staritas

# Market Intelligence Report

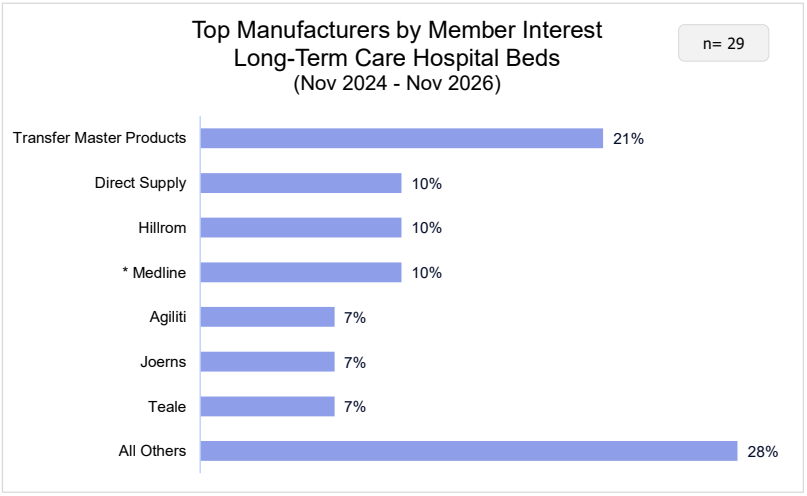
## Long-Term Care Hospital Beds

### Description

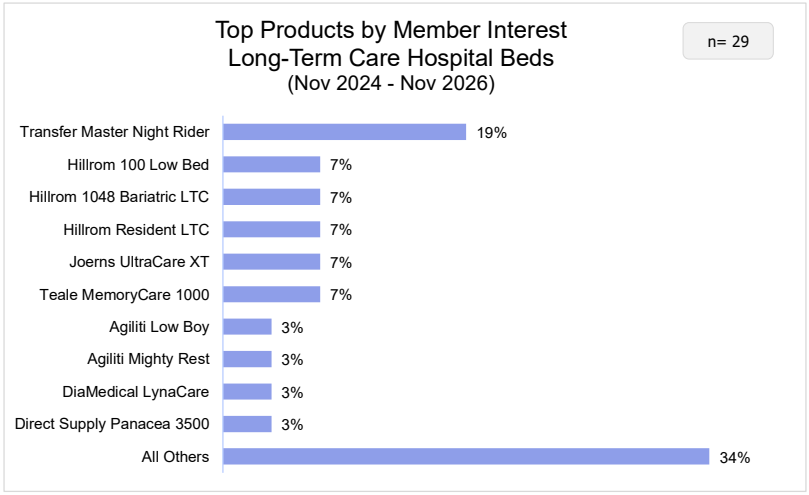
**Long-Term Care (LTC) Beds** are hospital beds with accessories and design features which will help meet the special needs of patients in long-term care facilities. Such features include a low bed height to prevent fall injuries, sufficient underbed clearance to facilitate portable patient lift devices and over bed tables, and patient lockout controls to disable bed functions if necessary. *In addition to beds specifically marketed as long-term care beds, this report includes low beds and bariatric beds which are indicated for use in long-term care facilities, as well as home care settings.*



### Popular Vendors and Models




** In Oct 2026, Medline announced plans to exit the healthcare bed market*




### Key Considerations

- Long-term care (LTC) bed designs usually include a **bed frame and a support surface,** which can range from a simple foam mattress to a highly specialized therapeutic surface. The surface is supported by a metal link-spring or composite "deck" which is divided into 3 or 4 pivoted sections. This allows the bed to be **adjusted to various positions**, such as Fowler, semi-Fowler, Trendelenburg, and reverse Trendelenburg.
- The support surface should be **compatible with appropriate disinfectant products**, including at least one from the EPA List K, for infection prevention and control.
- In addition to a low floor-to-bed height, long-term care beds should include **siderails to help prevent patient falls.**
- Long-term care beds may not have patient controls built into the bed frame. However, patient pendants are common and allow the **patient to control bed features** like positioning.
- Long-term care beds designed to transport patients may include a **central braking system** and **transport handles** to facilitate movement.
- A common feature of beds designed for a long-term care facility or home care setting is the overall look of the **headboard and footboard**. Manufacturers may offer multiple headboard and footboard designs such as, woodgrain to help promote a more residential atmosphere.

