



Photo: Direct Supply

## Room sets

### Snapshot

**Lowest priced unit: \$956** | **Mid-range priced unit: \$1,687** | **Highest priced unit: \$2,420**

**Typical delivery time:** 6 to 8 weeks

**Typical delivery charges:**  
Estimate 10% to 12% of product cost

**Average life span of product:**  
8 years depending on material

**Standard warranty:**  
5- to 10-year limited warranty

**Extended warranty:**  
Often “lifetime”

**Average maintenance costs per year:** Dents and chips might need a handyman’s touch — units will get nicked. Replacement castors are common needs after a while. Make sure proper cleaning solutions are used to avoid damage.

### Buyers Notes

- Investigate and test various hardware options. You have to be sure residents (and staff) can easily open and move units when they want. Are handles practical? Are there wheel (and drawer) locks available?
- Know your local and state ordinances as to necessary clearances, wall attachments and any safety stipulations.
- Plan for more mobility needs —i.e., furniture that will “travel” when needed, either in the room, or to other spaces.
- Also inquire about the availability of USB ports, whether electrical outlets will be available in certain layouts and other convenience factors.

*“You need to look at the nurse’s perspective and consider room sizes. You need to know: Will it work in this space? Sometimes, they try to put the same amount of furniture in smaller rooms, and you can’t move around. Only people who weigh about 100 pounds or can walk by themselves could fit. Usually, they don’t think about bringing in staff who have to work with it.”*

**— Abigayle Skocny, RN, Vice President of Nursing, Aldersgate Village, Topeka, KS**

*(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, Direct Supply, FlexSteel, H Contract, Open Road, Summer Classics

**For a list of vendors go to the:  
FURNITURE & FURNISHINGS section,  
pages 74-75**