



DonorEase™

Plasma & Blood Donor Chairs

"We at IMS believe that improvements in our products are a result of our steady research and development. Most importantly, we feel that including our customer's feedback in many of our production decisions ensures that our efforts of manufacturing products to suit their needs is at the forefront of our operations."

DonorEase™	Tilt
DonorEase™	Comfort
QuikSwitch™	Products
DonorEase™	Power
DonorEase™	Accessories
DonorEase™	Mobile System



American Made

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• DonorEase™ Tilt Features

Product Features

- Powder Coated Tubular Steel Frame w/Ergonomic Design
- Stainless Steel Tilt Control Bar, Gas Spring, w/Quick Release Lever
- Medical Grade Upholstery - Easy to Clean, Antimicrobial, Stain Resistant, Abrasion Resistant, Multiple Colors available
- Multi-Position Upholstered Pillow
- Solid Rubber Molded Arm System w/Locking T-Handle and R/L Stanchions.
- Optional Plug & Play Comes w/Two 120V Receptacles and Two USB Ports
- Integrated “Donor Cubby” for Storage of Donor’s Personal Effects
- Adjustable Leg Levelers
- Mattresses and Arm Rests are Interchangeable between Power, Tilt, and Comfort Chairs



- **Features Identified**

Multi-Position Upholstered Pillow. Optional Pillow w/ Replaceable Protectors Available .

EZ One Piece Molded Arm Rest Mounting Design Allows For Full Use of Mattress Surface

Medical Grade Upholstery – Easy to Clean, Antimicrobial, Stain Resistant, Abrasion Resistant, Multiple Colors available

Stainless Steel Tilt Control Bar, Gas Spring, w/Quick Release Lever.

Seat Entry 24"

Adjustable Leg Levelers (x4)

Integrated "Donor Cubby" for Storage of Donor's Personal Effects

Optional P&P Comes w/Two 120V Receptacles and Two USB Ports

Powder Coated Tubular Steel Frame w/Ergonomic Design



• QuikSwitch™ Mattress & Pillow

The DonorEase™ QuikSwitch™ mattresses and pillows are designed for donor comfort, center efficiency, and maximized profits. With the QuikSwitch™ Technology your chairs will remain on the production line - **NOT** the side line awaiting an upholsterer or critical repairs.

The mattresses and pillows are made from high density foam covered by Naugahyde™ brand medical grade upholstery. The Naugahyde™ is easy to clean, antimicrobial, stain resistant, abrasion resistant, and there are multiple color selections available.

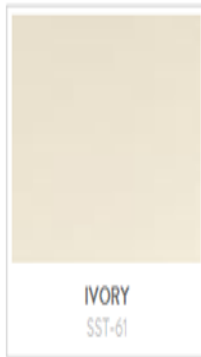
A QuikSwitch™ mattress can be removed and replaced in less than **ONE** minute. In less than **ONE** minute your chair is back in production. It's quick and simple with QuikSwitch™.



Installing A QuikSwitch™ Mattresses Is As Easy As...



- **QuikSwitch™ Color Options**



• **Pillow Protector Solutions**

IMS has recognized that Technicians at Blood and Plasma Centers across the country use a variety of cleaners and disinfectants that can attack and destroy most medical grade Vinyl. As a solution to this problem, IMS introduced the QuikSwitch™ Pillow and Pillow Protector 6-pack. With the goal set at protecting the pillows and the Customer's pocket book this idea was transformed into a simple solution for current IMS customers. This new pillow and its replacement pillow protectors support the continuous use of your donor chair. The low cost of the products and reasonable shipping charges void excessive expenses on replacement products. The Standard Pillow will continue to be available, but this optional QuikSwitch™ Pillow along with 6 packs of Pillow Protectors are now available in colors that match your QuikSwitch™ Mattress.



- **EZTM Arm**



Durable Solid Polyurethane Foam



Completely Enclosed Bottom



Top Is Textured For Style & Comfort



Concaved Design Maximizes Comfort



SS Rod Is Embedded Into Mold



One Piece Molded Arm

- **EZTM Angle Arm Solution**



EZ Angle 90 Degrees

The EZ Angle Arm rotates 360 degrees on the Stainless Steel Rod, articulates (70, 80, 90 Degrees) as demonstrated with the images, and the Pole can be adjusted allowing multiple configurations to accommodate the preferred comfort level of the Donor.



