Electric beds

Photo: NOA Medical

Snapshot

Highest priced unit:	$1,685
Average priced unit:	$1,259
Lowest priced unit:	$863

Pricing Trends

2012-2013: +2% to +3%
2013-2014: +2% to +3%
2014-2015: Slight decrease to flat

Typical delivery time: Around 4 to 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 15 to 20 years

Standard warranty: 3 to 5 years

Extended warranty: Not available

Average maintenance cost per year:
Maintenance mainly involves replacing parts, which can cost about $50 to $100 per year.

(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, Drive Medical, HD Supply, Med-Mizer, NOA Medical, Invacare

FROM THE FRONT LINES:
"I'm looking for quality, and something that also takes care of the caregivers. We're also obviously looking at the cost. Recently we did a test drive of two and we had the caregivers test them out. We asked residents what they thought."
Bhakti Gosalia, Executive Director, Grandview Terrace, Sun City West, AZ

Buyer Notes

• Nursing homes are moving toward wider beds that are either 39 or 42 inches across, one vendor says. Providers can choose an expandable width built into the bed of the frame that can be used with or without tools.

• Auto contour or cardiac chair positioning is becoming a standard for long-term care bed functionality and resident comfort, one vendor notes. Additionally, pressure reduction mattresses should be considered a standard option for these to help reduce pressure sores and discomfort.

• To ensure product functionality and durability, buy beds in person rather than based merely on catalog descriptions. Look for designs that are maintenance-free and have a longer warranty.

• Consider incorporating color coordination and design to help furniture look more home-like and less institutional.