



Photo: Penner Patient Care

Bathing equipment

Snapshot

Lowest priced unit: \$6,987 | **Mid-range priced unit:** \$10,782 | **Highest priced unit:** \$16,442

Pricing Trends 2014-2015: +3 to +4% | 2015-2016: +2% | 2016-2017: +3%

Typical delivery time: Up to 10 weeks; some may deliver in less than a week

Typical delivery charges:
Cost of freight

Average life span of product:
Up to 25 years

Standard warranty: 1 to 3 years

Extended warranty:
Up to 10 years

Average maintenance costs per year: Budget for infection control products.

Buyers Notes

- Ask what features are available to prevent infections, how often the unit should be cleaned and how long the tub takes to fill and drain.
- Temperature controls should be easy for everyone to use, even for a resident with arthritic fingers.
- Choose a unit that can be upgraded and customized as residents' needs change, as well as one that is compatible with your facility's plumbing and hot water systems.

"We all look at price, but I look at service when we purchase bathing equipment. Service is more important to me. I'd rather spend a little more money to have access to parts, someone to call and good customer service."

— **Joseph Townsend, Executive Director, Woldenberg Village, New Orleans**

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

Sources: Apollo, ArjoHuntleigh, Best Bath Systems, MasterCare, Penner Patient Care, Pressalit, Rane

**For a list of vendors go to the:
EQUIPMENT section, pages 83-85
RESIDENT CARE section, page 142**