

Resident seating



Photo: Kwalu

Snapshot

Highest priced unit:	\$922
Average priced unit:	\$597
Lowest priced unit:	\$394

Pricing Trends

2011-2012:	+3% to +5%
2012-2013:	+3% to +5%
2013-2014:	+4% to +5%

Typical delivery time: 5 to 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 8 years

Standard warranty: 7 years

Extended warranty: Up to 10 years

Average maintenance cost per year:
Minimal, although there may be a need to replace casters.

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

Sources: Basic American Medical Products, CoolTree, Community Living Solutions, Crest Healthcare Supply, Direct Supply Aptura, DuraCare Seating, Howard Miller, Kwalu

FROM THE FRONT LINES:

"We installed rocker chairs in our memory support units. In resident rooms, we were looking at the durability of a frame and if it holds up well. We are getting a lot of requests for recliners, and in private rooms we are testing a recliner chair. You need to be conscious of the weight limit. You want a wide enough seat, and the arms on the chairs are important, as residents need to be able to push up."

Nicole Frazier, Vice President of Community Improvements, PruittHealth, Norcross, GA

Buyer Notes

- The biggest difference in cost is based around whether to purchase a recliner, which can easily start at \$1,000.
- Many providers are considering aluminum or metal frames, which can be more durable than wood, especially if wheelchairs or other devices might dent the chair. Providers might want to consider whether a chair can be recycled, especially if there is a nearby scrap metal yard that will pay for metal frames.
- Fabric should be a high consideration. Most providers are looking for a chair that has antimicrobial properties to beef up infection control. Additionally, fabric on backorder may slow down delivery. "Nobody's stocking fabric anymore," one vendor noted.
- Providers should ask whether the chairs can be stacked. They should also invite a resident to test out the chair for comfort, one expert advised.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 106-108**