is closely linked to its founder, **Pau Bach**. In 1997 Pau was involved in a traffic accident that left him quadriplegic. He was eighteen years old and had, up until then, led a very active life. A passionate lover of motorbikes and cycling, he was in his first year of industrial design, which he had chosen because he wanted to become a vehicle designer. In addition to the after-effects of the injury itself, Pau had to struggle with an offer of technical and orthopaedic aids that did not fulfil his expectations, either in terms of mobility or in terms of lifestyle.



Frustrated with the situation, he decided to start manufacturing by hand his own mobility solutions: **add-on hand bikes** that could be connected to his **wheelchair** and which incorporated technology from cycling and electric vehicles. Thanks to his inventions, Pau was able to enjoy a **new kind of mobility** that allowed him to practise sports, travel and get around autonomously. In doing so, he was able to engage in the normal life of a twenty-something year old.

At the age of 27, he went one step further – he decided to improve the life of others in his situation, by making the prototypes of his **hand bikes** into viable, sellable products. That is a brief picture of how **Batec Mobility** was created in 2006.



## Benoit Systemes History

After a car accident in the mid 60's at age 21, Robert Benoit, now a paraplegic, discovered all the practical difficulties facing wheelchair users in their daily lives. Confronted by the many constraints and convinced that technology, used well, could markedly improve the lives of disabled people, he used his studies in engineering to come up with new solutions to these problems.



He built some innovative systems for himself primarily, but also to suit the real needs of wheelchair users for which no technical solutions existed. These Motrax units roamed Europe in the early 70's but gas-powered units like this may not have met the needs of the masses. So, he invented the Benoit Systemes power add on and grew that company to an international provider of products that work to convert manual chairs into power products.

A designer at heart, he has several new projects on the go and we will continue to see him innovate and produce new products for years to come.

## ZX-1 History

Out of necessity, Pat Tallino 25 year plus wheelchair user developed the ZX-1 through his company Beach Mobility Inc. He established a business relationship with Spinergy to market and promote the product and it is now being sold all over the world.



## Me Too Products

Looking at the products we promote, it is amazing how many have a similar story to those like Batec Mobility, Benoit Systemes, and the ZX-1. By and for the end user has never been our rallying cry, but it certainly should be as we look at Blax Push Rims, Varilite, Aelite, RGK, BBraver, Fit Grips, Round Betty, Wheel Comfort, Freewheel, etc.

Nowadays, products are evolving at a remarkable rate. Companies all over the world are developing new products or more likely, knocking off products that have already gone through the research and development stage, proved the concept, met the needs of individuals, and created the new market. We are experiencing that with power add on products to manual chairs right now. There are numerous companies dancing around patents and providing products that may or may not be competitive or add value to the industry, but they have the resources to get product to market and sell a person on its value. The pros to this development is that we have much more choice and we are forced to look at what the products have to offer; we are being educated by more and more companies and finding out that not all companies are working from the perspective of enhancing the lives of the people using these products. Some are simply Me-Too Product Developers and are driven by the bottom line with the product of the day. Enter the con! Here today gone tomorrow or at least onto the next new thing that may have a greater benefit to their company.

Does the product have Class 1 or 2 medical device status? This would make the difference whether it is taxable and may make the difference as to whether you are a pedestrian on it or a motorist, whether you are on the sidewalk or the road and which side, whether a helmet is mandatory or simply recommended. Has the product been tested and does it comply with internationally approved certification? Does the manufacturer have an ISO factory? Does the company have a record of all parts and pieces on all serial numbered units; does it have a serial number? Most folks involved in this industry will have some sort of a Batec, Benoit Systemes, or ZX-1 knock off because they are all quality products that have been proven to enhance the lives of folks using them. We ask for your support of the original!

## Freedom Trax

Freedom Trax was developed by Livingston Products, a family-owned and operated corporation located just outside of Chicago, Illinois. LPI provides clients with product design, development, and contract

manufacturing services, concept design, pre-production units and finished quality products. Their goal is to provide products that are efficient, cost-effective and serviceable.

The Freedom Trax, starting at \$4994.00 USD is built for all Terrain Conditions tearing through snow, mud, gravel, and sand with the end user mounted safely in their own chair on top of the Freedom Trax.

Powered by rechargeable Lithium Ion 24 Volt Batteries included with purchase of any FT model, they have Next-

Gen Joystick Control in the palm of your hand. The range will vary based on conditions and usage, but typically you'll see an industry-leading, operating range of over eight



kilometers. These units are assembled in the USA and go through rigorous quality testing before being sent out to the marketplace.

## My Friend Bill Hersh

The 2018 recipient of the Bill Hersh Memorial Graduate Scholarship at Carleton University is Alana Esty, who is studying for her Master of Science degree in biomedical engineering. Thanks for the update Lisa.

## Bits and Bytes

- 49 OSOT Seating & Mobility Oshawa, ON May 30;
- 49 Vaughan Access Fair Chancellor Comm Ctr June 6;
- 49 People in Motion Show Scarborough, ON June 15-16;
- 49 Permobil Products Vaughan June 20 Hamilton June 21;
- 49 Steadward Ctr's 40th Anniversary June 21 Edmonton;
- 49 Abilities Expo Chicago June 29-July 1
- 49 Abilities Expo Houston August 3-5;
- 49 Rehab Equipment Expo Richmond, BC September 11;
- 49 OSOT Seating & Mobility Thunder Bay, ON Sept 12;
- 49 Abilities Expo Boston September 21-23;
- 49 Rehacare Dusseldorf, Germany September 26-29;
- 49 OSOT Annual Conference Richmond Hill Oct 19-20.

*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.