

Bathing equipment



Photo: Penner Patient Care

Snapshot

Highest priced unit:	\$16,100
Mid-range priced unit:	\$10,571
Lowest priced unit:	\$6,850

Pricing Trends

2013-2014: +4%
2014-2015: +3% to +4%
2015-2016: +2%

Typical delivery time: Up to 10 weeks, but can be as short as five days.

Typical delivery charges: Cost of freight

Average life span of product: Up to 25 years

Standard warranty: 1 to 3 years

Extended warranty: Up to 10 years

Average maintenance cost per year: Budget for infection control products.

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

Sources: Apollo, ArjoHuntleigh, Best Bath Systems, MasterCare, Penner Patient Care, Pressalit, Rane

FROM THE FRONT LINES:

“Look for something user-friendly and somewhat home-like. If it’s institutional-looking and you take a 75- to 80-year-old to get into it, it’s going to be jarring. And you want to have the bathing unit fit the center, so it’s more spa-like than institutional. Also, if you’re the aide and you have to use the spa unit, you want to give it a test run [before purchasing].”

Cara Schuster, Corporate Director of Clinical and Process Improvement, The Ohio Masonic Home, Springfield, OH

Buyer Notes

- Cost varies tremendously depending on the unit and size.
- Ask how quickly the bath will fill up, and how the hot and cold faucets are installed.
- There should be a lot of questions asked about infection control, such as how the drainage system is set up. Also make sure to ask if there is a weight limit.
- Many architects will design new facilities with adjustable bars and chairs, one vendor pointed out.
- Using car wax can help the bath shine, one vendor noted.

**For a list of vendors go to the:
EQUIPMENT section, pages 79-81, 88
RESIDENT CARE section, page 138**