

# Overbed tables



Photo: Space Tables

## Snapshot

<b>Highest priced unit:</b>	\$525
<b>Average priced unit:</b>	\$210
<b>Lowest priced unit:</b>	\$85

## Pricing Trends

2007-2008:	+4%
2008-2009:	Flat to +3%
2009-2010:	Flat to +5%

**Typical delivery time:** About 6 weeks

**Typical delivery charges:** Varies by location

**Average life span of product:** 10 years

**Standard warranty:** 10 years

**Extended warranty:** Not available

**Average maintenance cost per year:**  
Routine cleaning, minor parts upkeep

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

Source: Space Tables, M.C. Healthcare, Kwalu, AmFab

## FROM THE FRONT LINES:

"Think about how low the overbed table can go to accompany the height of a low bed. Think about many beds you have that go down low. That will give you an idea of how many [overbed tables] you will buy that will go down to that height."

Diana Waugh, Long-Term Care Consultant, Waterville, OH

## Buyer Notes

- Most long-term care facilities buy lower-end models, one vendor said, because of the low price. Some also continue to ask for vanity drawers, which can cost about \$40 extra.
- One vendor suggests that long-term care providers pay a little extra to purchase the more heavy-duty tables because they hold up better over time. These have a thicker column and can hold more weight. This helps as visitors tend to lean on the tables or even try to sit on them. Facilities that need fewer overbed tables are buying the more durable ones, the vendor noted.
- More providers are purchasing the "C" base versus the "H" base in overbed tables, a vendor said. The reason is the "C" base allows residents to use the tables while they are seated in chairs; they also can move themselves close to them.

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