

Elan verses Elite

Side by Side Comparison

How Do We Choose?

Elite – 400 lbs



OR

Elan – 300 lbs



Weight Capacity

Elite – 400 lbs



Elan – 300 lbs



People In a Hurry!



Common question:
“How fast does it go?”

Need for Speed?

SRE-2010 Elite



25' per min
Industry leading!



SRE-3000 Elan



18' per min

Customization

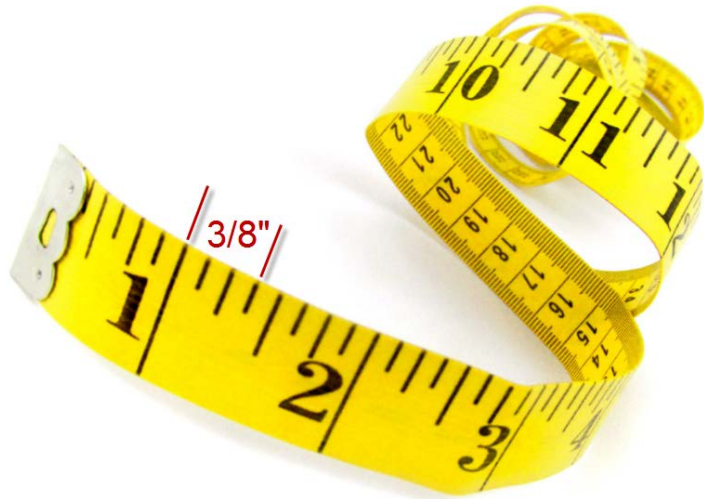
While both chairs can handle a clients basic needs, the Elite is more capable of delivering a tailored fit.

- For example: Did you know that the armrest, seat height, and foot plate are all standard adjustable features?
- **Fact:** Body types and ailments are different. Having a lift that can be tailored to a specific condition will give you the edge and your clients peace of mind.

Other Standard features:

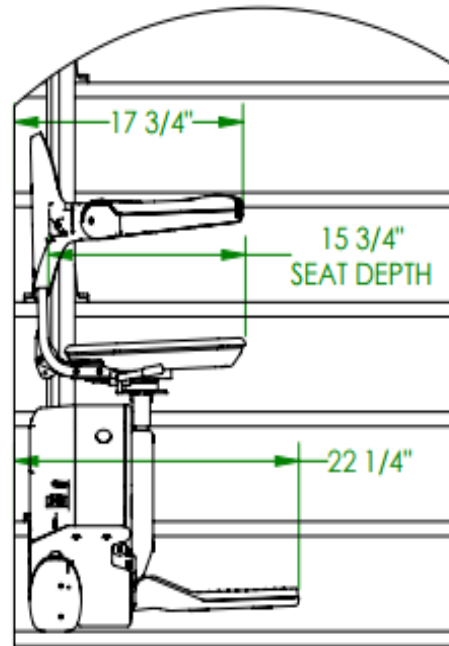
- **Coded Self-diagnostics:** While the Elan also comes with diagnostics, understanding the different beeps can be challenging for the consumer. With visual coded diagnostics, the client can prevent unnecessary service calls. **SAVING THE CUSTOMER MONEY!**
- **Manual folding footrest lever:** Leaning over the stairs to fold the footrest is the most dangerous part of a stair-lift. Having a standard lever provides additional safety to the customer without the need to add more mechanical parts.

Seat Depth

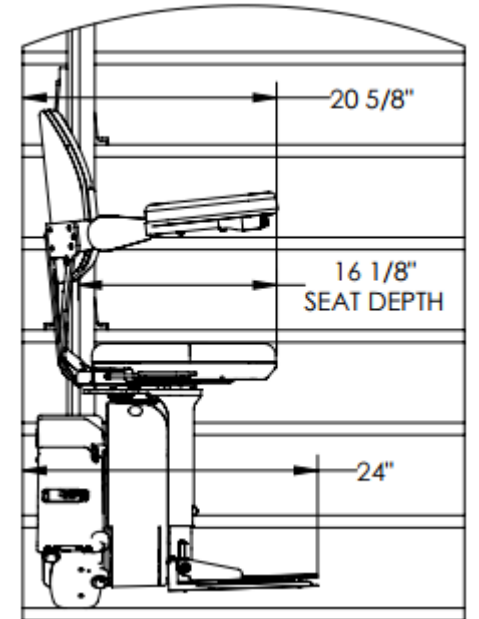


- Elan 15 3/4"
- Elite 16 1/8"

