



Photo: Hekman Contract

Resident seating

Snapshot

Lowest priced unit: \$388 | **Mid-range priced unit: \$510** | **Highest priced unit: \$700**

Pricing Trends **2014-2015: +1%** | **2015-2016: +1%** | **2016-2017: +1%**

Typical delivery time: 4 to 8 weeks

Typical delivery charges:

Depends on number of units

Average life span of product:

Ten years

Standard warranty:

7 years

Extended warranty:

Lifetime

Average maintenance costs per year: Consider fabric that can be easily cleaned and has antimicrobial properties to reduce expenses on recovering or deep cleaning.

Buyers Notes

- Chairs often have been designed to accommodate a male frame, so consider smaller chairs if most residents are female.
- Some experts predict recliners will be less popular as a push expands to make residents leave their chairs and for chairs that take up less space in the room.
- Brighter colors for fabric are making a comeback, but expectations for a high-end look, often modern, remains consistent. Some are choosing aluminum over wood chairs.

“Think about the construction of the chair. You want it to be secure. My residents have to have arms on the chairs, and the cushions need to be firm. You need to be aware of the height. With the chairs we bought, they look as good as they did 12 years ago.”

— Linda Larkin, Vice President of Operations, Age-mark Management, Fort Madison, IA

(Figures cited are averages of all respondents' answers. Actual pricing will vary due to volume, bundling and other factors of a purchase.)

Sources: Akin, Basic American Medical Products, C-Select, HD Supply, Hekman, Holsag Canada, Kwalu, Invacare, Optum, studioSIX5

**For a list of vendors go to the:
FURNITURE & FURNISHINGS section,
pages 101-104**