

**DIRECT  
SUPPLY®**



# Beds Selection Guide

*All the information you need to optimize your bed spend*

# *The Direct Supply difference*



## **Direct Supply® makes equipment selection easy**

With the variety of choices today, it can be difficult to identify the right equipment for your community. That's why Direct Supply helps you sort through all the features and models available to find equipment that will get the job done for the right value.

Direct Supply has a vast selection of beds so you can find the right match for your requirements. And with 30 years of devotion to the Senior Living profession, we have the knowledge to help you make the best decision.

This Bed Selection Guide outlines the key considerations that can help you identify the right bed for your staff and residents. And once you've identified the exact bed you need, we make it easy for you to place your order with delivery and installation services, budget-friendly financing options, and a 100% satisfaction guarantee. Period.



# *Keep your community safe*

## **Compliance with FDA entrapment guidelines can help decrease the risk of bed entrapment in your community**

All beds sold by Direct Supply Equipment & Furnishings® meet FDA standards. For more information on these guidelines, including tips for creating safe bed systems, please download a free copy of our Entrapment Guide today; find it in the Resources area at [DirectSupply.com](http://DirectSupply.com)



# Key considerations

## Bed Type



## Bed Type

There are five basic bed types on the market particularly suited to Senior Living:

**Adjustable-height beds** offer adjustable travel heights but typically don't go lower than 12"H. Most offer standard functions, including articulating head and knee sections for resident comfort.

**Adjustable-height low beds** offer the same standard functions but can be adjusted to a low height of 9" or less to protect residents at risk of falling. They also usually go higher; a bed at 30" combined with a 6" mattress provides a safer working height for caregivers. Additionally, you can find models that offer five functions, including Trendelenburg and Reverse Trendelenburg. Adjustable-height low beds typically have the best combination of features for Senior Living.

**Fixed-height low beds** keep residents at an optimum sleeping level to limit fall-related injuries. They're a less-costly option than adjustable-height beds and offer a restraint-free alternative for residents who are at risk of falling out of bed, including those with dementia.

**Bariatric beds** are specifically designed for your larger residents. They are wider and often longer than other beds, and feature a higher weight capacity – up to 1,000 lbs.

**Acute care beds** have more advanced features than many beds, including built-in fall management systems, in-bed scales, siderails with built-in controls, an angle indicator for head elevation, and advanced positioning such as Trendelenburg and Reverse Trendelenburg. Like their name implies, acute care beds may be the best match for your highest-acuity residents.



Adjustable-Height Beds



Adjustable-Height Low Beds



Bariatric Beds



Acute Care Beds

# Key considerations

## Bed Width & Length • Bed Deck Type

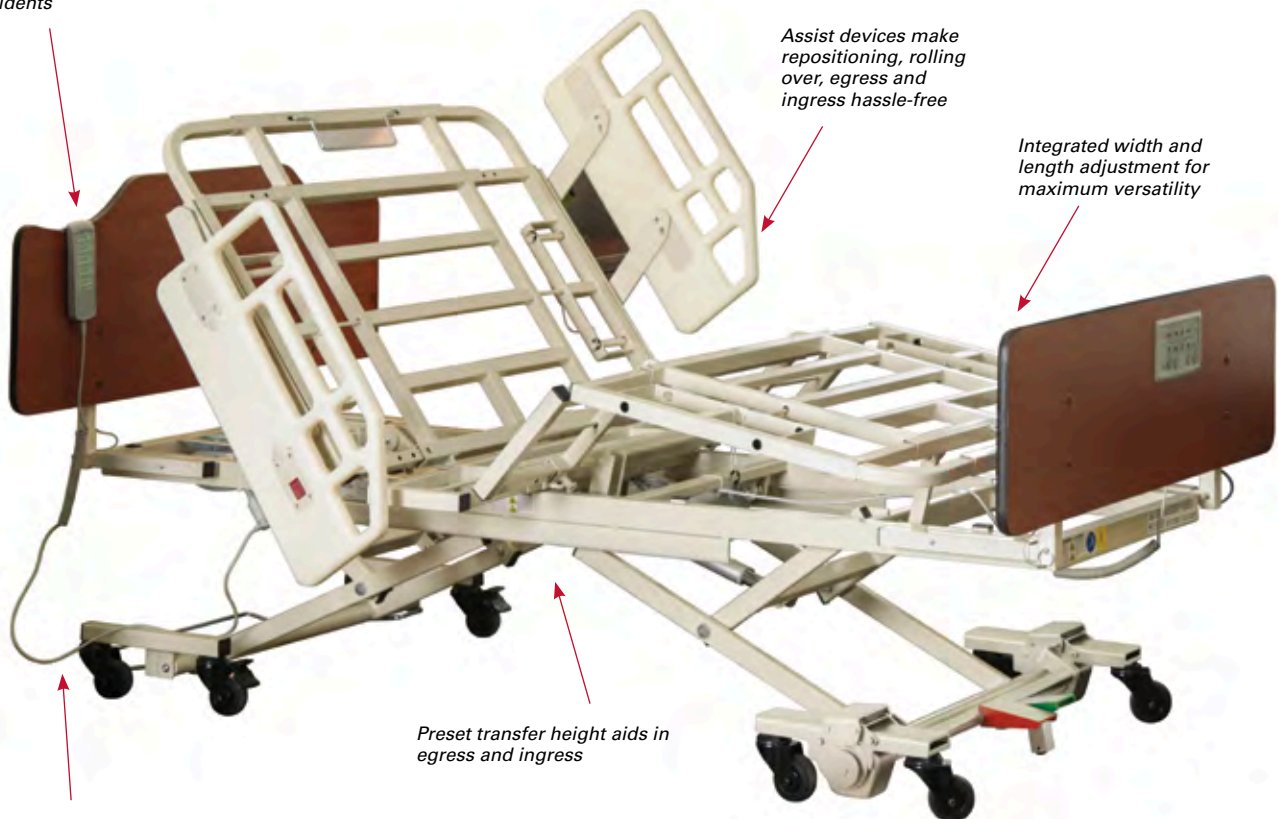
*Backlit hand pendant  
makes nighttime  
adjustments easy for staff  
and residents*