**Feature Comparison for Top Products**

| *Long-Term Care Hospital Beds* | Direct Supply Panacea 3500 | Hillrom 100 Low | Hillrom 1048 Bariatric LTC | Hillrom Resident LTC | Joerns UltraCare XT | Teale Medical MemoryCare 1000 | Transfer Master Night Rider |
|---|---|---|---|---|---|---|---|
| **Lowest Adjustable Bed Height, in** | 7.5 | 8.5 | 15.5 | 13.875 | 7 | 15 | 12 |
| **Maximum Patient Weight Capacity, lbs** | 600 | 450 | 700 | 400 | 600 | 1000 | 300 |
| **Bed Weight, lbs** | 240 | 300 | 347 | 275 | 220 | Not Specified | 406 |
| **Overall Length, in** | 85.5 | 93.3 | 90 | 86.7 | 85.5 | 88 | Not Specified |
| **Extended Overall Length, in** | 89.5 | 97.3 | Not Specified | 91.5 | 93.5 | 92 | 85.5 |
| **Overall Width, Siderails Up, in** | 47.5 | 40 | 50.5 | 42 | Not Specified | Not Specified | Not Specified |
| **Sleep Deck Length, in** | 80, 84 | 80, 84 | 84 | 80 | 80 | 80, 84 | 80 |
| **Sleep Deck Width, in** | 35.5, 37.5, 40.5 | 35.5 | 48 | 36 | 35, 39, 42 | 54, 60 | 38 |
| **Caster Size, in** | Not Specified | 3 | 5 | Locking Casters, Size Not Specified | 3 | 5 | 5 |
| **Backrest Adjustment, deg** | 58 | 60 | 50 | 67 | 65 | Not Specified | 60 |
| **Trendelenburg, deg** | Not Specified | No | Not Specified | No | 12 | Yes | 12 |
| **Removable Headboard** | Not Specified | Yes | Yes | No | Yes | Not Specified | Not Specified |
| **IV Pole Mounts** | Not Specified | No | 4 | Yes | Yes | No | Not Specified |
| **Bed Exit Alarm** | No | No | Not Specified | No | No | No | No |
| **Patient Control Lockout** | No | Yes | No | Yes | Yes | No | No |
| **Auto Contour** | Yes | Yes | No | Yes | Yes | No | Not Specified |
| **Battery Backup** | Optional | Yes | Optional | Yes | Yes | Yes | Optional |
| **Night Light** | No | No | No | No | Yes | No | No |

No (does not have feature)

## Other Considerations

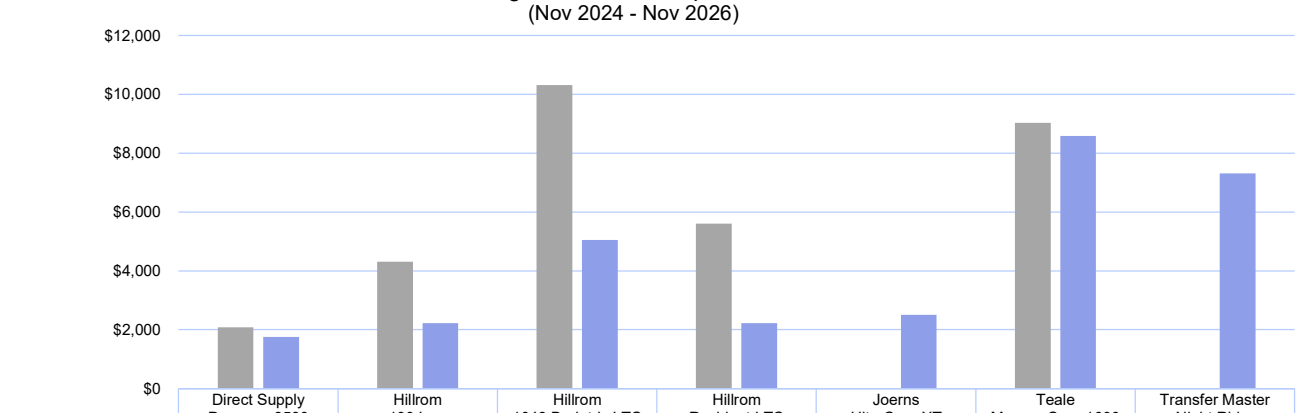
Certain patient and caregiver controls should be available on all hospital beds, including those for positioning and patient lockout. Most newer bed models feature electric control buttons marked with symbols indicating their functions. Symbols can circumvent language barriers and are more effective than use of words for patients who have poor eyesight or who cannot read.

