



ISS Nashville



The Next Chapter

Hosted by the University of Pittsburgh, the 2015 International Seating Symposium (ISS) was on at the Gaylord Opryland Hotel and Convention Center in Nashville, TN (February 24-28). Titled "The Next Chapter" ISS considers itself the lead educational and scientific conference in the field of wheelchair seating & mobility and related technologies. The 31st ISS played host to over 1800 people from around the world who participated in 40 sessions that included pre-symposium workshops, plenary sessions, instructional courses, papers, posters, and manufacturer product demonstrations.

With over 100,000 square feet of Exhibition Space, 115 product exhibits and services wowed the folks from (February 25-27) and Ki Mobility's booth 512 and VARILITE 506 were active from all accounts. The Exhibit Hall was open a full-day early to Consumers and Attendees on Wednesday, February 25 during pre-conference workshops and I understand was very much appreciated by the people in and around Nashville. In comparison to the much smaller space at the Vancouver edition of this show, I think exhibitors and attendee's have a greater appreciation for Nashville. We missed this year's event and hope to have an update on the new product in coming issues of Bespoke Plus. See the organizers review here: www.iss.pitt.edu and book ISS 2016 in Vancouver March 1-4 at the Westin Bayshore.

OSOT Events

We have committed to three more sessions on seating and mobility with Sheila Buck and the Ontario Society of Occupational Therapists (OSOT). Although we are partnering with OSOT on these initiatives, the events will be open to all manufacturers, distributors, dealers and the

curriculum will be OSOT approved educational without being an infomercial for any one product. The three events will be June 04th in Sudbury, June 11th in Ottawa, and June 29th in Kitchener. We will have more information on these sessions in the next issue of Bespoke Plus.



In other OSOT news, their annual conference will be held September 25th and 26th in Kingston, ON. It will be entitled "Celebrate • Inspire • Achieve" and it will be at the Ambassador Hotel and Conference Center!

Diane Earl (Crowe)

We lost a very special lady last week. Diane Earl (Crowe) competed for Canada in the 60's-90's.

Although born and raised a Bluenoser, she was inducted into the Alberta Hall of Fame in 1976. Her noted achievements were multi-sport related in the pentathlon, 100 meters or yards at the time, swimming, relays, table tennis, and slalom.



To us, it was her accomplishments on and off the basketball floor that we remember including being there for Coach Frick to start the Canadian Women's rise to the podium in St. Etienne, France in 1990. Forever the advocate, mentor, and voice of reason, there are hundreds of folks that feel indebted to Diane whose actions created a better place for people with a disability to live, whose words changed their outlook on life after an injury, and whose wisdom made sense out of a hopeless feeling. Strength; she wrote her obituary: www.legacy.com/obituaries/edmontonjournal

Our condolences go out to the family and our good friend and teammate for life, Diane's husband Kevin Earl!

Ki Mobility



Ki Mobility does a super job of providing fully modifiable, ultra light weight off the shelf product, at a great price point that meets the needs of all folks in this industry meaning folding, rigid, and tilt products. Their products are a great compliment to what we feel are the best seating products on the market with **VARILITE®**.



We have gone through each and every new development with Ki Mobility since looking at the first Catalyst product with Doug Munsey, President and Murray Slagerman, Engineer in a lonely booth at Medtrade. They are founders of the company and somewhere a long time mutual friend Wayne Kunishige is watching over an extraordinary decade of growth with product and two individuals he would be extremely proud of; work horses in its growth.



Doug Munsey, President has always been very approachable and may have been in touch with the dealers that have worked to bring record sales for his products in Canada again in 2014. If you are a dealer and he has not been in touch with you, give him a call as he needs to have your perspective on the growth and development of their product line in Canada with you!

But, after a very positive 10 year relationship we have challenges unfolding. I had an article in this spot that referenced David Fraser, Motion LP, and Helder Mendes and Rick Nori, Nu Vision. I rewrote this piece to say that events are unfolding as I understand it and the future direction of this product line with 49 Bespoke Inc. will be known in the coming months.

We have a non-breached contract in place until June 15th, 2015 to exclusively market and promote Ki Mobility products in Canada and we will hold up our end of that agreement. We want to continue that relationship for another decade if we can get beyond this growth period.

We thank the dealer network for their support and for ordering 28 Ki Mobility chairs on Saturday, February 28, 2015, a one day record for us to this point; and they came from nine different dealers!

All orders will continue to be processed as usual with dealers in good standing as per the February 23, 2015 pricing notes sent to the dealer network.

Westech

As noted last issue, we have brought Westech Home Health Care Ltd. on board to assist us in marketing and promoting Ki Mobility and **VARILITE®**. This provides us with six more bodies on the ground assisting our team.



Further to their recent training here at our Outlet, Westech staff will be receiving their product in the next few days pictured on skids to the right.

Abilities Expo

For over three decades the Abilities Expo has been bringing folks in the industry together with the people using their products. The 2015 Abilities season kicks off this coming weekend March 6-8 at the Los Angeles Convention Center West



Hall with many of the same exhibitors that were at ISS last week. Spinergy will be exhibiting and showcasing their Blade LXL Wheel and the ZX-1 power add on shown here. More information is on www.abilities.com

Bits and Bytes

- 49 Hamilton, Brantford, Simcoe trip March 5;
- 49 Abilities Expo L.A. Convention Ctr. March 6-8;
- 49 Merton Productions March 12, Concord, ON;
- 49 BetterLife Show Grand Prairie, March 24;
- 49 Superior Seating Thunder Bay, ON., March 27-28.

BESPOKE PLUS markets/promotes **RGK Wheelchairs**, **VARILITE®** Seating and Positioning Systems, **KENDA**, and **Ki Mobility** products, along with Spinergy, Glance, Spintek, Frog Legs, X-Core, Shox, CEW, Schwalbe, Sun Components, BBraver, MBL, Natural Fit, Blax, etc.

Comments are welcome; contact the editor Reg McClellan in the manner you wish below.