



BESPOKEPLUS



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

CSMC 2022

We are back at Canadian Seating and Mobility Conference (CSMC) this year despite the fact that it is still not open to the actual customers of the products we are all marketing and promoting.



CANADIAN SEATING & MOBILITY CONFERENCE

Forward Together

We understand that the manufacturers and distributors seem to prefer talking to the prescribers, funders, dealer network, and

anyone else in and around the industry that has a role in facilitating the use of their product, but it is a no brainer that the real customer should be the target of all their initiatives. Events like the Rehab Equipment Expo (REE) here in Canada (Richmond, BC) and Rehacare in Dusseldorf, Germany, have done a super job of producing inclusive events that have met everyone's needs in the industry.

We were shooting for that here in the GTA with the Abilities Expo but it appears to be on thin ice largely due to the lack of participation by the folks selling the products and their inability to muster up the support from their real customers to attend such an event.



VGM Canada is the owner of this event and is working to make it bigger and better every year taking the opportunity to tackle new issues to assist the industry to continue to grow and evolve.

They are a dedicated member service organization focused on providing supplies and medical equipment to providers across Canada.

Front Power



The trade shows in this industry are seeing an influx of power add on equipment that is doing wonders for people to get from A2B faster, safer, and most importantly providing all the vitamin

D a person needs. How many people do you know that are staying inside half the year because there is no access to even going down the street to a coffee shop or grocery store; and they don't have a vehicle?

There are not a lot of Ed and Linda Kutrowski's in the world that wheel to wherever they wish in any season. Most folks in chairs would not see that as an option and would go to a plan B that would certainly be a lot less strenuous and involve less vitamin D.

All of the power add on manufacturers are coming up with super products to meet different needs and they will all be looking at funding routes for them. Cheelcare has a new product that has made great funding inroads (this is a product on the Assistive Devices Program [ADP] here in Ontario) called the Companion.



Batec Mobility is an early entry into this market segment thanks to founder Pau Bach and have provided all kinds of innovation for followers; followers that have pushed the envelope on

design and come up with more great options for end users.

The Rehasense group, like Batec, have incorporated end



user involvement in the development of their products and the list will grow with Sunrise's inclusion of Impulse power, Triride with their full catalogue of offerings, and a lot of others.

Chairs, Wheels, Tires, etc.

With all the power add on products our focus will be turning to the wheelchair manufacturers to ensure their products are accommodating these class 1 medical devices. Batec-Mobility has led the way to ensure all of their products have been tested before they end up on the compatibility listing. They even have manufacturers like RGK, Offcarr, Wolturnus, GTM, Per4Max, Mogo, Melrose and others welding the docking bar into the end user's new builds. And manufacturers like Schwalbe are providing speed ratings on their tires along with wheel manufacturers like Loopwheels. We need to spend a lot more time on these topics going forward, but for this publication we need to introduce industry issues that relate to other travel.

IATA – Air Transportation



At the June 2019 Annual General Meeting (AGM) of the International Air Transportation Agency (IATA) a resolution for passengers with disabilities was adopted that essentially stated: "The 75th IATA

AGM unanimously agreed to a resolution calling on governments to adopt IATA's core principles for accommodating passengers with disabilities. These principles aim to change the focus from disability to accessibility and inclusion by bringing the travel sector together with governments to harmonize regulations and provide the clarity and global consistency that passengers expect.

Essentially, travel with this class of medical device is accommodated as per a wheelchair with the following lithium battery notation: If the battery is removable, it must be under 300 WH's and removed and carried onto the plane with the end user, however if it is non-removable there is no WH limitation, but it stays on the device and is out underneath the aircraft with the device.

Pedalling Possibilities



In May of 2023 Kevin Mills, a C6 quadriplegic, will be starting a journey in St. Johns NFLD and heading west to Victoria BC. Kevin will be Batecing with his Hybrid on his TiLite Z Series chair and his best friend Nikki will be close by on her road bike. They will attempt to bike 100 km/day over

a 3–4-month period while others will drive an accessible RV carrying supplies. This has all come about because of something that Kevin cares deeply about; Activity-Based Therapy (ABT). This has had a huge positive impact on his life and has helped him to find biking and to do something that he has always wanted to do, bike across Canada. And with that, Pedaling Possibilities Across Canada (NFP# 1391754-1) was born.

A trip of this magnitude should be possible for people of all levels of ability and function. Their trip will promote inclusivity, accessibility, return to activity through ABT, and promote the act of travel and recreation after injury.

They will document and share the experience via social media to help establish an accessible route across Canada while describing the route as it pertains to all levels of ability. Everyone in the community will be encouraged to get involved and come out to experience parts of the journey with Kevin & Nikki D. For more information and to be involved check out www.pedalingpossibilities.ca.

Bits and Bytes

- 49 CSMC October 20-21, 2022, Toronto, ON;
- 49 OSOT 2022 November 4-5 Toronto, ON;
- 49 Active Living Show November 4-5 Toronto, ON;
- 49 Abilities November 04-06, 2022, Miami, FL;
- 49 Abilities December 2-4, 2022, Dallas, TX;
- 49 Abilities March 10-12, 2023, Los Angeles, CA;
- 49 REE March 7, 2023, Richmond Olympic Oval, BC;
- 49 38th ISS Pittsburg, PA April 13-15, 2023.

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.**