*Assist devices make  
repositioning, rolling  
over, egress and  
ingress hassle-free*

*Integrated width and  
length adjustment for  
maximum versatility*

*Preset transfer height aids in  
egress and ingress*

*One-touch Comfort Chair  
positioning helps keep  
resident's hips and shoulders  
aligned when in the seated  
position*



## Bed Width & Length

Most standard Senior Living beds are 35" or 36" wide – smaller than a 39" wide standard twin bed and less space than residents are accustomed to. A wider 39" or 42" bed gives residents more space to sleep and reposition, helping to reduce falls to keep residents safer and more comfortable.

Extra-wide beds can have:

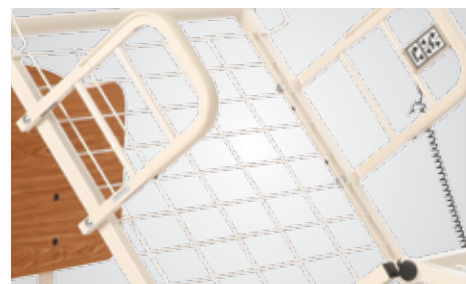
- a specific, fixed width
- built-in adjustments allowing for multiple width options
- detachable accessories that allow the bed to expand to other widths

Many beds are available in multiple lengths as well. Some are fixed lengths, most commonly 76", 80" or 84", while some offer a built-in adjustable length feature or have length extenders available. Larger, safer, more comfortable beds are a great way to distinguish your community and appeal to potential residents.

## Bed Deck Type

A quality bed deck should provide your residents with a firm sleeping surface that won't deform over time. Here are the three most common types of bed decks:

- **Grid decks** feature large-diameter wire welded to a frame to provide high mattress ventilation and eliminate sharp edges
- **Rib decks** feature rectangular or square tubing to allow for easy cleaning as well as high mattress ventilation and no sharp edges
- **Pan decks** offer the best orthopedic support and are the easiest to clean, with no sharp edges. Pan decks come in two styles: perforated, which allow for high mattress ventilation, and composite, which allow for easy removal for cleaning



Grid Deck



Rib Deck



Pan Deck



# *Key considerations*

Rolling Position • Horizontal Movement





## Rolling Position

The two most common types of mobility options are beds that roll at any height and beds that roll at the lowest height only.

**A bed mobile at any height** is the most convenient type of bed, allowing the caregiver to roll the bed without having to reposition it first. Many beds have locking mechanisms that allow a caregiver to quickly lock or unlock the wheels in a single step, while some beds require all four casters locked to secure the bed. Beds that are mobile at any height do add risk that the bed may be left in a mobile position, which is unsafe if a resident uses it as a support during ingress or egress.

**A bed that is only mobile at the low height** requires the caregiver to lower the bed to its lowest position in order to transition to its casters before the bed can be moved. It is generally the safest type of bed available. Moving residents when the bed is at its lowest height helps prevent injuries from potential falls and helps reduce the risk that the bed could be left in a mobile position, since the low height of the bed indicates the wheels are not locked.

## Horizontal Movement

Some height-adjustable beds can drift outward as much as 9" when raised or lowered. In smaller resident rooms with limited space, this "horizontal movement" can be an issue and has the potential to damage walls if the bed is pushed flush with the wall and then raised or lowered. A bed with no horizontal movement can be moved in the fully raised position without drifting toward or away from the wall.



