



Photo: Medline

Resident seating

Snapshot

Lowest priced unit: \$497 | **Mid-range priced unit:** \$765 | **Highest priced unit:** \$1,530

Typical delivery time: 4 to 8 weeks, but can be as little as 10 days with a large order.

Typical delivery charges:
Up to 15% of costs

Average life span of product:
7 to 9 years

Standard warranty:
5 years

Extended warranty:
12 years

Average maintenance costs per year: The big issue remains cleaning fabric. In some cases, providers may prefer to replace chairs.

Buyers Notes

- Chairs have widened, but it's important for residents not to feel as if they are put in the "fat person's" chair, one vendor warned.
- Millennials are starting to visit facilities with their parents, one vendor noted, and they are focusing on appearances.
- Warm orange and teal are increasingly popular colors.
- Consider the density of the foam in the seat cushion: One that is too soft will allow residents to sink.
- Exposed wood details and exposed wood elements add levels of warmth. Faux wood metal chairs that look like wood are also an option.

"In assisted living, select a chair with a high back, firm seat and armrests so residents can transfer into and out of the chair more independently. Fabrics that look like upholstery but clean easily, like vinyl, are ideal. In skilled nursing, select a recliner chair with removable parts, such as armrests, for ease of cleaning and resident care. Try to avoid seamed or porous upholstery since both make infection control and cleaning more difficult."

— Dawn Flowers-Leib, Director of Admissions, The Vincent Bove Health Center at Jefferson's Ferry

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

Sources: Basic American Medical Products, Fairfield, FlexSteel, H Contract, Holsag Canada, Open Road Furnishings, Optum, Summer Classics

**For a list of vendors go to the:
FURNITURE & FURNISHINGS section,
pages 81-82**