

Bathing equipment

Snapshot

Highest priced unit:	\$20,800
Average priced unit:	\$13,000
Lowest priced unit:	\$7,280

Pricing Trends

2010-2011: +4%

2011-2012: +4%

2012-2013: +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, Invacare Continuing Care Group, Mastercare, Penner Manufacturing, TR Equipment



Photo: Penner Manufacturing

FROM THE FRONT LINES:

“Our residents prefer walk-in whirlpool tubs, but tubs with a small step worry me. We use a lot of essential oils for bathing and it would be nice to have a diffuser in the tubs. Music is also very important [part of bathing] for the art of distraction for our residents suffering from dementia.”

Leslie Pedtke, Administrator, Aviston Countryside Manor, Aviston, IL

Buyer Notes

- The biggest trend in bathing equipment remains creating a homelike environment for the resident, one industry veteran said.
- Forward-thinking nursing homes recognize that having a luxurious bathing area can give them a marketing advantage. Baby boomers are more accustomed to a spa-like environment, and vendors are responding.
- At the same time, the uncertain reimbursement climate has caused some providers to take a wait-and-see approach when it comes to upgrading their bathing facilities with new equipment.

**For a list of vendors go to the:
EQUIPMENT section, pages 75-77, 86-87**