

Photo: Drive DeVilbiss Healthcare



Room sets

Snapshot

Lowest priced unit: \$1,017 | **Mid-range priced unit:** \$1,350 | **Highest priced unit:** \$1,867

Pricing Trends 2014-2015: +2% | 2015-2016: +2% | 2016-2017: +3%

Typical delivery time: 4 to 6 weeks

Typical delivery charges:
10% of costs

Average life span of product:
Can be 10 to 15 years

Standard warranty:
Generally around 7 years

Extended warranty:
Lifetime

Average maintenance costs per year: The advantage of wood is that it can be repaired when damaged. Other costs include cleaning and labor costs for things such as tightening handles.

Buyers Notes

- Providers are increasingly contemplating the headboard as a piece to consider. It should match the decor, experts said.
- Wood tones come and go in popularity, but one expert predicted the modern and recently popular grays and blacks in furniture will fade quickly.
- Aesthetically-pleasing furniture that appears to be high-end ups the "wow" factor, one expert said. Newer facilities often are choosing custom furniture.
- Keep in mind wood products can be repaired, while plastic furniture cannot easily be fixed.

"We have a different thought about room sets. We moved to more disposable furniture to keep it looking fresh. We've been doing that for years. It lets me get stuff when I need it, and is ultimately less expensive."

— **Shelly M. Griffith, CPA, NHA, CEO, Eben Ezer Lutheran Care Center, Brush, CO**

(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, Drive DeVilbiss, HD Supply, Hekman, H Contract, Holsag Canada, Kwalu, Invacare, studioSIX5

**For a list of vendors go to the:
FURNITURE & FURNISHINGS section,
pages 98-100**