

Resident seating



Photo: Kwalu

Snapshot

Highest priced unit:	\$630
Average priced unit:	\$525
Lowest priced unit:	\$340

Pricing Trends

2007-2008: +3% to +5%

2008-2009: +3%

2009-2010: +3% to +5%

Typical delivery time: About 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 10 years

Standard warranty: 10 years

Extended warranty: Not available

Average maintenance cost per year:
Routine cleaning, minor parts upkeep

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

Source: Wieland, M.C. Healthcare Products, Kwalu, Invacare Continuing Care Group

FROM THE FRONT LINES:

"The most important thing is for providers to try out [the chair] themselves to see if it works. If it's comfortable for you, it will be comfortable for the residents who are going to use it."

Phyllis Custer, Senior Living Consultant,
Highland Park, IL

Buyer Notes

- Sleepers are becoming more popular as resident room chairs. (See photo above.) They can perform multiple duties—serving as functional, comfortable chairs as well as pull-out sleepers. The product pictured above also has a storage compartment for blankets, books and more.
- The trend in resident room chairs continues to be toward a more transitional design. The younger average age of the residents, as well as the move to more short-term rehab are two factors playing into this trend.
- Functionality and ergonomics are important to consider when purchasing a chair, one vendor said. Lumbar support and ergonomic design provide comfort for residents, while proper seat and chair-arm height make it easier for them to move about freely.
- To help prevent the spread of infections, some chairs now are made with antimicrobial, water-resistant finishes, and non-porous materials to prevent bacterial growth.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section, pages 103-104**