



Case Study

Product Recycling
Etac Quality Adds Value





An introduction

At Etac we are often asked by customers to justify why some of our products might cost a little more.

We choose to use modern and durable materials and don't compromise on design. What does this mean for a typical equipment loan store?

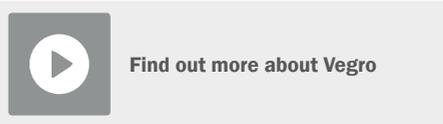
In the Netherlands Etac has been working with Vegro for a number of years and we want to highlight the long term benefits of using an Etac product in a loan store setting and demonstrate that when it comes to dealing with a key supplier, for Vegro, the quality of their

products are key to overall business success.

What does Vegro do? Vegro is a Dutch social enterprise with national coverage which supplies a wide range of daily living aids to both professional organisations and private customers.

It sells or loans out a variety of rehabilitation products including toileting, bathing and daily living aids.

Owner, Rene Kamerbeek, explains.



Working together

Ferre Leuges is the Managing Director of Etac R82 in the Netherlands. Vegro is one of their most important and regular customers. The relationship however, is more than just a simple supplier/customer one. Shared values that put the end user at the heart of their businesses have ensured a long lasting relationship.



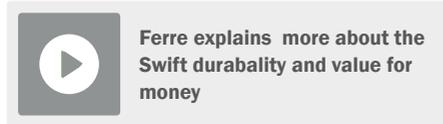
From left to right - Ferre, MD Etac, Netherlands, Rene, Vegro owner and Andrew King Etac UK Sales Manager



Etac Swift

The Etac Swift Shower Chair is a multi award winning, product that offers customers in the community a highly durable, well designed product that can be adapted to suit a range of needs.

The materials used (aluminium and polypropylene) will not corrode and will withstand the day to day rigours of use in the shower and bathroom. It is extremely stable (even on uneven surfaces) and is easily adjustable in height without the need to use tools.

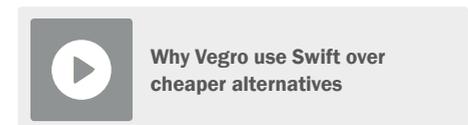
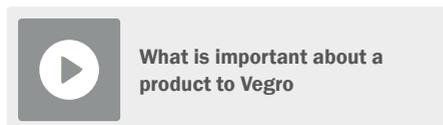


Why Swift?

Vegro have tried and tested many alternatives to the Swift over the years but as Rene states:

"no competitor comes close" to the Swift in terms of build quality and durability. Vegro can re issue Swift time and time again offering long term value for money over other cheaper entry level products.

The Quality Manager at Vegro explains.





The Recycling Process

Initial Cleaning

The Swift arrives back at Vegro. During the initial cleaning phase an automatic steam gun is used (max power 9 bar) to remove any dirt, grease or other material that is on the surface of the Swift Shower Chair.

The operative can clean the Swift from all angles. The entire surface of the chair will easily withstand repeated cleaning.



Deep Cleaning

After the initial cleaning process the Swift Shower Chair undergoes a deep steam cleaning process in order to kill unwanted bacteria and ensure that there will be no chance of cross infection from the previous client.

The products are then dried and checked to ensure they are completely clean.



Quality Testing

Once the Swift Shower Chair has been cleaned and dried it goes to Technical Services.

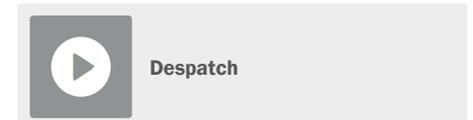
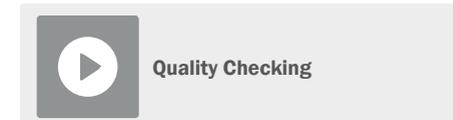
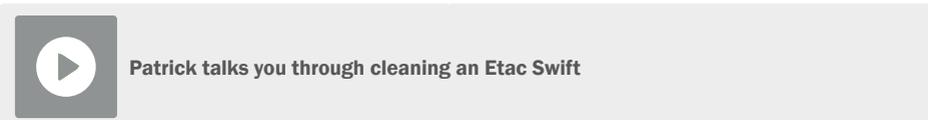
Here, it is thoroughly inspected and tested to ensure that it is in perfect working order. This includes the easy to adjust leg height mechanism. The Swift is checked for any deterioration caused by wear and tear before being stored in the warehouse until being re issued to another customer.



Storage & Despatch

Ultimately this Swift Shower Chair will be delivered to a new customer “as good as new”

To get the best value, the Swift can be ordered in pallet quantities of 28. Each product comes flat packed for easy storage and can be assembled in seconds without the need for tools.

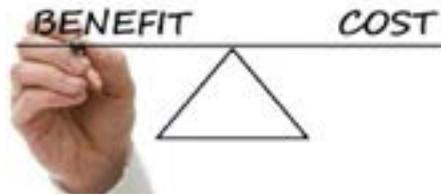




Low life cycle costs

We are so confident in our toileting and bathing products that we offer a 5 year warranty. We use durable, non corrosive materials which means that a typical Swift at Vegro is used and reused around 5 - 10 times a year over 7 to 8 years.

This case study shows that although the Etac Swift may not be the cheapest



product to buy it certainly offers low life cycle costs and long term value for money.



Rene explains how the Swift offers long term value for money

Adaptable for a wide range of needs

The basic Swift shower stool can easily be transformed to a complete shower chair by adding arm and back supports.



Accessories

A number of accessories are available for the Swift. These include a back and seat support pad which are specially designed for showering and offer additional comfort if needed.

A soap dish can also be easily added.



Find out more about the Swift stool/shower chair and accessories

Other Recyclable Products

The Etac Turner Pro is a turning aid. It encourages natural standing and sitting movement for the user and a good posture, minimising the risk of injury for the carer for transfers between two seated positions.

It is hard wearing, easy to clean. It has very few components so it is easy to maintain.

Height and knee supports are easily adjustable making it suitable for a wide range of users from child to adult



Watch our Turner Pro video

Etac Clean

This shower commode chair has an upright handle so it is a perfect fit, even over wall mounted toilets. The open back on the seat facilitates access.



Watch our video about the Clean

Etac Fresh Bath Board

A unique design with a wider front edge for maximum support when transferring and a narrowed mid section allows easy access for intimate hygiene.



Find out more about Etac Fresh

The Etac Group

etac | **imedia** | **molift** | **STAR** | **Convaid** | **R82**

The Etac Group is a leading developer of mobility equipment and solutions in Northern Europe and one of a handful of leading players on the global scene. The Etac Group product brands are R82 (Paediatrics), Convaid (Paediatric buggies), Molift (Hoists and Slings), Immedia (Manual transfer) and Etac (Wheelchairs, Bathing and Toileting, Aids for Daily Living) and Star Cushion Products Inc (Pressure Care).

Training & Support

We offer a range of free, hands on, practical workshops tailored to suit your needs and timings.

- **Product training**
- **Take part in equipment review meetings**
- **Individual assessments for mobile shower commodes and other products**
- **Maximise users ability through safe transfers**



More details about our free workshops



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