



Sales Bulletin # 18706

## **AED Plus Trainer Upgrades Now Available From VR Industries**

ZOLL customers who have AED Plus™ Trainers they would like to upgrade to meet the new AHA 2005 Guidelines can now have them upgraded by VR Industries in Warwick, Rhode Island.

ZOLL is NOT selling or providing these upgrades. You should, therefore, direct any of your customers who may be interested in these upgrades to contact VR directly to order their upgrades.

This can be done by calling VR Industries at 401-732-6800, visiting their web page [www.vrindustries.com/upgrades](http://www.vrindustries.com/upgrades) or visiting the AED Plus page on [www.zoll.com](http://www.zoll.com) and clicking on the links for VR Industries and the AED Plus Trainer upgrade.

The price is \$125.00 (US) plus shipping per upgrade and can be ordered now. Turn-around time for upgrades will vary depending on demand and shipping distance, but will take at least ten business days.

At present, upgrades are only available in English.

Use the attached document from VR Industries to provide detailed information about their AED Plus Trainer upgrades to your customers.

# AED Plus TRAINER

## 2005 AHA GUIDELINES UPGRADES

Want to upgrade your old Guidelines 2000 AED Plus™ Trainer from ZOLL to the new 2005 AHA Guidelines? Now you can.

**VR Industries** in Warwick, Rhode Island is providing AED Plus Trainer upgrades.

To order your upgrade, and for more information, contact **VR Industries** at 401-732-6800 or go to [www.vrindustries.com/upgrades](http://www.vrindustries.com/upgrades).

Price per upgrade: **\$125.00** plus shipping. The standard shipping and handling charge within the US is **\$20.00**. Standard Shipment charge to Alaska, Hawaii, and Canada is **\$40.00**. (All pricing in US dollars.) All shipments are UPS Ground. Shipping rates outside the US and Canada can be negotiated.

Upgrades currently available are for English only (with AHA configuration – prompt for “Give two breaths” after “Check breathing”).

(Please note: These upgrades are provided by VR Industries, and are NOT available directly from ZOLL. ZOLL is NOT selling or providing AED Plus Trainer upgrades. VR is a completely separate company. No scheduling, billing, or accommodations for Trainer upgrades are available from ZOLL.)

### Upgrade Ordering and Delivery Process:

- Contact VR Industries to register the serial numbers of all units to be upgraded.
- VR Industries requires pre-payment with a credit card or by corporate/company check, bank check, or money order prior to accepting delivery of any units to be upgraded. (Credit cards will be charged on day of shipment. Personal checks will not be accepted.)
- Send your registered AED Plus Trainer to VR with contact information enclosed.
- All shipping **TO** VR Industries must be **pre-paid**. Trainers shipped COD will not be accepted.
- Include **ONLY** the following in your shipment: The **body** of your AED Plus Trainer and the **lid**. Do **NOT** include batteries, pads, documentation, or the remote control. Include **ONLY** the Trainer itself with lid. Any other items will not be returned with your upgraded AED Plus Trainer.
- VR Industries will provide you with an expected **turn-around time** and **delivery date** for your upgrade, which will of course depend on the current backlog of upgrades at VR Industries. Expect your upgrade to require at least **ten** business days to turn around.
- Your upgraded AED Plus Trainer will be returned to you in a **package** very similar to the one used by ZOLL to send your Trainer to you originally.

### What you will receive:

- The same **AED Plus Trainer** you sent to VR Industries, with **lid**. The face of the unit will be replaced with the new circle of icons and new software that conforms to the new 2005 Guidelines.
- **CD** with new Admin Guide and Operator’s Guide Poster in PDF format.
- Hardcopy of the **Operator’s Guide Poster**.

**NOTE:** When received, your AED Plus Trainer will be tested at VR’s facility prior to applying the upgrade. A Trainer not in **good working order** will be returned as-is along with a credit of \$50.00.