Why Adaptive Equipment Is Costly

and How Recreation Facilities Can Lead Inclusivity



Gilles Roure - Zero Limit'

INTRODUCTION

Gilles Roure

Founder & Owner, Zero Limit'

From sales career to purpose-driven mission:
representing adaptive equipment brands in Canada, one product at a time — until it became a full-time calling.



One-wheel Joëlette

All-terrain chair



Hippolib

Horseback riding



Ice Perf

Ice skating

PART 1

Barriers for Persons with Disabilities (PWD)



Access, Awareness & Social Barriers

- Physical accessibility
- Social & psychological barriers
- Need for assistance
- Equipment availability
- … or information



Economic & Practical Barriers

Economic Challenges

- Higher unemployment rate among PWD
- Lower income / higher cost of living
- Limited access to financial aids or grants
- Adaptive equipment is often costly
- Hard to amortize
- No rental/loan = limited possibility to try before buying

Housing & Storage

- Smaller or shared living spaces
- Storage is often unavailable or inaccessible
- Adaptive equipment is generally bulky
- Hard to store gear for various activities

Transportation

- Transportation already a daily challenge
- Carrying and loading bulky & heavy gear adds difficulty

PART 2

Why Is Adaptive Equipment So Costly?

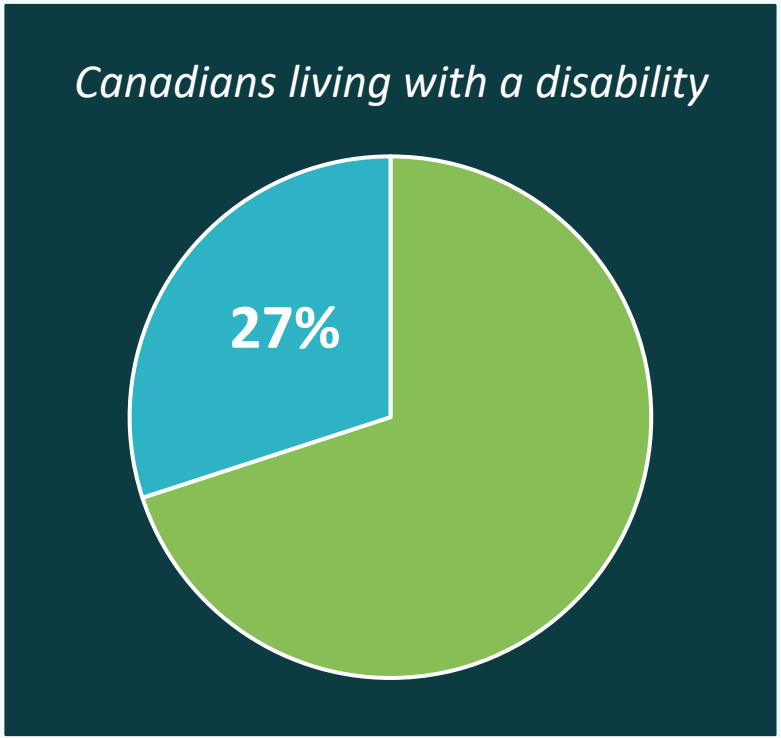


Design, Innovation & Development

- Non-standard design
- Specific constraints (safety)
- Costly prototypes
- Certification & compliance
- Intellectual property
- Long product development



Market Size, Production & Logistics



- Fragmented market = low volumes
- Limited negotiating power
- Handmade assembly
- High shipping costs
- Import & currency