All beds should have the capability of position adjustment in the event of a power failure. Indicators for the Trendelenburg position and the angle of the mattress head section should be available.

Sleep surface height should be adjustable to at least 33 inches from the ground for easy caregiver access to the patient. Manufacturers are focusing on creating beds with features which can minimize strain to the patient and staff by reducing the need for staff to lift or move the patient manually.

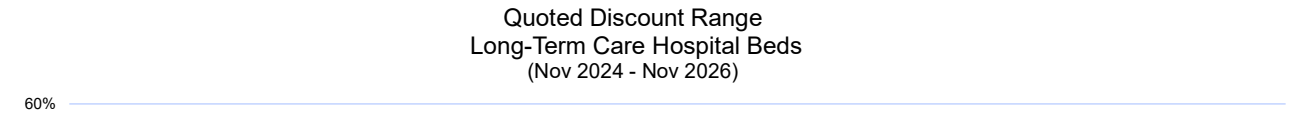
Healthcare facilities should carefully consider the implications of modern interchangeable bed frames and surfaces before purchasing electric beds. Because bed frames can routinely last up to sixteen years of regular use, facilities are likely to replace surfaces several times during the frames' lifetime, as well as, in response to technology changes (e.g., new features or functions for preventing and treating pressure ulcers) or in response to damage to existing surfaces (e.g., rips and tears, or fluid ingress which cannot be cleaned).

## Pricing Information




| | Direct Supply Panacea 3500 | Hillrom 100 Low | Hillrom 1048 Bariatric LTC | Hillrom Resident LTC | Joerns UltraCare XT | Teale MemoryCare 1000 | Transfer Master Night Rider |
|---|---|---|---|---|---|---|---|
| Average List Price | $2,086 | $4,310 | $10,315 | $5,606 | *No recent data* | $9,032 | *No recent data* |
| Average Quoted Price | $1,760 | $2,220 | $5,053 | $2,225 | $2,501 | $8,581 | $7,317 |

## Typical Discounts Seen by Staritas Members




| | Direct Supply Panacea 3500 | Hillrom 100 Low | Hillrom 1048 Bariatric LTC | Hillrom Resident LTC | Joerns UltraCare XT | Teale MemoryCare 1000 | Transfer Master Night Rider |
|---|---|---|---|---|---|---|---|
| Low | 16% | 49% | 50% | 48% | *No recent data for this model* | 5% | 5% |
| Average | 16% | 49% | 50% | 52% | | 5% | 5% |
| High | 16% | 49% | 51% | 56% | | 5% | 5% |

