

# Alternating-pressure mattresses



Photo: Span-America

## Snapshot

Highest priced unit:	\$2,750
Average priced unit:	\$1,200
Lowest priced unit:	\$975

## Pricing Trends

2007-2008: -1% to +1%

2008-2009: Flat to +1%

2010 projection: Flat to -1%

**Typical delivery time:** 3 to 5 days

**Typical delivery charges:** Freight, if not included in terms of a volume deal. Sometimes negotiable.

**Average life span of product:** Most fall in the 3- to 5-year range

**Lease/rental option:** Most say no but check with distributors

**Standard warranty:** 1 year up to 3 years

**Extended warranty:** Not typically available

**Average maintenance cost per year:** Varies by product quality and hours used

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

*Sources: Blue Chip Medical Products, Direct Supply/Panacea, Encompass Therapeutic Support Systems, Gaymar, Invacare Continuing Care Group, Keen Mobility, Span-America Medical Systems Inc.*

## FROM THE FRONT LINES:

“Check into newer air beds where there’s a perimeter air bladder and individual chambers that go from side to side, with valves on them. Any time there’s a rupture, only the chamber affected will deflate, and it can be easily changed out.”

Dennis Suda, Director of Facilities Management, Providence Life Services, Tinley Park, IL

## Buyer Notes

- Experts warn: You can always find something less expensive, but then you have to deal with inferior quality and performance—and likely another round of shopping earlier than you should have to.
- Liability concerns over potential entrapment situations are changing the marketplace. Mattresses with raised or extra-firm perimeters are becoming more popular. Providers should thoroughly check out claims of their efficacy, cost and availability.

**For a list of vendors go to the:  
RESIDENT CARE section, pages 155-184**