

Room sets



Photo: Invacare Continuing Care Group

Snapshot

Highest priced unit:	\$1,030
Average priced unit:	\$820
Lowest priced unit:	\$720

Pricing Trends

2007-2008: +2 to +3%
 2008-2009: Flat to +3%
 2009-2010: Flat 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: M.C. Healthcare Products, Kwalu, Invacare Continuing Care Group, AmFab

FROM THE FRONT LINES:

"Get a laminate that is durable. Most people overlook the handles. They do need to be replaced and you may end up spending \$300 worth on handles. Case goods should have some kind of cover that prevents wheelchairs from knocking off the handles. Most people go for looks, but they don't go for function."

Chris Loga, Quality of Life Director, Signature Health Care, Marietta, GA

Buyer Notes

- The price for a room set runs from around \$700 to more than \$1,000. It depends on which pieces are selected for the room and which material is used.
- The trend continues to be toward more residential-looking furniture. Built-in furniture as opposed to stand-alone wardrobes is popular.
- Providers also are looking more toward accommodating individuals' preferences and, therefore, fewer facilities are buying case goods in bulk.
- When purchasing a room set, invest in quality pieces that can stand up to the wear and tear of a long-term care facility, one vendor recommended. Look for rounded corners and antimicrobial protection.

**For a list of vendors go to the:
 FURNISHINGS & FURNITURE section, pages 99-104**