

Bathing equipment

 PURCHASING
 REPORT


Photo: Penner Manufacturing

Snapshot

Highest priced unit:	\$20,000
Average priced unit:	\$12,500
Lowest priced unit:	\$7,000

Pricing Trends

2008-2009: +5%
 2009-2010: +5%
 2010-2011: +4%

Typical delivery time: Varies, 1 to 2 months

Typical delivery charges: Cost of freight

Average life span of product: 10 to 20 years

Standard warranty: 2 to 4 years

Extended warranty: Varies greatly

Average maintenance cost per year: Usually under \$100

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

Sources: AliMed, Arjo-Huntleigh, Direct Supply, Mastercare, Penner Manufacturing, TR Equipment)

FROM THE FRONT LINES:

"We like spa tubs because they are very therapeutic for elders' skin health. They enjoy it and find it calming and relaxing. Cleanability is also important."

Alan Brown, Chief Operating Officer, Methodist Senior Services, Tupelo, MS

Buyer Notes

- Buy a bathing unit for your greatest level of need; otherwise, you will incur significant costs later if you don't have the accessories and equipment that you need.
- The industry is trending away from whirlpools and toward the air spa, one dealer noted. Many believe they are easier to clean and disinfect.
- Some operators are being more proactive about using bathing environments as a marketing tool. Luxury accessories can include nicer tiling, heated towel racks, etc. to create a "bathing experience."

**For a list of vendors go to the:
 EQUIPMENT section, pages 73-75,84**