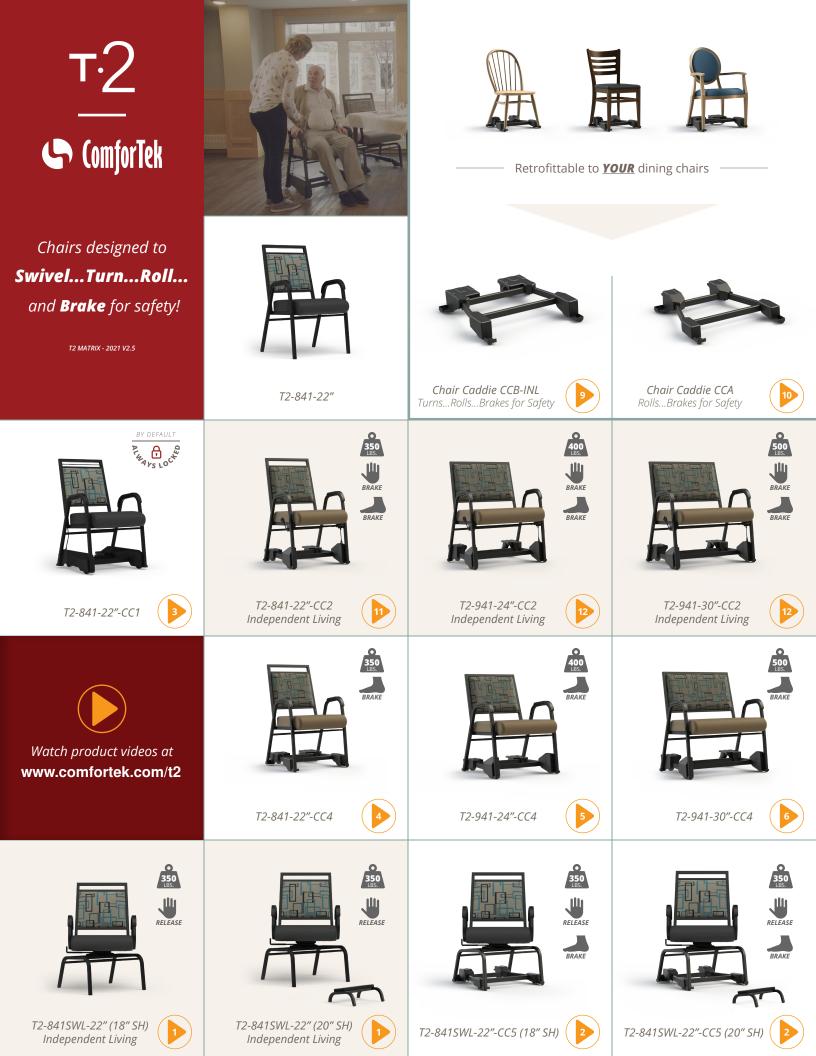




### Long Term Care / Assisted Living

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# т2

# What is the average cost of chairs when mobility features are included?

The T2 Chair Series enables a care community to select chairs based upon each resident's level of mobility. As many residents still have the capability to "scoot" themselves up-to and away-from the dining table, not all chairs require a mobility feature. With the **T2 Series**, (5 chairs/1 look)...all residents can be seated at the table... in similar looking chairs...regardless of their mobility limitations.

#### Example: Within a dining room setting of 48 residents:

- 70% of residents (35) are mobile and do not require assistance to be seated at the table.
- 30% of residents (13) require assistance due to:
  - Recent Hip Replacement or Knee surgery
  - Neurodegenerative Diseases such as Parkinson's and Alzheimer's
  - Limited Mobility because of Obesity (350+ lbs.)
  - Limited Mobility because of Aging

rd Chair	70 % 15 %	35 7	\$227 \$391	\$7,945 \$2,737
& Rolls	5 %	2	\$563	\$1,126
& Rolls (Hand Brake)	5 %	2	\$541	\$1,082
& Rolls (Foot Brake)	5 %	2	\$420	\$ 840
	100 %	48		\$13,730
	(*** 7 7 0 / 4)			\$286
	Rolls (Foot Brake)	Rolls (Foot Brake) 5 %   100 %	Rolls (Foot Brake)       5 %       2         100 %       48	Rolls (Foot Brake)       5 %       2       \$420         100 %       48       48

**Note:** The percentage of residents requiring assistance will vary from community to community.

**Field Study:** A provider in Kansas City shares the following. Daily his community receives tour requests from family members searching for a new home for their parent(s). Typically these tours occur during meal times. To demonstrate the "level of care" provided at this community, a complete set of chairs with mobility assist features were placed in the dining room. Specifically he did not want staff to be pushing...shoving...twisting when assisting a seated person up-to or away-from the table. His rationale, by demonstrating "a high level of care for each resident within the dining room (even for residents who are becoming less and less mobile), family members can expect that same level of care to be shown throughout our community."





