Room sets

Photo: Kwalu

Snapshot

Highest priced unit:	$2,168
Average priced unit:	$1,721
Lowest priced unit:	$1,334

Pricing Trends

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

Typical delivery time: 4 to 5 weeks

Typical delivery charges: 10% to 15% of costs

Average life span of product: 9 years

Standard warranty: 6 years

Extended warranty: 10 years

Average maintenance cost per year:
Depends on use, but cleaning and occasionally handles or 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, Community Living Solutions, Direct Supply Aptura, Howard Miller, Kwalu, Medline

FROM THE FRONT LINES:
"We recognize that being in a skilled nursing facility may require a period of adjustment, so we strive to create the most serene environment that we can, from the décor to the furniture. The environment aims to promote comfort and safety for the residents, while maintaining a home-like atmosphere. Ergonomically designed furniture is provided to promote independence and mobility while maintaining safety."
Arlene Latimer, Director of Clinical Services, Center For Nursing and Rehabilitation (CenterLight Health System), Brooklyn, NY

Buyer Notes

• The modern and contemporary look is back in, stakeholders say, although providers are still looking for residential styles that will not appear dated over the next decade.

• Darker colors, such as walnut, are considered by many to be fashionable and classy for resident rooms.

• Ask about different finishes. Every room can be different, which can encourage a vision of individualized care. A vendor should be able to customize handles or other elements.

• It is important to consider the height of items: nightstands must be in line with the bed, and drawers should be accessible for residents in wheelchairs.