

Electric beds



Photos: NOA Medical

Snapshot

Highest priced unit:	\$2,225
Average priced unit:	\$1,750
Lowest priced unit:	\$1,215

Pricing Trends

2010-2010: +2% to +3%

2011-2012: +2% to +3%

2012-2013: +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:

It's important to consider parts, the most common of which are the hand controls, which can 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, Invacare Continuing Care Group, NOA Medical

FROM THE FRONT LINES:

"We recently purchased beds company-wide. We had the different companies come to the resource center and then we had a group of our caregivers choose what would work best for them. A big factor was how low the bed would go, as well as how long they would guarantee the motor."

Lori A. Marsden, Director of Operations, Country Villa Health Services, Los Angeles

Buyer Notes

- Fall prevention is one of the top issues to consider when purchasing new beds. Side rails and a floor mat decreases the chance of injury to a patient. Anything a facility can do to prevent a fall is likely worth the initial expense.
- The rise in purchases of bariatric beds continues. Corresponding to the rise in heavier patients, some companies have been creating beds with heavier weight limits (some up to 800 pounds) and adjustable frames (up to 42 inches wide).
- Accessories are offered from many vendors, and include items such as a bed extender or a battery backup.

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