EZ Angle 80 Degrees



EZ Angle 70 Degrees

This Simple solution was developed through BETA testing at a designated facility operated by one of the leaders in the Plasma Donation Industry. At IMS we strive to work closely with our customers to implement cost saving changes.

• 360 Plug & Play - Features



Factory Mounted Option



Retrofit Mount Option

We have developed the DonorEase™ Plug & Play - customized electrical outlet as an easily incorporated accessory for our DonorEase™ line of donor chairs.

Your Donors are now provided both AC and USB power chair-side. Until recent Donors were unable to charge their tablets, smart phones, and other devices while donating. A more enjoyable experience results in more frequent visits.

As we work with centers around the country they all have one common theme – “help me get rid of all the phones, tablets, and PCs that commandeer the receptacles around our Center!” We’ve done it with the 360 Plug & Play!



• DonorEase™ Comfort Option

Product Features

- One Piece Powder Coated Tubular Steel Frame w/Ergonomic Design
- Medical Grade Upholstery – Easy to Clean, Antimicrobial, Stain Resistant, Abrasion Resistant, Multiple Colors available
- Multi-Position Upholstered Pillow
- Solid Rubber Molded Arm System w/Locking T-Handle and R/L Stanchions.
- Optional Two 120V Receptacle and Two USB Ports
- Integrated “Donor Cubby” for Storage of Donor’s Personal Effects
- Adjustable Leg Levelers
- Mattresses and Arm Rests are Interchangeable between Power, Tilt, and Comfort Chairs



• Comfort Wedge Pillow Solution



DonorEase EZ T Pillow

The new DonorEase™ EZ-T™ (Trendelenburg) Pillow allows you to elevate your donor's legs quickly and easily for immediate treatment of a reaction. The EZ-T™ can be stationed throughout the center for quick retrieval. We recommend a bright easy to see color, so that the EZ-T™ can quickly be located and sprung into action.

The EZ-T™ is made from the same high quality Naugahyde™ as the mattress and head pillow, cleaning and decontamination are simple and effective.

The pillow elevates from approximately 3.5" to 11". At 20" wide, it supports your donor's legs and rests safely on the DonorEase™ chair.



- # Comparative Specifications

	<u>Tilt</u>	<u>Comfort</u>
Total Weight	107 lbs.	107 lbs.
Entry Height	24"	24"
Length	68"	68"
Length Tilted	72"	N/A
Width, Overall	29"	29"
Useable Mattress Width	24"	24"
Height Foot End	31"	31"
Height Head End	47"	47"
Weight Capacity	600 lbs.	600 lbs.



• DonorEase™ LTL

1



2



3



5



6



The carton consists of two main sections - a top and a bottom tray. The tray is made of cardboard, light weight plywood, and blocks that allow a forklift or pallet jack to get under. We then add straps which are used to hold the chair in place. The Arm Rest Assembly and Pillow are secured to the Cubby for transport.

To open the carton, you can simply use a small knife or any type of flat blade. Carefully slide the blade along the bottom tape which secures the top cover to the tray. Go all the way around the carton. Now just lift off the top.

- **DonorEase™ Dedicated Loads**

IMS has developed a "green pack" way to load and safely transport chairs while not burdening the center personnel and management with bulky wood and cardboard that can be difficult to dispose of at donation facilities.

For truckload shipments, which are typically 20-42 chairs, we hand-load the whole truck and pack 4 wide in the trailer. We use cardboard separators to prevent scuffing during transport. The QuickSwitch™ pillows and mattresses are installed prior to transport. We pack the arms and their mounts in marked cartons so that they are not damaged in transit (installation instructions are provided to all customers).

The pictures on this page demonstrate a typical truckload configuration ready to ship. When the time comes to unload the truck, we suggest having two able bodied individuals pass down the chairs to two more on the ground. An entire load of chairs can be unloaded and taken into the center in approximately 30 minutes if the proper team is assembled. Every center we have worked with reports that this process works very well and it saves them all the aggravation of the cardboard, plywood, and pallet disposal.



