

# PRODUCT LAUNCH DOCUMENT

## EASYFIT PLUS BED RAIL 2

|        |          |
|--------|----------|
| P63991 | Standard |
| P64004 | Tall     |

### PRODUCT DESCRIPTION AND INTENDED PURPOSE

The EasyFit Plus Bed Rail provides stable support to assist clients getting into and out of bed. When in bed the rail can be used to assist raising to a sitting position or repositioning when lying. Designed to work on divans, profiling divans and slatted beds. Does not require any fixing straps.



- SWL matches Parnell Premier Plus.
- Spares of all key parts.

### TECHNICAL SPECIFICATIONS AND DIMENSIONS

#### Carton Dimensions:

P63991 (Standard) 815 x 525 x 130mm

P64004 (Tall) 915 x 525 x 130mm

Pieces per Carton: 1

#### Product Dimensions:

**P63991 (Standard):** Base Length 712mm, Base Width 512mm, Handrail Height 820mm, Clamp Height 30-330mm.

**P64004 (Tall):** Base Length 712mm, Base Width 512mm, Handrail Height 920mm, Clamp Height 30-330mm.

Maximum User Weight: 160kg (24st)

### PRODUCT WEIGHT

Product: 9kg

Including packaging: 11kg

### COMMODITY CODE

94032080

### VAT STATUS

VAT exempt to Qualified Users.

### USER INSTRUCTIONS

Supplied in box: English only.

Available languages: French, German, Spanish and Dutch - Supplied on demand in PDF format.

### SUPPLIER

Agent: Adept Supply

Factory: Zhangshen

Country of Origin: China

### PRODUCT JUSTIFICATION

The MK2 Easyfit Plus Bed Rail was developed to simplify manufacture and reduce cost. It is also easier to use, requiring less operator effort. The MK2 replaces the MK1 (P11849 & P11838).

### PRODUCT FEATURES

- Ergonomically designed handrail with multiple grip points.
- Two heights of handrail, standard and tall.
- The new MK2 clamp design features an easier to operate ratchet mechanism, different to the MK1 lever operated clamps.
- Adjustment lever to tighten bed rail to bed.
- Splayed base legs for optimum stability.
- Will fit under divans min 30mm from floor.

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## ESTIMATED DELIVERY DATE

In stock

## SHIPPING INFORMATION

Port of Origin: Ningbo

Minimum Order: 1000 Pieces

## CONTAINER INFORMATION

20ft (GP) container: 500 Pieces

40ft (GP) container: 1000 Pieces

40ft (HQ) container: 1200 Pieces

## DELIVERY TIME

Production: 60 Days

Shipping: 30 Days

## PRODUCT COST (TCP)

P63991 (Standard): £44.60

P64004 (Tall): £45.37

## PROFESSIONAL/WEB PRICE (EX VAT)

P63991 (Standard): £140

P64004 (Tall): £170

## TRADE PRICE (EX VAT)

P63991 (Standard): £105

P64004 (Tall): £110

## NATIONAL CARE (EX VAT)

P63991 (Standard): £85

P64004 (Tall): £95

## COMPETITOR INFORMATION

M85589 Parnell Premier Bed Rail

M85590 Parnell Premier Plus Bed Rail

## MARKETING INFORMATION

Promote EasyFit Plus Bed Rail over Parnell Bed Rail on PS and NC, via UK sales team, Trade accounts, Export Sales and Web Sales.

Phase in P63991 & P64004 when stocks of P11849 & P11383 run out. Material determination to be set up on SAP.

Key Channel to Market: NRS Website, Amazon, Trade & Export.

## EXISTING SALES P/A (Excluding National Care).

M85589 Parnell Premier Bed Rail

1180 Pieces PA

M85590 Parnell Premier Plus Bed Rail

248 Pieces PA

## PROJECTED SALES P/A

Product Sales: 1000 Pieces

National Care: 1000 Pieces

## ACCESSORIES & SPARE PARTS

### P64016: Spare Ratchet Clamp Kit

1. LH and RH Ratchet Clamp Assembly (Pair)
2. Ratchet Rack x 2
3. Ratchet Rack Screws x 6

### P11863: Spare Parts Kit

1. Rubber Pads for Clamp Assembly x 4
2. Base Feet x 4
3. Base Tube End Caps x 2
4. Tightening lever x 1
5. Base Pin O'rings x 4

## PRODUCT DISPOSAL

Product should be thoroughly cleaned prior to disposal.

This product is manufactured from metal and plastic and can be disposed of through Local Authority Household Waste and Recycling Centres or through Local Trade Waste Collectors.

## PRODUCT GUARANTEE

12 months, from the date of purchase.

## BARCODES

### P63991:



### P64004:



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PRODUCT COMPARISON VS COMPETITOR

| Key Sales Information     | P63991 NRS EasyFit Plus<br>Bed Rail - Standard                                                                                                       | P64004 NRS EasyFit Plus<br>Bed Rail - Tall | M85589 Parnell Premier<br>Bed Rail                                                          | M85590 Parnell Premier<br>Plus Bed Rail |
|---------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|---------------------------------------------------------------------------------------------|-----------------------------------------|
| Total Cost Price Ex VAT   | £44.60                                                                                                                                               | £45.37                                     | £95                                                                                         | £109                                    |
| Trade Price Ex VAT        | £105                                                                                                                                                 | £110                                       |                                                                                             |                                         |
| Professional Price Ex VAT | £140                                                                                                                                                 | £170                                       | £195                                                                                        | £205                                    |
| National Care Ex VAT      | £85                                                                                                                                                  | £95                                        | £95                                                                                         | £109                                    |
| Max User Weight           | 160kg (24st)                                                                                                                                         | 160kg (24st)                               | 115kg (18st)                                                                                | 160kg (24st)                            |
| Grip Positions            | Ergonomic handrail with multiple grip positions                                                                                                      |                                            |                                                                                             |                                         |
| Handle Height Options     | 820mm                                                                                                                                                | 920mm                                      | 820mm                                                                                       | 920mm                                   |
| Clamp Adjustment          | Innovative height adjustable bed clamps, which can be quickly located (<1min) on the bed at the required height and locked in the required position. |                                            |                                                                                             |                                         |
| Clamp Design              | Bed clamps have wide rubber coated pads, to protect the underside of the bed from damage.                                                            |                                            |                                                                                             |                                         |
| Bed Rail Adjustment       | Tightening of the bed rail is achieved using a single lever, requiring one or two turns.                                                             |                                            |                                                                                             |                                         |
| Bed Rail Stability        | Base has splayed legs, offering increased stability, with plastic feet to grip carpet.                                                               |                                            |                                                                                             |                                         |
| Bed Rail Design           | Design of bed rail is clean, with gentle curves, smooth surfaces.                                                                                    |                                            |                                                                                             |                                         |
|                           |                                                                                                                                                      |                                            | Bed clamp is adjustable using a hand-wheel, requiring one or two turns after initial setup. |                                         |
|                           |                                                                                                                                                      |                                            | Base has straight legs, offering less side to side stability.                               |                                         |
|                           |                                                                                                                                                      |                                            | Bedrail is very industrial looking – not appropriate for a bedroom environment.             |                                         |

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P63991-PLD-1