

Electric beds



Photo: NOA Medical

Snapshot

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|-------------------------------|---------|
| Highest priced unit: | \$1,700 |
| Mid-range priced unit: | \$1,150 |
| Lowest priced unit: | \$600 |

Pricing Trends

2013-2014: +2% to +3%

2014-2015: Slight decrease to flat

2015-2016: Slight decrease to flat

Typical delivery time: Around 4 to 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 10 to 15 years

Standard warranty: 3 to 10 years

Extended warranty: Not available

Average maintenance cost per year:

Maintenance mainly involves replacement parts and labor costs, around \$50 to \$100 per year.

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

Sources: Basic American Medical Products, HD Supply, Invacare, Medline, NOA Medical

FROM THE FRONT LINES:

"Keep in mind the beds' adjustable components. For taking care of bariatric residents, they have beds where it can be the regular bed and then adjust to be a bariatric width. Also, there are new beds that go from a lying position to a sitting position, so you don't always have to transfer a resident to a chair."

Pam Reed, LNHA, CDP, Chief Executive Officer, Waynesboro Health & Rehabilitation Center, Waynesboro, TN

Buyer Notes

- Take emergency preparedness into account when bed shopping. Beds should be able to be wheeled through a doorway in emergency situations, and be approved as a transport device.
- Some vendors offer pre-stock programs, which offer popular models and styles of beds with the possibility of next-day delivery, depending on location.
- More buyers are opting for bariatric beds, which provide increased safety and comfort for extremely heavy residents. For those residents coming from a queen- or king-sized bed at home, a 37-inch bed can often be too cramped and uncomfortable.
- Staying aware of industry trends, like expandable beds, is key to making sure a bed will meet the facility's and residents' needs for years without becoming outdated.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 91-92**