

# Bathing equipment

## Snapshot

|                             |          |
|-----------------------------|----------|
| <b>Highest priced unit:</b> | \$23,483 |
| <b>Average priced unit:</b> | \$15,505 |
| <b>Lowest priced unit:</b>  | \$9,768  |

## Pricing Trends

|                |
|----------------|
| 2011-2012: +4% |
| 2012-2013: +4% |
| 2013-2014: +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 5 years

**Extended warranty:** Varies greatly

**Average maintenance cost per year:** Varies, 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: Apollo, Best Bath Systems, Carex, MasterCare, Penner, Pressalit, Swimex*



Photo: Penner Manufacturing

## FROM THE FRONT LINES:

“One of our most welcomed improvements has been our jetted spa tubs with a cut-out door. It certainly lends itself to the more hospitality-driven model and isn’t simply a utilitarian version of a tub that screams institutional.”

Courtney Malengo, Director of Public Relations, National Lutheran Communities & Services, Rockville, MD

## Buyer Notes

- Customization is the order of the day, one dealer says. Modifications include grab bars in strategic places and equipping the tub with wheels to qualify for certain Medicare/Medicaid reimbursements.
- More providers are asking residents for input on what type of bathing experience they desire, according to one vendor.
- Stylish design continues to gain importance, and this goes for every piece of bathing equipment. Bath and shower seats with touches like aluminum legs are popular, in some quarters. For showers, trench drains are becoming preferred.
- Providers are looking at the behavioral benefits of bathing as Alzheimer’s becomes more prevalent. Whirlpool tubs can help with sundowning residents.

**For a list of vendors go to the:  
EQUIPMENT section, pages 84-86, 96**