

32 Industry Information



Photo: Direct Supply

Overbed tables

Snapshot

Lowest priced unit: \$67

Mid-range priced unit: \$126

Highest priced unit: \$362

Typical delivery time: 2 days to 5 weeks

Typical delivery charges:

\$15 to \$30 (quantity matters)

Average life span of product:

4 to 10 years, depending on materials

Standard warranty:

Typically 1 year

Average maintenance costs per year:

Castor replacements are most common so budget \$15 per year, or replace the units outright

Buyers Notes

- These tables can really take a beating, both at the base and on the tops, so if you want to keep them in use for a long time and not shop again for a while, lean toward higher quality materials — even if the price tag is higher, advised one expert emphasizing the long view.
- Even though they seem like a simple product, be sure to give them a “test run,” one veteran cautioned. They must be compatible with room layouts, undersides of furniture and flooring surfaces.
- Inquire with staff — especially CNAs — as to what is actually used, and useful. Some of these tables come with bells and whistles that might sound good to a buyer in a benevolent mood, but might not be so helpful or practiced.
- Know when to cut losses if surfaces start to crack or become uneven, experts advise. It’s often better/safer to buy new units.

“We get really good customer service. We’re a stand-alone facility and the purchasing happens between myself and our director of environmental services. We need somebody who’s very responsive.”

— Sara Blair, Administrator, Sauer Health Care, Winona, MN

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

Sources: Direct Supply, Drive DeVilbiss Healthcare, MedViron, Open Room Furnishings

**For a list of vendors go to the:
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