- **DonorEase™ Deluxe Power Option**

DonorEase™ Power



Features

- Powered by a DC Electric Motor, the DonorEase™ Power is able to be adjusted from the Chair Position (upright) to the Bed Position (neutral) to the Trendelenburg Position (fully reclined) with the push of a button.
- QuikSwitch™ products and the EZ™ Arm are universally interchangeable between the Power, Tilt, and Comfort models.
- DonorEase™ Power utilizes the same powder coated tubular steel frame design as the Tilt and Comfort.
- DonorEase™ Power utilizes the same Medical Grade Upholstery as the Tilt and Comfort that is Easy to Clean, Antimicrobial, Stain Resistant, and Abrasion Resistant.
- DonorEase™ Power utilizes the same Multi-Position Upholstered Pillow with Replaceable Protector
- DonorEase™ Power utilizes the same Integrated “Donor Cubby” for Storage of Donor’s Personal Effects

• DonorEase™ Mobile

Blood Donor Mobile

- Lightweight Aircraft Aluminum Frame
- Heavy Duty Leg Locks
- Replaceable Mattress Deck
- Integrated Cushioned Seats
- Multiple Position Head & Foot Elevators
- Interchangeable Molded Arm Rest (Left - Right)
- Dual Integrated Trip Scale Mounts
- Multi-position Pillow
- Weight Capacity - 400 lbs.

Options and Accessories

- Trip Scale Rod
- Head, Foot, and Arm Rest Covers
- Hanging Drawer

Dimensions

- 10" D x 28" W x 40" T - Folded
- 81" L x 28" W x 24" T - Open
- 33 lbs. - Bed and Accessories



Deployed



J-Rod Installed



Heavy Duty Leg Locks



F
o
l
d
e
d



Hanging Drawer

• DonorEase™ Mobile Dolly

Features

- Lightweight Aircraft Aluminum Construction
- Models for Secure Transport of 3 or 4 Beds
- Folds for Storage at Deployment Site
- Dual Position Design for Ease of Loading

