

Alternating-pressure mattresses



Photo: Invacare

Snapshot

Highest priced unit:	\$2,720
Average priced unit:	\$1,620
Lowest priced unit:	\$716

Pricing Trends

2012-2013: + 3%
2013-2014: Flat to +3%
2014-2015: Flat

Typical delivery time: 3 to 7 days

Typical delivery charges: Cost of freight

Average life span of product: 3 to 10 years

Standard warranty: 1 to 5 years

Extended warranty: up to 15 years

Average maintenance cost per year: Less than \$50 to \$200

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

Sources: Alternating.com, American Medical Equipment, Invacare, Moxi, NOA Medical, Primus, Sizewise, Wellsense MAP, WheelsUnlimited.com

FROM THE FRONT LINES:

"We look at different vendors. We lie on mattresses. Try them out. It's only a snapshot in time, but if it's good enough for us, that's a sign it should be good enough for our residents. With some mattresses, especially for hospice, residents can easily slide off. It should prevent pressure ulcers, but be safe and comfortable."

Andrea Rathbone, MHSA, Administrator, D'Youville Senior Care, Lowell, MA

Buyer Notes

- Warranty has been a bigger issue lately. Some companies promote 15-year warranties, but they have many limitations. Besides, a provider might not keep a mattress that long. Buyers should look closely at warranty fine print.
- Providers should look for mattresses with a firm edge of support to prevent falls, one vendor emphasizes.
- Many domestic vendors say that lower-cost products from China are hitting the market. They say that buying a premium mattress could lead to more cost-effective resident service, as well as fewer replacements and repairs.
- Look into novel technologies some companies are offering to control moisture as well as pressure, one vendor urges.

**For a list of vendors go to the:
RESIDENT CARE section, pages 148, 165-166,
175-176**