

# Bathing equipment

## Snapshot

Highest priced unit:	\$18,725
Average priced unit:	\$14,500
Lowest priced unit:	\$9,725

### Pricing Trends

2007-2008: +2%

2008-09: +5%

2010: +3%

**Typical delivery time:** Ranges from 4 to 8 weeks

**Typical delivery charges:** Freight, varies depending on location

**Average life span of product:** 10 years

**Standard warranty:** 1 to 3 years

**Extended warranty:** Typically none

**Average maintenance cost per year:**  
Cleaning costs, such as soaps, de-foaming agents, and extra attachments

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

*Sources: Apollo Corporation, ArjoHuntleigh, Invacare Continuing Care Group, Penner Manufacturing*



Photo: Penner Manufacturing

### FROM THE FRONT LINES:

**"You have to take your resident population into account, and what makes them feel safe and secure."**

Laura R. Morrell, Administrator, Prairie Rose Health Care Center, Pana, IL

## Buyer Notes

- If you're not comfortable with the look of a certain unit, keep searching. Vendors are aware that providers (and their residents) want a variety of choices, and with a non-institutional feel. "A tub is not a tub is not a tub," noted one vendor wryly.
- Experts and veteran buyers emphasize not to skimp on researching how residents will enter and leave the bathing area. And don't forget to consider employees' roles in getting residents in and out. Will they fare well?

**For a list of vendors go to the:  
EQUIPMENT section, pages 83-103**