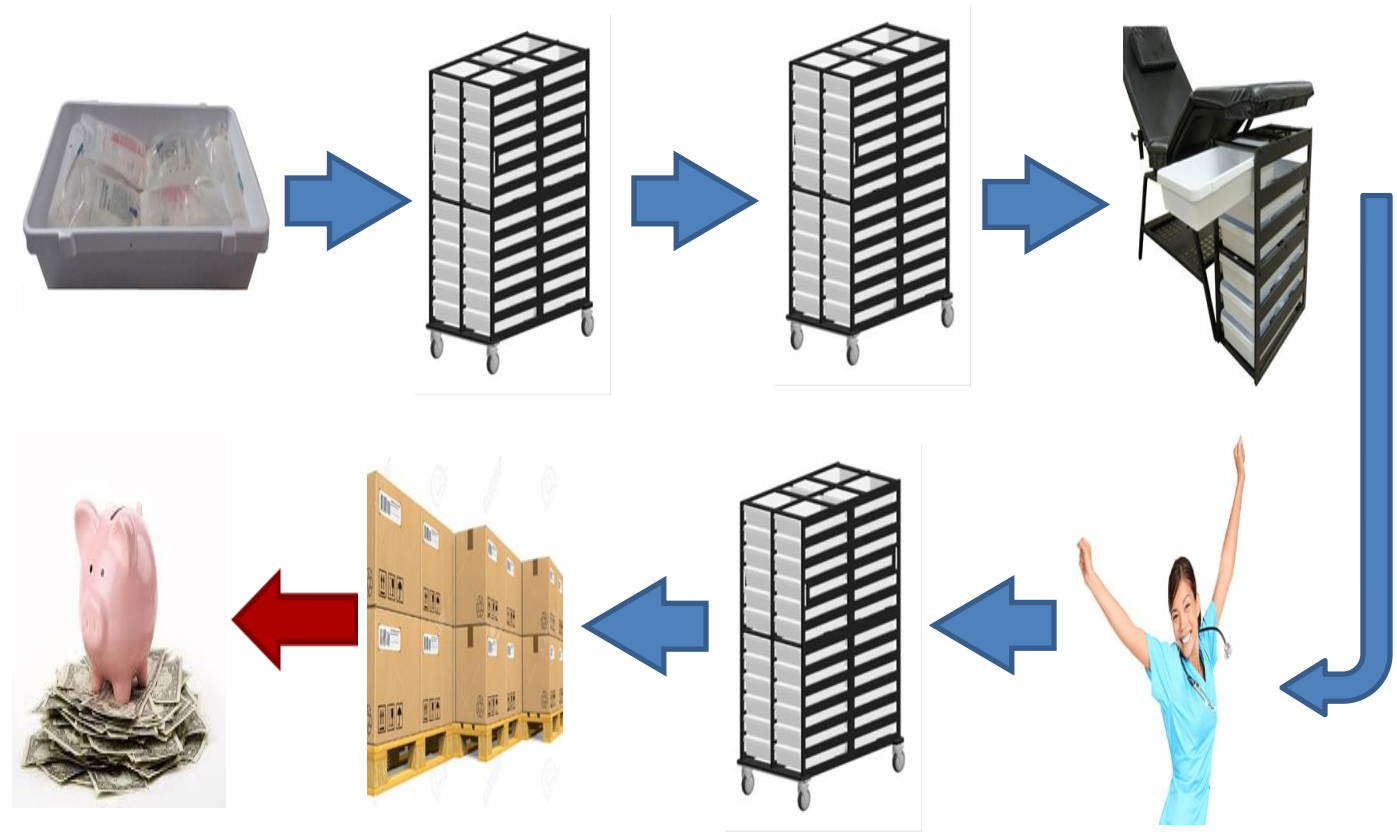
Dimensions

- 8.5"(D) X 24"(W) X 46"(T) - Folded
- 32" (D) X 24"(W) X 46"(T) - Transport Position
- 14 lbs. - Weight Empty



• **EZ™ Easy Access Cart System**

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7
Replenish the EZ Access™ Supply Trays on a work table in the soft goods storage room. For new center design, this may eliminate the space and cost of cabinetry and counter tops on the donor floor.	In the storage room, load the assembled EZ Access™ Supply Trays on the EZ Access™ Transport Cart. The Transport Cart is designed to hold 48 trays (96 soft goods set-ups).	Using EZ Access™ Transport Cart, distribute replenished EZ Access™ Supply Trays to donor chairs.	Remove empty trays and replace up to 6 replenished trays (12 soft-goods set-ups) into the EZ Access™ Tray Holder under the foot of the DonorEase™ chair.	The phlebotomist conveniently removes a set-up from a tray and installs it on the plasmapheresis machine. This eliminates the need for constant retrieval of soft goods from the storage areas.	Return the EZ Access™ Transport Cart with empty trays to the soft goods storage room	Re-initialize the cycle



- # Company Profile



Tube Enterprises Inc. (TEI) was formed in 2004 to facilitate the purchase of the assets of Commonwealth Aluminum Tube Enterprises (CATE), a division of Commonwealth Industries Inc. (CII) where both the founders, Bob Wright and Alfred Taylor were employed. They purchased the assets, patents and all IP and trade names of the ongoing business's fabricated group located in Kings Mountain, NC and moved them to a new 35,000 square foot facility, still within Kings Mountain. During that acquisition in August of 2004, the ongoing business was primarily the manufacturing and sales of folding aluminum beach chairs with a small portion in the manufacture of Westcot™ brand cots used in shelters during times of disasters.

In 2006, Integrity Medical Solutions Inc. (IMSI) was formed to better align the name with the industries being served. We also began a more focused branding campaign of the Westcot™ name and the subsequent support products that had been developed and sold into this community of emergency managers and first responders. By the spring of 2006, our audiences and customers included HHS, VA, FEMA, American Red Cross, DOD and almost every distributor of products in support of the growing demand for emergency preparedness and response products. Over 150,000 Westcots™ in various models are now in the market and the Westcot™ is now the industry standard for Functional Needs Cots.

Custom manufacturing opportunities had been forthcoming for several years as more and more manufacturing was not readily available in the USA. In 2009, the opportunity to manufacture chairs for the plasma and whole blood industries was presented. This fit the business model, design expertise, and manufacturing capabilities of IMSI. Thus, the DonorEase™ line of chairs for both fixed centers and mobile applications was born.

The DonorEase™ chairs have been designed and engineered to offer a simple, lightweight, high strength, aesthetically pleasing design that is easy to use and maintain. The design is based on both donor and customer input, including many operating site visits and surveys. The design is such that the donor has use of the full width of the deck while the overall footprint being smaller, allows more chairs per center and thus a better ROI for the company.

In 2012, Alfred Taylor and Bob Wright shifted their focus towards retirement and training of their successors. As such, Alex Taylor (Alfred senior's son) - who had been working for the company since 2002 - was assigned management of day to day operations and Administrative duties at the plant. In 2013, Shaun Taylor (Alfred senior's youngest son) was brought in to continue on the Business Development, Customer Relations, and Marketing function of the company. In essence, Alex Taylor would assume all of Alfred senior's responsibilities and Shaun Taylor would assume all of Bob Wright's responsibilities to ensure the vitality of the company.



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