

Bathing equipment

Snapshot

Highest priced unit:	\$24,187
Average priced unit:	\$17,172
Lowest priced unit:	\$10,158

Pricing Trends

2012-2013: +4%
2013-2014: +4%
2014-2015: +3% to +4%

Typical delivery time: Varies, 1 to 2 months

Typical delivery charges: Cost of freight

Average life span of product: 10 to 20 years

Standard warranty: 2 to 5 years

Extended warranty: Varies greatly

Average maintenance cost per year: Varies, usually under \$100

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

Sources: Apollo, Best Bath Systems, Carex, MasterCare, Penner, Pressalit, Rane, SwimEx



Photo: Penner Manufacturing

FROM THE FRONT LINES:

“Resident satisfaction and comfort are benefits of an advanced bathing system, definitely — not just infection control. We’re a CCRC, so we have temporary residents after a hip or knee replacement. I had a resident who transferred back to independent living, and she said she would pay to come back for a bubble bath weekly.”

William H. Blackwell, Vice President Health Services, Westminster Canterbury Richmond, Richmond, VA

Buyer Notes

- Preventive maintenance is important, so consider how easily a system will be cared for, one vendor advises. Some products can last a decade or longer with proper upkeep. If there’s a costly maintenance agreement, it may be worthwhile to continue shopping around.
- A bathing area that can be used in marketing is becoming essential, many agree. The tub is only one aspect, with many facilities renovating the whole area to be more spa-like.
- Having a transfer system that is integrated into the bathing system might be the most important thing to consider, says one vendor. Another notes that providers increasingly are interested in reclining tubs and U.S.-made products.

**For a list of vendors go to the:
EQUIPMENT section, pages 83-85, 94
RESIDENT CARE section, page 151, 152**