## Service and Support Information

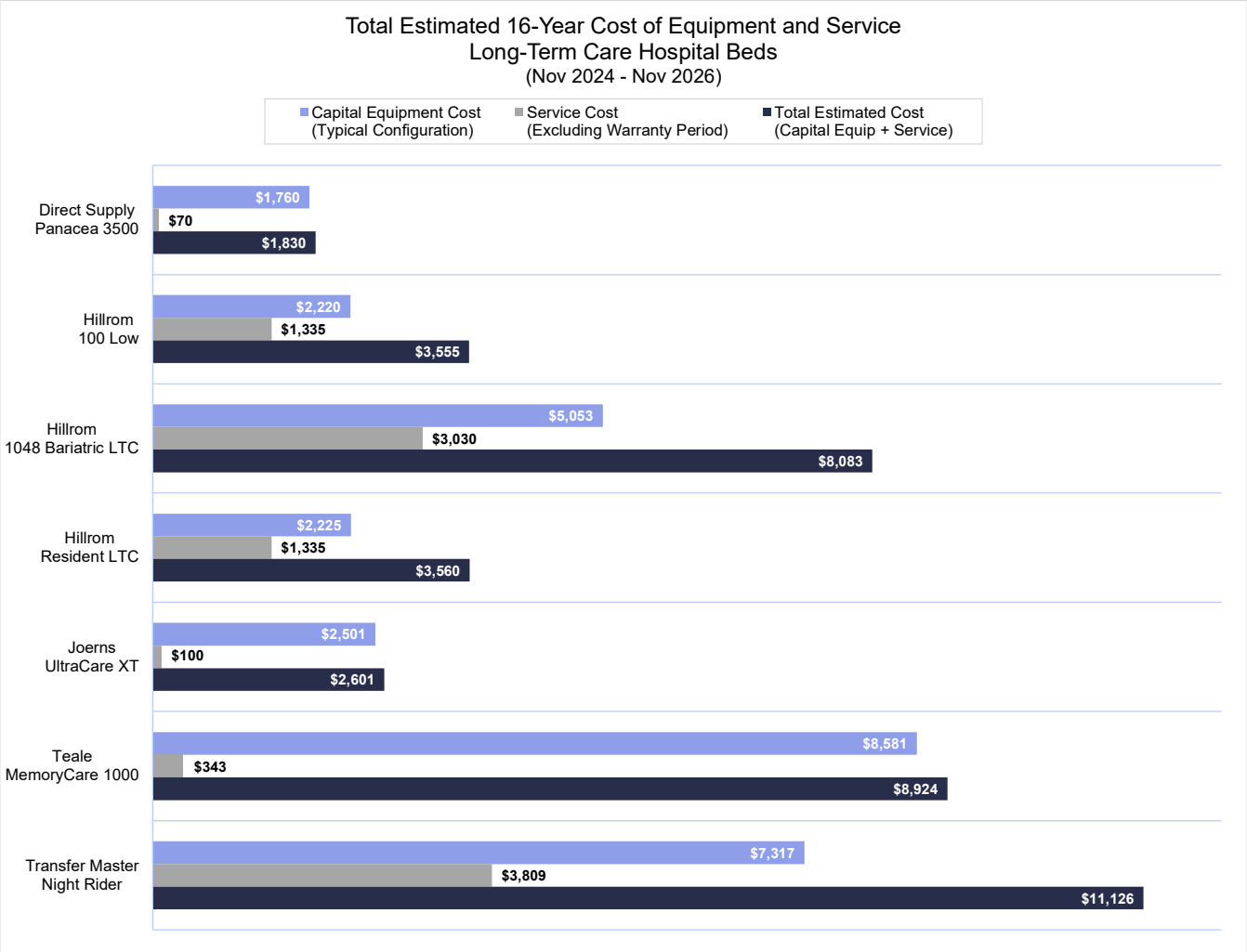
### Long-Term Care Hospital Beds

- **Estimated Service Life: 16 Years**

The annual service costs for all models have been estimated at 4% of the average quoted price of the equipment.

| Model | Warranty | Est. Annual Service Cost |
|---|---|---|
| Direct Supply Panacea 3500 | 15 Years | $70 |
| Hillrom 100 Low | 1 Year | $89 |
| Hillrom 1048 Bariatric LTC | 1 Year | $202 |
| Hillrom Resident LTC | 1 Year | $89 |
| Joerns UltraCare XT | 15 Years | $100 |
| Teale Medical MemoryCare 1000 | 15 Years | $343 |
| Transfer Master Night Rider | 3 Years | $293 |

## Total Estimated Cost




## Additional Information

***For updated information on Pricing, Vendor Discounts, Equipment Specifications, or to request a Custom Report on this technology, Click Here: supplychain@staritas.org***

### Disclaimer

Market interest charts are based solely upon quotations submitted to Staritas by our members. This data is not validated market share and is time sensitive.

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