



BESPOKE PLUS

"If your work speaks for itself don't interrupt", Canada 150.

Happy Holidays



49 Bespoke Inc. will be closed following final shipping day before the holidays December 21 through to January 2, 2019.

Most of the folks we work with are closed similar hours although some are open December 27, 28, and 31.

Thank you to all those that dropped by as part of our open house on December 12th and we wish everyone a happy holiday season. We appreciate the opportunity to share on our respective journeys and look forward to many more years of being able to say the same thing. Happy Holidays!

VARILITE® REFLEX Deluxe



Further to the last issue, the 2019 International Price List will now be available for download in the first part of January.



We will have the Reflex available with a deluxe cover in the new sizes available which are 17x19 (43x48), 19x19 (48x48) and 19x17 (48x43). Again, as per the manufacturer, there will not be a price increase.



The Reflex is the first non-adjustable skin protection cushion for VARILITE® which is virtually maintenance-free. It features a built-in air-release device which allows a fixed amount of immersion and prevents bottoming out. When weight is taken off of the cushion, the Reflex automatically re-inflates.

These products continue to ship same day ordered from our location in the Greater Toronto Area with the rare

occasion of a back order. Our stock shipments are usually 3-4 weeks apart.

RGK and Sunrise



It is a great time of year for new pricing information, new order forms, etc. We look forward to receipt of the new order forms from Sunrise for the Hi-Lite and Maxima products from RGK Wheelchairs Ltd. There is a lot of logistical information to receive and convey for these

products to become easier for end users, prescribers, and dealers to work with, but it is going in a good direction.

Tires, Air, Solid, Inserts



The wheelchair tire market has been closely linked to the bicycle industry and as the story goes on Wikipedia, "The first bicycle tires were iron bands on the wooden wheels of velocipedes. These were followed by solid rubber tires on penny-farthings."

"The first patent for rubberized wheels was granted to Clément Ader in 1868. In an attempt to soften the ride, rubber tires with a hollow core were also tried."

"The first practical pneumatic tire was reportedly made by John Boyd Dunlop in 1887 for his son's bicycle, in an effort to prevent the headaches his son had while riding on rough roads." (Dunlop's patent was later declared invalid because of prior art by fellow Scot Robert William Thomson).

In 1839 the American Charles Goodyear discovered accidentally the vulcanization process and manufactured

the first rubber. That is why Charles Goodyear and John Boyd Dunlop are often referred to as the founders of the tire in the 19th century, as per the Schwalbe web site.



Schwalbe relays that the economic breakthrough came with the French Michelin brothers who developed a pneumatic tire with separate tube in 1889.

In 1904 the first tire with tread was built by Continental.

The history of Schwalbe tires started in 1973. Up to that time bicycle tires were hardly a high-quality product. This is what Ralf Bohle, the founder of Schwalbe, wanted to change. He specialized solely on bicycle tires. Since these days, Schwalbe stands for numerous innovations, such as the Marathon series, the redevelopment of the balloon tire equipment, the invention of the Flat-less® tire, the tubeless technology, and much more."



In the 60's and early 70's the tire of choice was 24 x 1 3/8 (37-540) and it had low 55 PSI. In the early 70's with the advent of the Stainless Wheelchair

challenging the monopoly that Everest & Jennings had, another tire was available which may have been an Innova or predecessor.

In the early 1980's we distributed a very good 24 X 1 (25-540) from Michelin which came out of Bridgewater, Nova Scotia. Later on, we introduced a new line of colored tires with Kenda Tires and have since ensured that all tires on the market are made available to wheelchair users across the country. We stock Kenda, Schwalbe, CEW, Sentinel, Primo, Cheng Shin (CST and Maxxis), Continental, Tufo, IRC, Innova, and now Batec has an exclusive tire, etc. To see a list of these, all sizes available from 16" to 28" along with tubes, inserts, etc. click on this url <http://www.49bespoke.com/index.php/online-store> .

The biggest thing we deal with is noting that all tires may have a different height profile and we should always look at the metric sizes when knowing what it is we want and need. The first number on the metric sizing is the width and the second number is the circumference ie: 25-559 is 1" x 25" although the bicycle industry has always referred to 559, 571, and 590 as 26"! 501=22", 540=24", 559=25", and 590=26" and these are the most popular in the wheelchair world.

RIDE Reps in Canada

Ride Designs sent a release reading, "we are saddened to announce that Stephen Bourne will be leaving Ride Designs effective January 1, 2019. Stephen has been instrumental in launching, developing, growing and supporting Ride's presence in Canada. We are grateful for his many years of dedicated service and hard work. As our business has grown across Canada, it became clear that we needed to have full time sales representation located in our largest market: Ontario and the Greater Toronto Area. Unfortunately, Stephen was unable to relocate to Toronto, therefore this change is necessary. We wish Stephen well with his future endeavors."

In the same release they announced that as of January 1, 2019, Ride Designs will be represented by East West Medical Products, Ltd. <https://eastwestmedical.ca> Craig Royal will cover British Columbia, Alberta, Manitoba and Saskatchewan and Maria Joannou will cover Toronto, Ontario, and east to the Atlantic Provinces.

Contact information, effective January 1, for Maria and Craig will be as follows: Maria Joannou 416-871-2207 maria.joannou@eastwestmedical.ca and Craig Royal 778-227-2388 craig.royal@eastwestmedical.ca Customer service will continue at 303-781-1633. Rich Salm, Director of Sales/Education can be contacted at extension 309.

David Baril

On the passing of a super technician turned business owner at Soul Wheelchair Studio, we take this opportunity to express our condolences to David's family and friends. See www.barnesmemorialfuneralhome.com for arrangements.

Bits and Bytes

- 49 Annual 49 Bespoke Open House December 12 – Thank You;
- 49 Table Tennis Heroes Dinner Dec 29th Brampton, ON;
- 49 OSOT Pediatrics Session Jan 30, 2019 Waterloo, ON;
- 49 Great Valentine Gala by CFPDP Feb 9, 2019 Toronto, ON;
- 49 Los Angeles Abilities Feb 22 - 24, 2019;
- 49 OSOT Elder Focus March 27, 2019 GTA;
- 49 Abilities Toronto April 5-7, 2019 International Center;
- 49 Show - June 7-8, 2019 at Variety Village, Toronto, ON;
- 49 Rehab Equipment Expo (REE) Sept 10th, Richmond, BC.

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.