JOËLETTE & CO



DESIGN

- New product: 2 to 3 years
- New version: +/- 2000 hours

PRODUCTION

- Annual volume: ≈ 225 / 450
- Parts: ≈ 300
- Product assembly: 1:30 to 3 hours



LUGICAP



DESIGN

- New product: 5 years
- New version: 1-2 years

PRODUCTION

- Annual volume: ≈ 64
- Parts: ≈ 85 / 215
- Product assembly: 1:30 to 3 hours



PART 3

How Recreation Facilities Can Lead Inclusivity



Why Facilities Are Best Positioned

💰 Grant Access

Eligible for public / community grants

🏢 Space & Storage

Room for bulky equipment

👥 Staff Support

Staff on hand

📍 Right Place

Equipment exactly where it's needed

🔄 Shared by Many

Cost shared across the community

🌎 Broader Reach

Beyond PWD: seniors, all abilities

PART 3 — EQUIPMENT IN CONTEXT

The Right Equipment, Right Where It's Needed











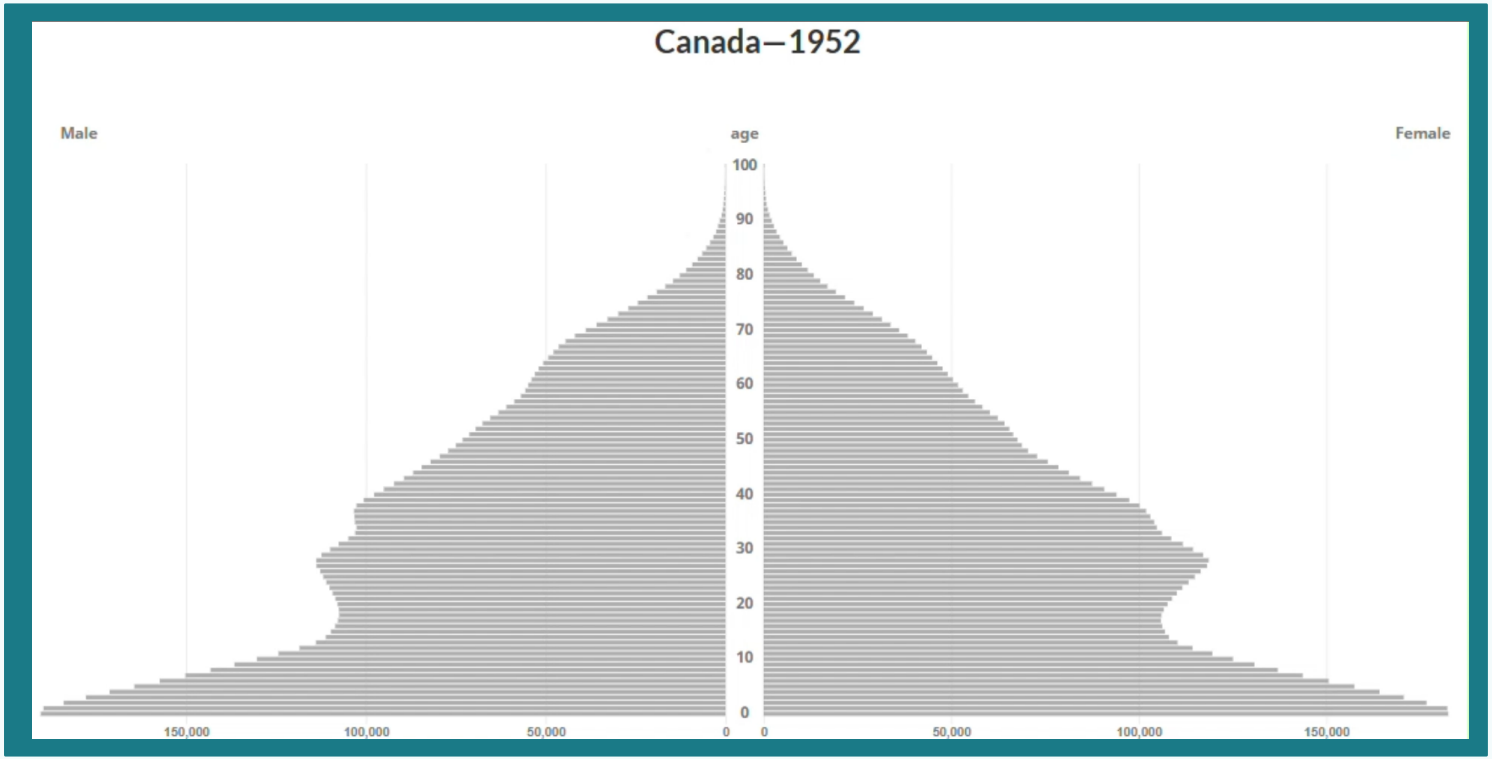


The Opportunity We're Not Seeing

- More people than you see
- PWD often come with company
- Demonstration effect
- Partnership opportunities
- An evolving demographic



An evolving demographic



CONCLUSION

Recreation facilities are made for bringing people together

They have the power to help society shift toward a more accessible and inclusive world

The investment is real. The impact is greater



Q & A

MORE QUESTIONS?

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🙏 THANK YOU! 🙏