



Photo: Penner Patient Care

Bathing equipment

Snapshot

Lowest priced unit: \$10,464 | **Mid-range priced unit:** \$15,444 | **Highest priced unit:** \$22,087

Typical delivery time: Expect 1 to 2 months, some sooner

Typical delivery charges:
Freight costs

Average life span of product:
Can easily hit 15 to 30 years, depending on the system

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

- When you speak with vendors — and any of their recommended customers — be sure to ask if it enhances the caregiver's experience. This is liable to produce more candid answers than asking simply if it's easy to use or if the caregiver likes to use it.
- Investigate comfort features for residents. Some vendors promote heated seats or warm air flow, but these claims should be tested to one's satisfaction.
- Remember when planning and taking measurements that you probably need more room, as in floor space, than it first appears. Residents who need assistance walking or getting around will necessitate deliberate, safe, open-area movement.

"Make sure to buy a unit with the lifting doors — like a Lamborghini — so patients can walk right into the unit at ground level. The older units required us to hydraulically lift the patient over the walls of the unit and then lower them into the tub. This is very frightening and demoralizing."

— **Michael Ostreicher, Executive Director, Central Island Healthcare, Plainview, NY**

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

Sources: Accessibility Professionals, American Bath Group, ArjoHuntleigh, Freedom Shower, MasterCare, Penner Patient Care

**For a list of vendors go to the:
EQUIPMENT section, pages 69-70**