Elan



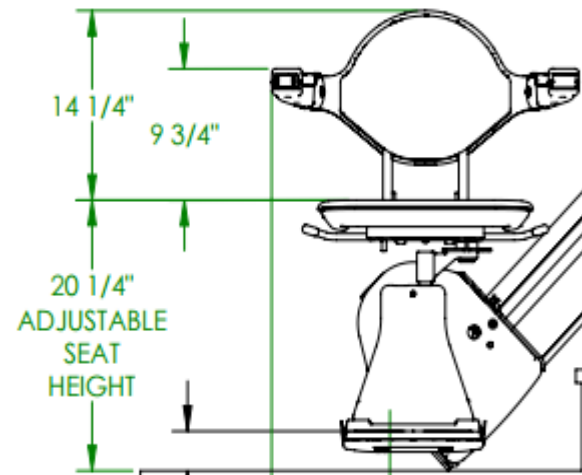
Elite



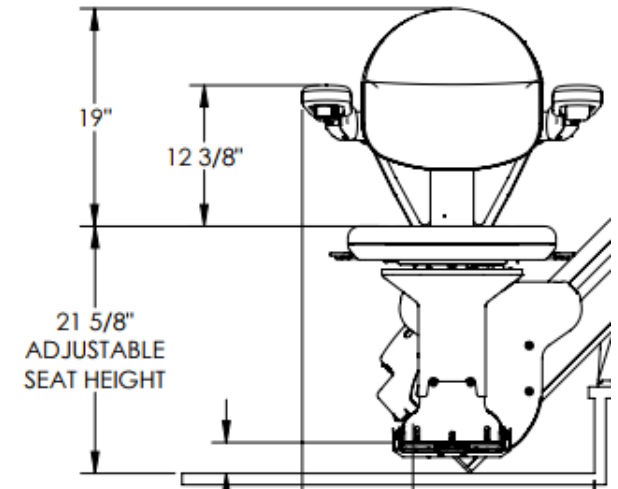
Back Support



Elan

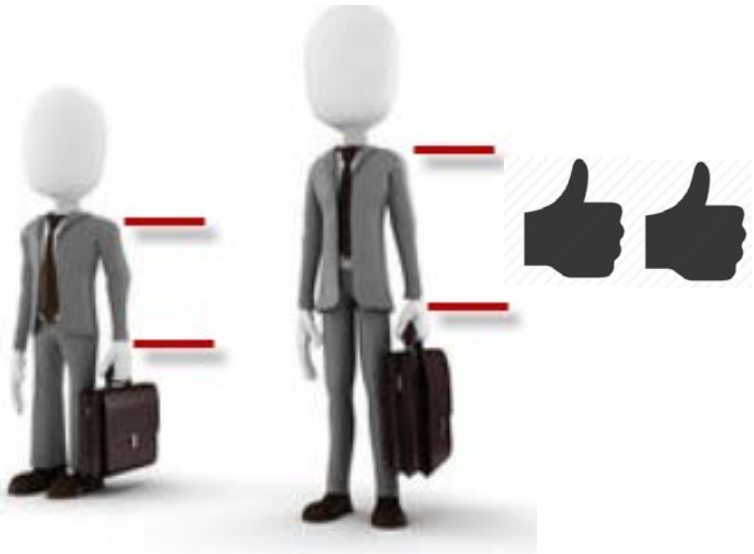


Elite



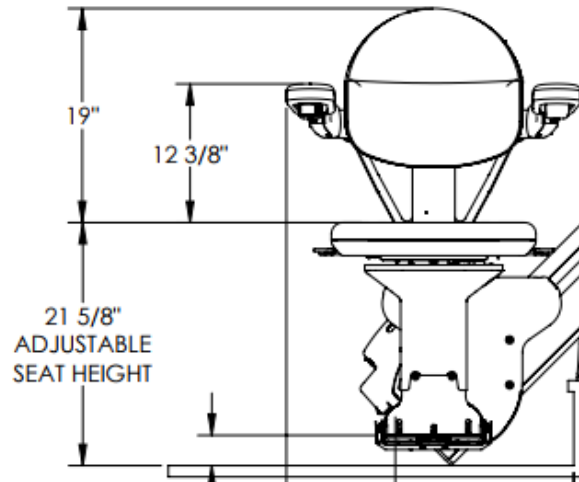
- Elan 14 1/4" vs. Elite 12 3/8"
- 5 inches of difference!

Armrest Height

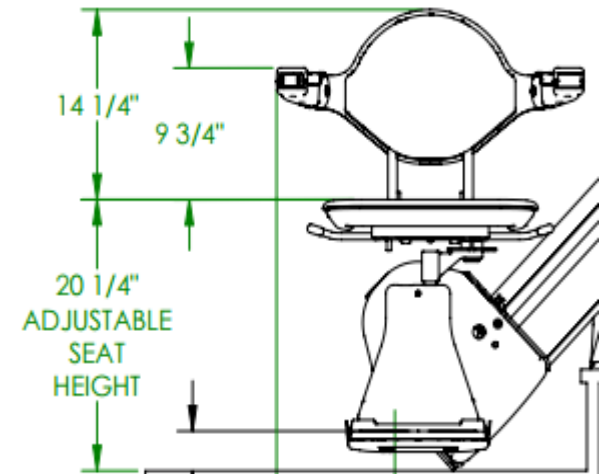


- Elite +3 inches
- Slouch prevention

Elite



Elan

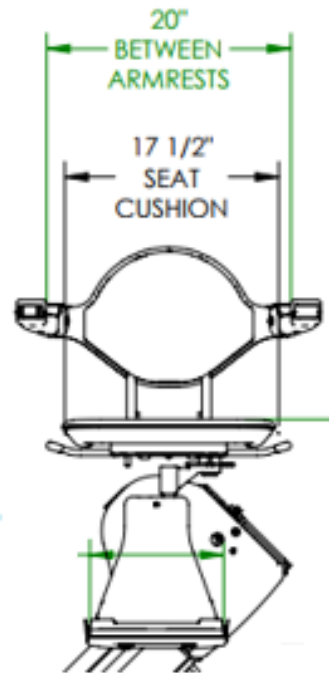


Not Just for Larger Riders

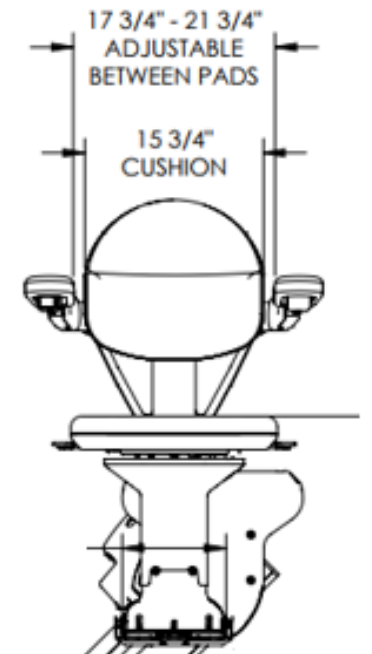
- Elite ≠ Large users only
- Elan 20" between armrests
- Elite adjustable from 17 3/4" to 21 3/4" between armrests
- Elite – 3" narrower for smaller stature



Elan



Elite



Bigger and Faster from all Angles...



- While the Elan and the Elite will deliver similar performances, there is one noticeable difference between the battery sizes.

What is it?

Batteries



Batteries

- Elan - 3amp/hr 12v batteries
- Elite - 7amp/hr 12v batteries

In the case of a power outage the Elite will hold a charge longer than the Elan.

