

## Resident seating



Photo: Kwalu

### Snapshot

<b>Highest priced unit:</b>	\$1,149
<b>Average priced unit:</b>	\$724
<b>Lowest priced unit:</b>	\$425

### Pricing Trends

2012-2013: +3% to +5%

2013-2014: +4% to +5%

2014-2015: +4%

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

**Typical delivery charges:** Varies by location

**Average life span of product:** 8 years

**Standard warranty:** 7 years

**Extended warranty:** Up to 10 years

**Average maintenance cost per year:**  
Little, except when fabric becomes damaged

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

*Sources: Akin, Basic American Medical Products, CoolTree, Community Living Solutions, Crest Healthcare Supply, Direct Supply Aptura, DuraCare Seating, H Contract, Howard Miller, Fairfield Contract, FlexSteel, Kwalu*

### FROM THE FRONT LINES:

"It needs to be comfortable for the senior resident. I'm looking at the length and width of the chair and what kinds of arms there are. I need something to help them get up. I've noticed a lot of chairs have wheels on them, which is not always the best for our residents. They end up backing the chair up as they sit down."

Kathy Tremble, RN, BS, LNHA, Emeritus Senior Living Senior Quality and Risk Management Consultant, Naples, FL

### Buyer Notes

- One new popular feature on some chairs is an electrical outlet, so that residents can charge their smartphones, tablets or other electronic devices.
- Durability is a top concern, especially with fabric. Most fabrics should require only mild soap and water.
- Buyers should ask about foam density, as it will change the comfort level for the user.
- Ask if the chair is a "statement piece" or a "supporting piece" in the resident's room. Shop accordingly.
- Providers continue to move away from traditional chairs into transitional or modern models, with more saying "I want something with more style," according to one sales manager.
- Make sure to have residents test sample chairs. Product choices should reflect acuity level at the facility.

**For a list of vendors go to the:  
FURNISHINGS & FURNITURE section,  
pages 102-105**