

## Resident seating



Photo: Kwalu

### Snapshot

<b>Highest priced unit:</b>	\$1,050
<b>Average priced unit:</b>	\$718
<b>Lowest priced unit:</b>	\$365

### Pricing Trends

2010-2011: +3% to +5%

2011-2012: +3% to +5%

2012-2013: +3% to +5%

**Typical delivery time:** 5 to 6 weeks

**Typical delivery charges:** Varies by location

**Average life span of product:** 9 years

**Standard warranty:** 8 years

**Extended warranty:** Not available

**Average maintenance cost per year:**  
Routine cleaning; those purchasing recliners should look at cost of replacing parts.

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

*Source: Direct Supply, Fairfield Chair, Invacare Continuing Care Group, Kwalu, RLPS Architects*

### FROM THE FRONT LINES:

"When buying chairs for rooms, I look first for the height of the seat so that the resident is able to sit down and rise easily. I want the chair to look like something that the resident might have in their home, yet I want the fabric to be durable."

Janet S. Dykstra, MS, RN, RAC-CT, CDONA/LTC, Director of Nursing, Wilson Health Care Center, Gaithersburg, MD

### Buyer Notes

- Even for independent living residents, chairs with very low seats may require the resident to receive assistance in rising.
- The arms of the chair should be placed in a way that users can leverage themselves and push up to a standing or sitting position. The back of the chair should not be too far away, as that can also cause difficulty in rising.
- Recliners continue to be popular, both for comfort and the ability to let residents raise their legs. Additionally, some residents or family members may prefer to sleep in the recliner than a bed or cot. However, some providers feel recliners are more likely to break, and thus buyers should closely examine the warranty and availability of new mechanical parts.

**For a list of vendors go to the:  
FURNISHINGS & FURNITURE section,  
pages 97-99**