

Room sets



Photo: Alise O'Brien photography

Snapshot

| | |
|-------------------------------|---------|
| Highest priced unit: | \$2,040 |
| Mid-range priced unit: | \$1,190 |
| Lowest priced unit: | \$980 |

Pricing Trends

| | |
|------------|-----|
| 2013-2014: | +4% |
| 2014-2015: | +2% |
| 2015-2016: | +2% |

Typical delivery time: Six weeks

Typical delivery charges: 10% to 15% of costs

Average life span of product: 11 years

Standard warranty: 8 years

Extended warranty: 10 years

Average maintenance cost per year: Furniture should be able to withstand diluted bleach. Casters may need to be replaced.

(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, Cooltree, H Contract, HD Supply, Kwalu, Invacare, studio:SIX5, three: living architecture

FROM THE FRONT LINES:

"You need to consider the purpose of the room. The amount of storage needed varies; short term rehabilitation rooms need less, while long-term care residents need more. Ensure the furniture is substantial, because residents should be able to lean or grab onto the furniture, and no sharp corners. Features should be convenient, like a clothes hamper built into a dresser, or a large over-the-bed table that can fit a resident's personal items."

Janet S. Dykstra, MS, RN, RAC-CT, CDONA/LTC, Director of Clinical Support Services, Asbury Communities, Germantown, MD

Buyer Notes

- A new trend in short-term rehab rooms is to have a coffee bar/UC fridge for resident and family use.
- More providers want furniture, especially nightstands, with outlets so residents can charge their phones or devices. There is an increased focus on storage space for residents.
- Color consistency should be considered. Brushed nickel and warm brown tones are in, as well as a continued move away from wood tones.
- Drawers may not be best for residents — some vendors have moved to easier-to-open doors on furniture such as night stands.
- Everyone wants furniture that will not chip. Thermofoil, a plastic-like covering material, is also increasingly popular.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 92, 94**