



## 49 Bespoke Open House

**49 Bespoke**  
 You Are Invited to Our  
**ANNUAL HOLIDAY  
 OPEN HOUSE**  
 December 12  
 Noon till 9:00 p.m.

51 Caldari Road, Unit 6-7B  
 Concord, Ontario L4K 4G3  
 416-661-4499  
 866-827-4548

Food and Beverages will be served.  
 We take this opportunity to thank you for  
 your friendship and business over the last  
 year and look forward to many more!

49 Bespoke Inc. holds an annual open house to celebrate the holiday season and say thank you to people who have shared with us over the past year.

This year it will be held on **December 12** at our shop 51 Caldari Road, Units 6-7B, Concord, ON.

We look forward to catching up with you at lunch that day or anytime in the afternoon or early evening.

We anticipate folks between noon and 9 PM. Happy Holidays!

## BATEC

The limited special edition BATEC SCRAMBLERS have been sold and we are hoping to see ours before the holiday break. We are looking forward to checking out the performance of those units and to see if that will have a bearing on the development of a special edition BATEC for this market area. If you have any needs or wants that are currently not available, please send us a note and we will include that in the mix.



BATEC are in the process of building the last MANUAL units from the current generation. This is due in large part to the fact that the Sram Dual Drive gearshift is no longer being produced. If you have pending orders, send them in as soon as possible.



BATEC is currently out of stock on their BATEC EXCURSION 2 accessory due to the high demand. They will not be available until February 2019.

## RGK and Sunrise

RGK Wheelchairs Inc is alive and well thriving under the banner of Sunrise Medical, but whenever there is a leadership change there is a cultural change that follows, and it takes time and patience to fuse the organizations.

Where we have noticed the change is getting all the pricing and part numbers together and having a complete order form list. RGK have a number of different products which have always been available in this market area. Right now, we do not have all the order forms and in particular in certain market areas the appropriate order form for the approved product line. This is being worked on and we are sure that the HiLite and Maxima order forms will be

available in the near future. These order forms have grown from two pages to 12 pages with any extra space required to explain the Bespoke nature of the product line.

Also, in this buyout situation a few people have chosen to go elsewhere. Colin and Colin chose to start their own business called Max Wheelchairs and they have maintained the tailor made (Bespoke) process in specifying a chair build. They are distributing products from other manufacturers that have bought into building one chair at a time for one person. A couple of their suppliers are Box Wheelchairs and Per4Max and the web site for the new company is <https://maxwheelchairs.com>.

## WOLTURNUS



Wolturnus has a number of products available throughout Europe and we have made them available here as well. The dealer network in Canada has full access to this product line through 49 Bespoke Inc or direct with the manufacturer if set up. We would be pleased to assist in

the facilitation of any of these products, especially for those looking for a free Batec Docking Bar install!

## People in Motion Show

As reported last month, hold the phone on the end of the PIM Show. As noted, "SAVE THE DATES JUNE 7-8, 2019" as the former "People in Motion" show will be returning this spring in partnership with Variety Village, ParaSport® Ontario, and Disability Today Network. Once again it will be hosted inside Variety Village.

The group has reached out to a few folks for support and thoughts on positive things to do in the resurrection process and top of the list is what it should be called. If you have thoughts and ideas send them in to [Karen Stintz](mailto:kstintz@varietyvillage.on.ca), President/CEO VarietyVillage. [kstintz@varietyvillage.on.ca](mailto:kstintz@varietyvillage.on.ca) We have always supported shows that reach out to all those involved in the industry, end users, prescribers, dealers, distributors, manufacturers, service organizations, and other providing products and/or services.

There are so many "One Voice One Team" names or "One Vision One Voice" type organizations that it would be difficult to come up with a name that would encourage the idea of having all the groups involved be able to get together to support an initiative for policy development and direct support to our various levels of government to assist in the growth and development of programs.

## VARILITE® Update

The 2019 International Price List will be available for download on our web site early in the New Year. It will not have a price increase despite the significant reimbursement reductions of some of the funding agencies across the country. It will include some new cushion sizes, in particular three (3) new sizes to the Reflex Deluxe Cover product range that have been available since December 1, 2018. Those sizes are 17x19 (43x48), 19x19 (48x48) and 19x17 (48x43).

We have a good stock of all VARILITE® products allowing for same day shipping for the most part and since 2003 the manufacturer has delivered as required. In the event we do not have the exact coded product because of the base or cover requested as an example, we will mix and match where possible to meet the immediate needs. The covers available are mesh and incontinent, although we do have the two incontinent covers for the Reflex where one is standard, and one is deluxe. The three bases available are: Contoured Positioning Wedge (CPW), the Lateral Positioning Base (LPB), and the Contoured Positioning Base (CPB).

## RHF Leadership

On December 07<sup>th</sup>, the Rick Hansen Foundation (RHF) announced the appointment of Doramy Ehling as its Chief Executive Officer (CEO). Ehling has been the Chief Operating Officer of the Foundation for 11 years. As CEO, she will lead RHF in its vision of a fully inclusive and accessible world where people with disabilities are living to their full potential.

Founder and current CEO Rick Hansen will elevate his role to Founder, but he does not plan to reduce the amount of time or energy he dedicates to RHF.

## Bits and Bytes

- 📅 Annual 49 Bespoke Open House December 12;
- 📅 OSOT Pediatrics Session Jan 30, 2019 Waterloo, ON;
- 📅 Great Valentine Gala by CFPDP Feb 9, 2019 Toronto, ON;
- 📅 Los Angeles Abilities Feb 22 - 24, 2019;
- 📅 OSOT Elder Focus March 27, 2019 GTA;
- 📅 Abilities Toronto April 5-7, 2019 International Center;
- 📅 Show - June 7-8, 2019 at Variety Village, Toronto, ON.

*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.