

## Resident seating



Photo: Kwalu

### Snapshot

Highest priced unit:	\$600
Average priced unit:	\$500
Lowest priced unit:	\$325

### Pricing Trends

2006-2007: +3% to 5%

2007-2008: +3% to 5%

2009 projection: +3% to 5%

**Typical delivery time:** Varies from 10 days to 8 weeks

**Typical delivery charges:** Freight costs

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

**Standard warranty:** 2 years

**Extended warranty:** Not available

**Average maintenance cost per year:**  
Cleaning costs

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

Source: Invacare Continuing Care Group, Kwalu, Wieland, M.C. Healthcare Products

### FROM THE FRONT LINES:

"[I look for] something that's up high where [a resident] can get out of it, is resistant to incontinence, and pressure-reducing."

Lela Williams, Director of Nursing, McMahon-Tomlinson Nursing Center, Lawton, OK

### Buyer Notes

- A new federal "quality-of-life" guideline requires nursing homes to create a more homelike environment. This guideline could lead to the return of the resident room chair, an industry expert said. Many facilities have taken chairs out of resident rooms and replaced them with visitor or other kinds of chairs.
- Reimbursement changes have held facilities back from making purchases. Still, there are good reasons to invest in room chairs. Providing a chair with a durable fabric, such as Crypton®, or Gore-Tex®, will last longer. Materials should be strong enough to absorb odors and be easy to clean.
- Chair prices have increased as a result of the rise in petroleum costs. The costs of laminates and foam have grown significantly.

**For a list of vendors go to the:  
FURNISHINGS & FURNITURE section,  
pages 104-112**