

Electric beds



Photo: Hertz Supply Company

Snapshot

Highest priced unit:	\$2,500
Average priced unit:	\$1,500
Lowest priced unit:	\$1,200

Pricing Trends

2007-2008: +3% to 5%

2008-2009: +5%

2010 production: Flat to +3%

Typical delivery time: From a few days to 8 weeks

Typical delivery charges: Varies depending on quantity and location

Average life span of product: 10 to 15 years

Percent vendor installed: About 50%

Standard warranty: 2 years

Extended warranty: Not available

Average maintenance cost per year:
Variable for parts and labor

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

Sources: Invacare Continuing Care Group, Hertz Supply Company, NOA Medical, M.C. Healthcare Products

FROM THE FRONT LINES:

"[I look for] something that's easy, very accessible, something you can wipe down with the proper chemicals and that works—and locks securely. Some electric beds, once you raise them up, they unlock. That increases risk. It needs to lock, even in the high position."

Joyce Edmonds, Director of Clinical Services, Envoy of Lawrenceville, Lawrenceville, VA

Buyer Notes

- The trend is continuing toward making electric beds look more homelike and less institutional. A softer look might include the placement of wood strips on the side of the bed, for example.
- The so-called "low bed" is growing in popularity as states have called for the elimination of side safety rails, one expert said. The bed's lowest position drops to eight inches above the floor and can rise to as high as 30 inches.
- Bed prices will continue to rise as a result of the increasing cost of raw materials, transportation and energy.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 104-112**