

Room sets



Photo: Invacare Continuing Care Group

Snapshot

Highest priced unit:	\$1,000
Average priced unit:	\$800
Lowest priced unit:	\$700

Pricing Trends

2007-2008: +2 to +3%

2008-2009: Flat to +3%

2010 projection: Flat to +5%

Typical delivery time: About 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 10 years

Standard warranty: 10 years

Extended warranty: Not available

Average maintenance cost per year:
Routine cleaning, minor parts upkeep

(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,
M.C. Healthcare Products, Kwalu, AmFab

FROM THE FRONT LINES:

"In Missouri, they've changed some of the regs. It's more toward culture change. We look at things that are different in each room. We don't want the furniture to look like the furniture in every other room. We get the bed, a dresser, a nightstand and lamp in each room. We like to put chairs in there when they can, [such as] a reclining rocker chair."

Jennifer Bakken, Nurse Supervisor, Pleasant Valley Manor, West Plains, MO

Buyer Notes

- The introduction in June 2009 of guidance focusing on resident quality of life will affect how long-term care facilities choose their case goods. Providers likely will want to vary the type of case goods they use in each room to accommodate individuals' preferences, one expert said. That could mean facilities buy fewer case goods in bulk.
- At least one company has seen an increase in requests for custom designs. Facilities are looking for custom built-ins for corners, closets, etc.
- The top priority for long-term care companies is durability, followed by style and price, according one industry veteran.
- A new regulation in California is forcing case-good companies in the state to examine the amount of formaldehyde emissions that their products emit. Such a regulation could eventually have a nationwide impact, according to a manufacturer's representative in California.

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