

Bathing equipment

Snapshot

Highest priced unit: \$18,725

Average priced unit: \$14,500

Lowest priced unit: \$9,725

Pricing Trends

2007-2008: +2% 2008-09: +5% 2010: +3%

Typical delivery time: Ranges from

4 to 8 weeks

Typical delivery charges: Freight, varies

depending on location

Average life span of product: 10 years

Standard warranty: 1 to 3 years

Extended warranty: Typically none

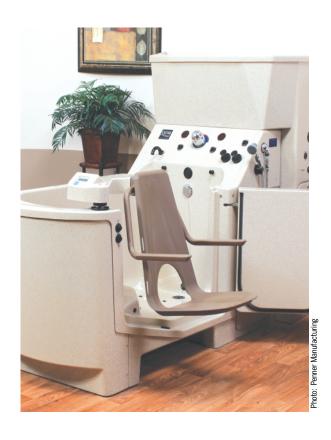
Average maintenance cost per year:

Cleaning costs, such as soaps, de-foaming

agents, and extra attachments

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

Sources: Apollo Corporation, ArjoHuntleigh, Invacare Continuing Care Group, Penner Manufacturing



FROM THE FRONT LINES:

"You have to take your resident population into account, and what makes them feel safe and secure." Laura R. Morrell, Administrator, Prairie Rose Health Care Center, Pana, IL

Buyer Notes

- If you're not comfortable with the look of a certain unit, keep searching. Vendors are aware that providers (and their residents) want a variety of choices, and with a noninstitutional feel. "A tub is not a tub is not a tub," noted one vendor wryly.
- Experts and veteran buyers emphasize not to skimp on researching how residents will enter and leave the bathing area. And don't forget to consider employees' roles in getting residents in and out. Will they fare well?

For a list of vendors go to the: EQUIPMENT section, pages 83-103