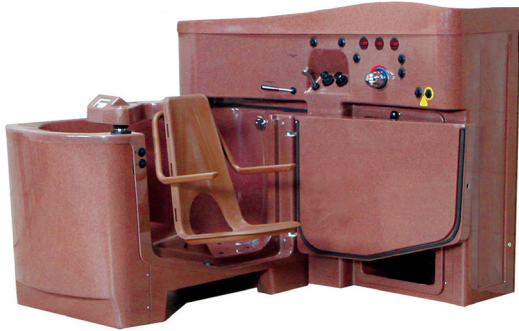


Photo: Penner Patient Care



Bathing equipment

Snapshot

Lowest priced unit: \$9,932 | **Mid-range priced unit:** \$14,702 | **Highest priced unit:** \$20,978

Typical delivery time: While some deliver within a week, expect 1 to 2 months.

Typical delivery charges:
Freight costs

Average life span of product:
Can easily hit 20 to 25 years

Standard warranty: 1 to 3 years

Extended warranty:
Up to 10 years

Average maintenance costs per year:
Keep up with warranty and maintenance possibilities offered by vendors, and remember to budget for infection control products.

Buyers Notes

- Experts recommend considering multiple options and then narrowing down actual acquisitions based on what residents are being cared for. In other words, do your homework early.
- Note that new federal requirements for enhanced person-centered care went into effect Nov. 28, 2017. Providers must now interview residents about their care preferences, such as how their hygiene is administered (shower, bath, bed-bath) and how often.
- One vendor notes that return shoppers might be surprised by the way the market has expanded feature options, easier-to-use controls, new color schemes and ancillary products.

“Our maintenance [department] wants to be consistent and go with a tub they are familiar with so operationally it’s easier for everyone. Tub design is always improving so have someone come out to demonstrate all the features so everyone understands. We also try to get three quotes.”

— Peg Stockel, VP of Operations/Administrator, Stonehill Franciscan Services, Dubuque, IA

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

Sources: Apollo, ArjoHuntleigh, Comfort Designs, MasterCare, Penner Patient Care

**For a list of vendors go to the:
EQUIPMENT section, pages 80-81
RESIDENT CARE section, page 138**