T2-841-22"



T2-841SWL-22" / 24"

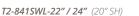
T2-841SWL-22"-CC5

T2-841-22"-CC2

Rear foot activated brake /

Side mounted hand release





T2-841SWL-22"-REZ



T2-841SWL-22"-CC5 (20" SH)



T2-841-22"-CC4 Rear foot activated brake





Chair Caddie A Retro-fit

T2-841-22"-CC1 Back mounted hand brake release



941-24" / 30"-CC2 (Available in 24" or 30" width) Rear foot activated brake / Side mounted hand release



941-24" / 30"-CC4 (Available in 24" or 30" width) Rear foot activated brake



Chair Caddie B Retro-fit



LIST 2021 (Net)

T2-841-22" (SH-18")	\$733	\$227
T2-841SWL-22" (SH-18")	\$1265	\$391
T2-841SWL-22" (SH-20")	\$1313	\$406
T2-841SWL-24" (SH-18")	\$1232	\$381
T2-841SWL-24" (SH-20")	\$1280	\$396
T2-841SWL-22"-REZ (SH-18")	\$1526	\$472
T2-841SWL-22"-CC5 (SH-18")	\$1822	\$563
T2-841SWL-22"-CC5 (SH-20")	\$1870	\$578
T2-841-22"-CC1 (SH-18")	\$1750	\$541
T2-841-22"-CC2 (SH-18")	\$1530	\$473
941-24"-CC2 (SH-18")	\$2159	\$667
941-30"-CC2 (SH-18")	\$2202	\$681
T2-841-22"-CC4 (SH-18")	\$1359	\$420
941-24"-CC4 (SH-18")	\$1741	\$538
941-30"-CC4 (SH-18")	\$1784	\$551
Chair Caddie A	\$598	\$185
Chair Caddie B	\$678	\$210

#### SH = Seat Height

Frame: Stock - Ebony Foam: Cold Cured Foam Fabric Grade: Grade 2 & 3 Fabrics: www.ctsfabrics.com/titan CAL 117

FOB Victoria, VA | US \$; Plus Taxes NO Repeats | Rates Subject to Change \* CAL 133 - Add \$25 / Net



Changing the

costs culture

community

T2-PR-USA-May 2021

ofcare

T2-2021.d3.1

## WHY TODAY'S CHAIRS **FAIL** TO MEET THE CHALLENGES OF AN AGING POPULATION



The journey of aging robs many seniors from living healthy, independent lives. Challenges associated with aging, ongoing health issues, injuries, or surgeries reduce mobility and prevent many from doing even the simple things in life, such as scooting up to a table to enjoy a meal with family or friends.

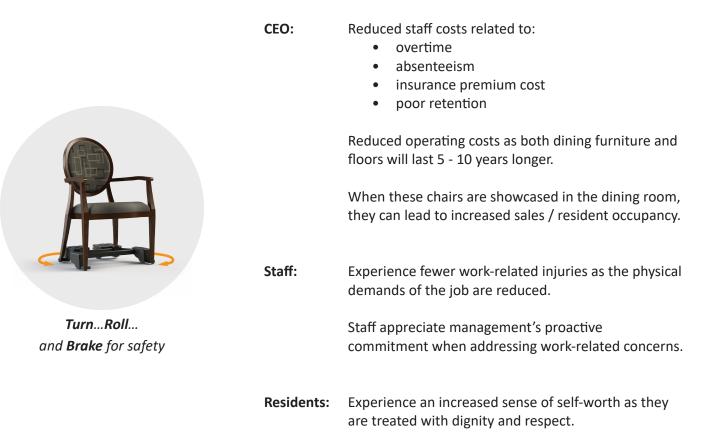
Simply stated	Today's dining chairs fail seniorsbecause they are not designed to MOVE!
	As a result caregivers risk personal injury when providing mealtime assistance.
Therefore	Dining chairs designed for seniors and caregivers should include features that enable chairs to <b>SWIVELTURNROLLand BRAKE for safety!</b>
	These features eliminate the need for care staff to <b>push</b> / <b>pull</b> / <u>shove</u> / <u>twist</u> when offering mealtime assistance.

#### Consider the following ...

- 1. **Reduced mobility is a growing problem.** As many as 40% of seniors over the age of 65 years live with significant mobility limitations.
- 2. **People are living longer.** Today, seniors are living well into their 80's or early 90's. Many will live 20% of their life or more dealing with challenges related to limited mobility.
- 3. **Traditional chairs are not designed to move.** Traditional, four-legged dining chairs rely on friction between the legs of the chair and the floor to remain upright and immobile. Thus, any force applied to move a chair (push/pull/shove/twist) with a seated person damages a chair's structural integrity.
- 4. **Cushioned flooring further increases resistance when attempting to move a seated person.** While cushioned flooring is credited with minimizing serious injury should a fall occur, indentations formed under each chair leg make it almost impossible for a caregiver to move a chair with someone sitting in it.

- 5. In many care communities, the person providing assistance is also a senior. Increasingly, many early retirees are returning to work as caregivers. As seniors themselves, they too are at risk of incurring injury do to diminished physical strength and muscle coordination.
- 6. **Safety guidelines indicate a person can safely lift no more than 35 lbs.** Any attempt to move a seated person of any size is unsafe and increases the risk of injuring oneself.

# Benefits...Care communities that provide a stress free environment for residents and staff by<br/>using these chairs will benefit as follows:



#### To Learn More...

For seniors living with reduced mobility, these features enable a care provider to offer assistance without risk of injury to themselves.

www.comfortek.com/better

