

# GUARDIAN<sup>Plus+</sup> Easy Care Bariatric Wheelchair



Extra roomy seat widths and rugged steel construction allow those weighing up to 700 lbs. to be mobile.

### Features:

- Available in 26", 28", or 30" seat widths with 20" depth.
- Rugged construction with reinforced crossframe supports weights up to 700 lbs.
- Detachable desk arm can be reversed allowing forearm support and easier access for propelling.
- Industry-compatible front riggings.
- Dual axle position can be adjusted for hemi seat height.
- Durable nylon upholstery.
- Choice of swingaway or elevating legrests.

### Specifications:

Model No.	Seat/Rigging	Overall Width	Overall Depth w/o Rigging	Seat Height	Back Height	Chair Weight	Wt. Capacity
2HD26RADPS	26x20 w/Swingaway	35"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.
2HD26RADPE	26x20 w/ELR	35"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.
2HD28RADPS	28x20 w/Swingaway	37"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.
2HD28RADPE	28x20 w/ELR	37"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.
2HD30RADPS	30x20 w/Swingaway	39"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.
2HD30RADPE	30x20 w/ELR	39"	37"	19 3/4"/17 3/4"	18"	100.5 lbs.	700 lbs.

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## Q and A

Who is the target market for the bariatric wheelchair?

Providing equipment for Bariatric end-users is a niche business that is growing. Products that accommodate weights in the 650 - 700 lb. range allow us to meet the needs of 98% of the Bariatric population. We will let the true niche competitors (WOK) service the other 2%.

Dealers that service the needs of patients that weigh between 400 and 700 lbs. are the target customer. Dealers that rent HME equipment to facilities to accommodate large patients on a short term basis is another business opportunity.

How is the Guardian Plus Easy Care Bariatric Wheelchair positioned for the marketplace?

Bariatric HME products have also become commodity items. Our bariatric wheelchairs will be competitive in features and price to others in this class. Should you have an opportunity where more aggressive pricing is required, please use the deal sheet to present this opportunity.

Is the Bariatric Wheelchair Medicare reimbursable?

Our wheelchair will meet the requirements for HCPCS K0007 plus E2201 for models with swingaway footrests. This is a product where the use of an ABN may be appropriate.

Are accessories available for the Bariatric Wheelchair?

The only existing Easy Care accessory that will fit on the Bariatric Wheelchair is the Wheel Lock Extension Handles (P/N GEY-EXT). Other accessories are being evaluated.

Are parts available for the Bariatric Wheelchair?

The Bariatric Wheelchair uses unique components. A parts offering is being developed and will be available shortly.

Are samples available?

Because this product falls into a standard product offering and your dealer should be familiar with the features of chairs in this class, samples will not be provided. We will announce a demo purchase program that you can offer as an alternative to a sample.

What literature is available to promote the Bariatric Wheelchairs?

These models have been added to the Easy Care Wheelchair family brochure. You can also make copies of the one-page overview in this document.

# **GUARDIAN** *Plus+* Easy Care Bariatric Wheelchair

## Competitive Comparison Matrix

Specification	Guardian Plus Easy Care 2000 HD	Drive Medical Sentra Bariatric Extra Wide	Medline Bariatric Shuttle Wheelchair	Invacare IVC 9000 Topaz Wheelchair
<b>Seat Width</b>	26", 28", 30"	26", 28", 30"	26", 28", 30"	26", 28", 30"
<b>Seat Depth</b>	20"	18"	18"	18", 20"
<b>Construction</b>	Reinforced Crossframe	Powder coated silver vein frame	Stainless Steel Frame & Crossbar	triple chrome-plated, carbon steel frame
<b>Weight Cap.</b>	700 lbs	700 lbs.	700 lbs.	700 lbs
<b>Arms</b>	Detachable Padded Desk Arm, Reversible	Removeable contoured plastic desk or full	Removeable Padded Full Length	Padded removable Desk and full length adjustable height option
<b>Seat Height</b>	19.5" and 17.5"	19.5" and 17.5"	19.5" and 17.5"	19.5" and 17.5"
<b>Legs</b>	Swingaway Footrests Padded Elevating Legrests	Large aluminum foot plates	Swingaway Footrests Padded Elevating Legrests	Swingaway Footrests Padded Elevating Legrests
<b>Chair Weight</b>	80 lbs (w/o riggings)	88 lbs (w/o rigging)	-----	85 lb
<b>Back Height</b>	18"	18"	-----	16"-18" (adjustable)
<b>Warranty</b>	Lifetime Limited (Frame) 3 years (Tires) 90 days (upholstery) 1 year (other)	Limited Lifetime	Lifetime on Frame	3 years on frame and crossbraces
<b>Upholstery</b>	Nylon	Nylon	Nylon	Upholstery