

Bathing equipment

PURCHASING
REPORT

Snapshot

Highest priced unit:	\$19,286
Average priced unit:	\$14,935
Lowest priced unit:	\$10,016

Pricing Trends

2007-2008: +2%
2008-2009: +5%
2009-2010: +3%

Typical delivery time: Ranges from 1 to 2 months

Typical delivery charges: The cost of freight

Average life span of product: 10 years

Standard warranty: 1 to 3 years

Extended warranty: Typically none

Average maintenance cost per year:
Extra attachments, soaps, de-foaming agents and other cleaning needs

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

Source: Penner Manufacturing, Invacare Continuing Care Group, ArjoHuntleigh, Apollo Corporation, AliMed



Photo: Penner Manufacturing

FROM THE FRONT LINES:

“You need to know that if you call the company, you can get service, and from somebody who knows the product. And that it will be there years later. You have to be able to get something the residents can get in and out of. It also has to be able to be cleaned easily, using infection control.”

Janet Cinadr, RN, MSN, Director of Nursing, Regina Health Center, Richfield, OH

Buyer Notes

- Get something with good auto-filling capabilities so that caregivers can multitask during bathing preparation time.
- Make sure you purchase a unit that is ergonomically sound for your staff members. Federal regulations (from OSHA) outline appropriate techniques. Many experts recommend height-adjustable baths to ease stress and strain on caregivers.
- Buy the right bathing unit for your needs. This could mean purchasing more than one kind of unit to accommodate your shifting resident base.

**For a list of vendors go to the:
EQUIPMENT section, pages 79-81**