- Elan Capabilities: 12-24 hours
- Elite Capabilities: 28-36 hours



Charger

- Elan – 1 amp charger
- Elite – 2 amp charger



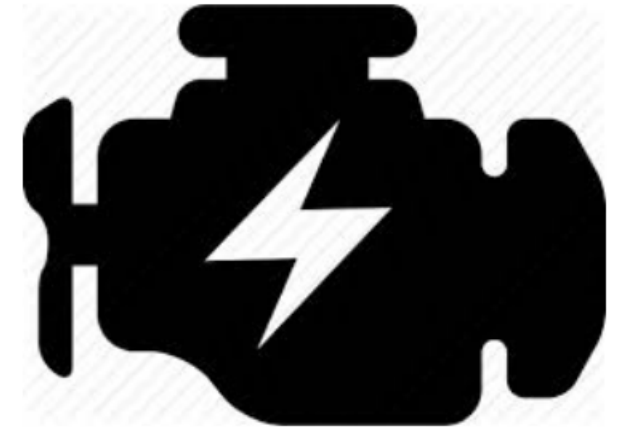
Elite charges twice as fast as Elan.

- Elan Capabilities
- Elite Capabilities



Motor

- Elan .2-horsepower
- Elite .6-horsepower



More than 3X's the Horsepower

- Elan Capabilities
- Elite Capabilities



Stair Angles

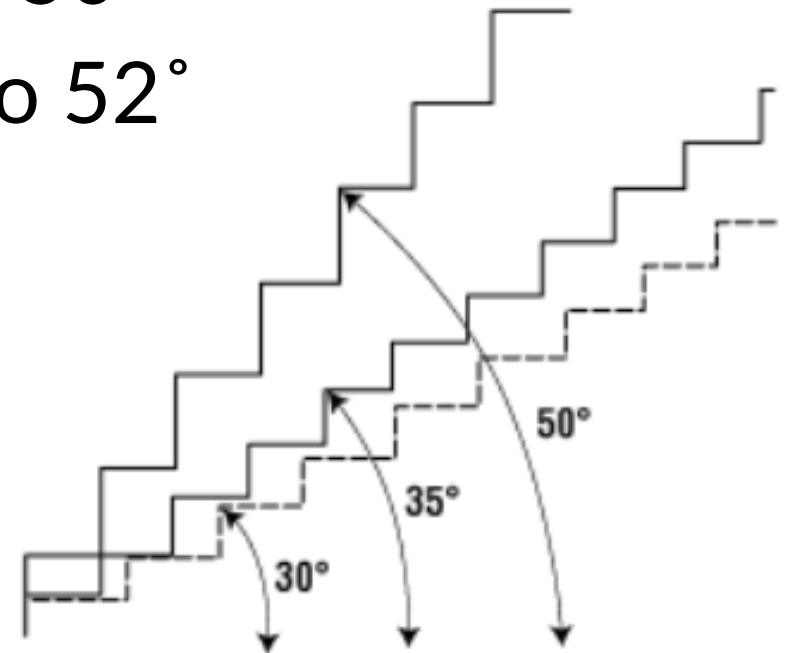
- Elite Angle: 0° - 45° with specials up to 50°
- Elan Angle: 22° - 45° with specials up to 52°

(Always contact a specialist on odd angles or adding folding rail)

Elite



0° - 22°



Comfort & Value

- Comfortable seatback/padded seat cushion
- Padded armrest with width adjustment
- Footrest height independently adjustable to seat
- Footrest incredibly low to floor for exit & entry compared to competition



Elite



Comfort

- The ability to choose a color option that matches their home or taste.
- The option of fitting it to their body/condition.
- People always want the “**best bang for your buck.**”



What's the difference anyway?

- Weight Capacity
- Seat adjustability
- Lifting speed
- Battery life (power outage)
- Seat depth
- Shallow angle applications
- Seat comfort
- Standard keyed armrest
- Manual foot lever (standard)
- Coded self-diagnostic
- Adjustable footplate
- Adjustable armrest
- Taller seat back

Conclusion

Elite



While the Elan is a great lift and fits most applications...

- The Elite has unmatched adjustability and comfort.
- The Elite is not just the “luxury model.”
- Don’t be afraid of the price (There are companies selling straight stair-lifts for \$7600).
- “Bang for you buck” will always be a contributing factor.

Elan



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