

Resident seating



Photo: Kwalu

Snapshot

Highest priced unit:	\$443
Mid-range priced unit:	\$345
Lowest priced unit:	\$247

Pricing Trends

2013-2014: +4% to +5%

2014-2015: +4%

2015-2016: +2% to +4%

Typical delivery time: The biggest delay relates to fabric, generally 4 to 6 weeks; but could be up to 12 weeks.

Typical delivery charges: Ask whether price includes service.

Average life span of product: 11 years

Standard warranty: 11 years

Extended warranty: Lifetime

Average maintenance cost per year:
Little, except when fabric becomes damaged

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

Sources: Akin, Basic American Medical Products, CoolTree, DuraCare Seating, H Contract, HD Supply, Invacare, Kwalu, three: living architecture

FROM THE FRONT LINES:

"I look at comfort and functionality, such as the depth. Providers should consider stability for safety, whether the chair is easily washable, and whether it has flame-retardant certification. Also, consider how easy it is to clean around or under the chair."

Kate Shepard, MBA, LNHA, Executive Director
Reformed Church Home, Old Bridge, NJ

Buyer Notes

- There is an emphasis toward ergonomics in seating, and an increasing number of products being offered. Providers are moving toward transitional models.
- Clean lines, firm cushions and removable seats are all important in long-term care settings.
- More residents want chairs with a cushion option to support their iPads or laptops.
- Recliners are still popular (and more expensive), but more facilities are moving away from high-back chairs and bulky chairs. Fewer are purchasing bariatric seating products, as residents don't want to be put in the "fat guy" chair.
- Metal frames are increasingly popular over wood frames, and durability is considered as important as price.
- Ask about delivery, and whether the facility needs to have a lift-gate truck. Evaluate the total cost, and be careful when unpackaging.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 95-98**