

Resident seating



Photo: HD Supply

Snapshot

Highest priced unit:	\$550
Average priced unit:	\$425
Lowest priced unit:	\$300

Pricing Trends

2006-2007: +3% to +5%

2007-2008: Flat

2009 projection: +3% to +5%

Typical delivery time:

Varies from 10 days to 8 weeks

Typical delivery charges: Freight costs

Average life span of product: 10 years

Standard warranty: 2 years

Extended warranty: Not available

Average maintenance cost per year:
Cleaning costs

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

Sources: American of Martinsville, Care Group, HD Supply, Invacare Continuing Care Group, M.C. Healthcare, Space Tables, Stanley-Senior Technologies, Wieland, Kwalu

FROM THE FRONT LINES:

"I don't see anyone measuring chairs for appropriate height. The best fall prevention in the whole world is three right angles: hips, knees, and ankles ... It's as stable as it can be."

Diana Waugh, Long-term Care Consultant and Speaker, Waterville, OH

Buyer Notes

- The emphasis on creating products for a homelike setting continues. Providers have a wide variety of styles of chairs, as well as fabrics, to choose from, compared with several years ago, experts in the field say.
- Materials today are more advanced to offer durability as well as style. Crypton® and Gore-Tex® are two of the better-known lines offering resilient products.
- The transitional style—a bridge between contemporary and traditional—continues as the trend in furniture design.
- Be careful about the company you buy from. Some companies may have the latest styles but are not up to date on the needs of the elderly. Chairs with lumbar support are becoming more popular.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section, page 115-117**