

# Electric beds



Photo: Hertz Supply Company

## Snapshot

<b>Highest priced unit:</b>	\$2,625
<b>Average priced unit:</b>	\$1,575
<b>Lowest priced unit:</b>	\$1,250

## Pricing Trends

2007-2008: +3% to +5%

2008-2009: +3% to +3%

2009-2010: +3% 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: NOA Medical, M.C. Healthcare Products, Invacare Continuing Care Group, Hertz Supply Company*

## FROM THE FRONT LINES:

“When looking for electric beds, the focus is on weight and mobility for ease of movement and to reduce possible injuries; size and homelike design for the comfort of the patient; and safety. They must meet regulations for life safety and be ergonomically sound. Last, but not least, they must be cost-efficient while supplying all other accommodations.”

Kimberly Goodwin, MDS Coordinator, Hallmark House Nursing Center, Pekin, IL

## Buyer Notes

- Low beds continue to be popular, one vendor said, as part of the trend toward more homelike design in long-term care facilities. Beds that look more homelike can be a marketing advantage, some providers believe.
- Electric beds dominate bed sales because they are safer to handle for caregivers. Non-electric beds have become a dinosaur among furniture in long-term care.
- More bed options than ever before are available, including integrated battery back-up, bed-exit alerts and adjustable bed-length extensions.
- Technology allows some beds to transition so the occupant can stand up and walk away. This development is especially helpful in a short-term therapy environment, one vendor said.

**For a list of vendors go to the:  
FURNISHINGS & FURNITURE section, page 99**