

# Alternating-pressure mattresses



Photo: Keen Mobility

## Snapshot

<b>Highest priced unit:</b>	\$3,500
<b>Average priced unit:</b>	\$1,650
<b>Lowest priced unit:</b>	\$867

## Pricing Trends

2008-2009: Flat to +1%

2009-2010: Flat to -1%

2010-2011: +2% to + 3%

**Typical delivery time:** 3 to 7 days

**Typical delivery charges:** \$35 or more

**Average life span of product:** 3 to 5 years

**Standard warranty:** Mattresses 2 years, pumps 1 year

**Extended warranty:** Not typically available

**Average maintenance cost per year:**  
Light cleaning and \$2 filters are typical

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

*Sources: Direct Supply, Gaymar, Invacare Continuing Care, Joerns, Keen Mobility, Moxi, Span America*

## FROM THE FRONT LINES:

"You really have to look at the warranty. Some are only two years on the mattress and one year on the pump. We got two or three years on the pump and five years on the mattress. A number of years ago, we got a top-of-the-line mattress that performed well, but when it broke down after the warranties were out, the expenses to fix it were phenomenal."

Janet M. Kline, RN, Clinical Director, Gracedale Northampton County Nursing Home, Nazareth, PA

## Buyer Notes

- Experts recommend having some sort of static perimeter edge. Otherwise, as a mattress loses air (or in the event of a power loss), the resident could roll toward the edge and essentially be "pushed off." This can be in addition to border bolsters, which have become must-haves.
- Many users prefer modular mattresses. Then, if one section fails, the entire mattress doesn't have to be replaced.
- Vendors said they're mindful of providers' reimbursement struggles and are trying to holding prices steady accordingly. Tight budgets have driven more rentals lately.

**For a list of vendors go to the:  
RESIDENT CARE section, page 144**