

Scooters

Heartway USA

ZEN S11

- Lightweight, compact scooter.
- Portable.
- Maximum speed is 5 mph.



www.heartwayusa.com

Dalton Medical Corp

SEGAEGO 4-WHEEL SCOOTER

- High-torque drivetrain allows for increased power and maneuverability.
- 20-inch by 18-inch captain's seat.
- 400-pound weight.



ActiveCare Medical

SPITFIRE EX 1420

- Includes three sets of interchangeable color panels—red, blue and silver.
- Delta tiller for easier steering with new backlit battery gauge.
- Black, non-marking, flat-free tires for worry-free travel.



www.activecaremedical.com

Drive Medical

PHOENIX SERIES 3 WHEEL AND 4 WHEEL SCOOTERS

- Portable configuration offers easy disassembly; stackable battery boxes add driving distance.
- Standard with headlight, basket, interchangeable control assembly.



Other

ActiveCare Medical

AT1000 SCOOTER TRAILER

- Attaches to the rear of any ActiveCare scooter.
- Provides a convenient way to transport large items.
- Folds quickly for storage or transport.



www.activecaremedical.com

SkyWay

SKYWAY TUFFWHEELS

- Extensive life of TuffWheels allows for specific needs to be met.
- Designed with manufacturers to prevent problems and ensure matching.



Composite TuffWheels offer easy and trouble-free assembly. www.tuffwheels.com

Medical

MADDY

nty.

scooters.

al.com



Last month's product focus featured women's health products. Due to an error, we are re-running Medline's submission.

Bras/camisoles

Medline Industries

CURAD POST SURGICAL MAMMARY COMPRESSION DRESSING

- Built-in cross-back design provides support, security and unrestricted range of motion.
- Coverage and protection of incision with two removable and adjustable drain pouches to accommodate drain or pain pumps.
- Front zipper opening and wide adjustable Velcro straps creates access for post-operative examination.



www.medline.com

Sunset Healthcare Solutions

OXYGEN CYLINDER CARRIER BAGS

- Full line of comfort shoulder bags, backpacks and wheelchair/scooter carriers in multiple sizes to fit most cylinders.
- Non-flammable, machine washable and non-abrasive materials with reinforced seams.
- Features double zippers for easy access to cylinder; clear, vinyl window to view gauge.

www.SunsetHCS.com

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keeps the customer there and keeps them interested in shopping, as well as coming back for future purchases."

Nash rounds out dealer retail needs by suggesting promotional posters, informational fliers and literature, consumer financing programs, product training, technical service support and bolstered field and inside sales support. Additionally, he recommends that dealers "show the products—have some samples on the floor for consumers to see and try out. Corgan adds that while scooters are an important retail sales item, dealers need to play up all elements of their business in order to position themselves in the marketplace as a complete mobility provider.

"Advertising alone may not be effective. Use direct marketing and e-mail to promote yourself as a mobility specialist," he said.

THINKING VERTICALLY

Vehicle lifts and residential ramps are perfect examples of the "vertical" diversity Corgan mentions. Customers who buy a scooter are more than likely to need accessibility and transport assistance. Sarasota, Fla.-based Harmar is eager to work with mobility providers on setting up a comprehensive sales program for its vehicle lifts.

"One of the most valuable products a scooter owner should consider purchasing as a complementary item is an outside vehicle lift, which allows for the scooter to be safely transported," said Daniel Behnisch, director of marketing for Sarasota, Fla.-based Harmar. "As a convenience to scooter owners, this outside vehicle lift is the ideal add-on product to transport the customer's scooter from place to place providing for the maximum mobile lifestyle." HME



Service Company has supported Stand Up for Homecare since its inception. The great way to network and meet the best minds in our industry. The funding is not to spreading the word that what we do matters, what we do is important, what cost effective and what we do is both better for and preferred by the patient." Chairman of Medical Service Company, Chair of the AAHomecare Board of Directors, the Champion for the Stand Up for Homecare Reception at Medtrade

The Stand Up for Homecare Campaign is proactive in sharing the value of homecare, accomplishing the following:

- Positive coverage in dozens of newspapers including the *New York Times*, *Wall Street Journal* and *USA Today*, as well as Washington media, reaching millions of Americans and key policy makers.
- Raised awareness about HME issues in state and national physician publications.
- Strengthened relationships between patient advocacy organizations and the HME community.
- Conducted a Congressional Roundtable discussion on Capitol Hill about the value of HME with former Senate Majority Leader Tom Daschle and Rep. Jason Altmire (D-Pa.).

Visit www.aahomecare.org/standupforhomecare for more information or to support this public awareness campaign.

