

## Electric beds



Photo: Invacare Continuing Care Group

### Snapshot

<b>Highest priced unit:</b>	\$2,150
<b>Average priced unit:</b>	\$1,700
<b>Lowest priced unit:</b>	\$1,188

### Pricing Trends

2008-2009: +3%  
2009-2010: +3% to +5%  
2010-2011: +2% to +3%

**Typical delivery time:** Around 5 to 6 weeks

**Typical delivery charges:** Varies by location

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

**Standard warranty:** 3 years

**Extended warranty:** Not available

**Average maintenance cost per year:**  
Cleaning and parts, the most common of which are the hand controls, which cost \$60 to \$180.

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

*Source: Crest Healthcare Supply, Hertz Supply Company, Invacare Continuing Care Group, NOA Medical*

### FROM THE FRONT LINES:

"It depends on the unit in our facility, but the number one ability we look for in a bed is for it to go all the way to the floor. We also look for the colors available for headboards and footboards. We ask, 'Is the frame smooth and free of any rough edges?' We are on a bed replacement plan over the next four years. We are not replacing any parts — if one of the old beds needs parts, we do not have and it cannot be repaired, it is being replaced with a new bed."

Patricia Eltringham, RN, BSBM, Director of Nursing, Harrison Senior Living, Christiana, PA

### Buyer Notes

- The trend toward electric low beds continues. Beds also have more functions than ever before, such as autocontouring and positioning.
- Responding to the rise in heavier patients, some companies have been creating beds with heavier weight limits and adjustable frames (up to 42 inches wide).
- It's tempting to push the life span of a bed, but when budgeting, consider the cost of replacing parts, such as new hand controls or a new motor.
- Don't forget to look at rails. It's important to read recommendations from the Food and Drug Administration to eliminate confusion over what is allowed.

**For a list of vendors go to the:  
FURNISHINGS & FURNITURE section, page 89**