

Room sets



Photo: Hill-Rom

Snapshot

Highest priced unit:	\$1,000
Average priced unit:	\$740
Lowest priced unit:	\$530

Pricing Trends

2006-2007: +4%
2007-2008: +5%
2009 projection: +5%

Typical delivery time: 8 weeks

Typical delivery charges: Freight costs

Average life span of product: 10 years

Standard warranty: 5 years

Extended warranty: Not available

Average maintenance cost per year:
Routine cleaning, minor parts upkeep

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

Sources: Hill-Rom, Invacare Continuing Care Group, Joerns Healthcare, American of Martinsville, Kwalu, M.C. Healthcare, Space Tables, Stanley-Senior Technologies, Wieland-Sauder

FROM THE FRONT LINES:

"What we find is that even with more common sorts of lines, the manufacturers are not keeping a lot of stuff in inventory, so the furniture lead times extend to almost 16 weeks."

Steven Levin, President, Continental Wingate Development Company, Needham, MA

Buyer Notes

- While pricing has been relatively stable, it could start to increase during 2009 as a result of the rising costs of steel, petroleum and wood. Costs of all the core goods used in case goods have increased significantly, vendors note.
- Companies increasingly are making products that contribute to the homelike feel of residents' rooms.
- At the same time, companies also are becoming cognizant of the higher acuity levels in some subsegments of the long-term care market. As a result, they are making products with clinical features found in acute markets. For example, one company is using oversized handles on cabinetry. The larger the features, the more comfortable residents feel interacting with the pieces and, as a result, feel more engaged with their environments, one vendor said.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 110, 112, 113, 116, 117**