Mobile at any height with safety lock system

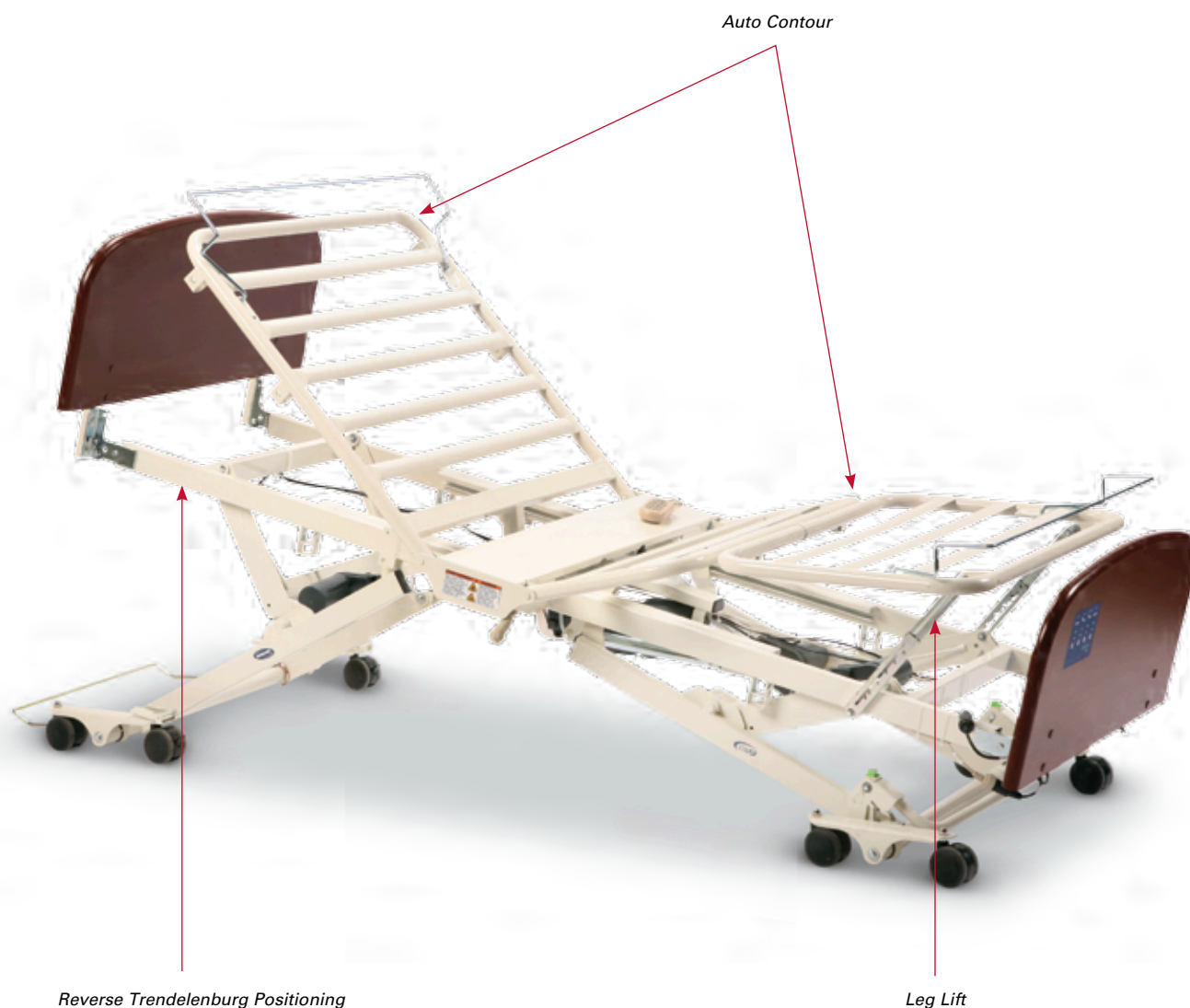


Mobile at lowest height only

# *Key considerations*

Fast-Rise Motors • Auto Contour

Trendelenburg Positioning • Manual Leg Lift



## Comfort Chair Positioning

Available on beds with Reverse Trendelenburg positioning, Comfort Chair positioning is made possible by articulating the head and knee section and putting the bed in Reverse Trendelenburg. This position helps improve resident comfort by aligning the hips and shoulders. In addition to increasing comfort, this upright position also allows for easier swallowing, improved circulation, breathing and body circulation.

## Auto Contour

Beds that feature Auto Contour technology allow the head and knee sections of the bed to move simultaneously. This keeps residents better positioned so they don't slide down as the head section is raised. This is not only more comfortable for the resident, but reduces the potential for shear and friction injuries.

## Trendelenburg Positioning

Trendelenburg positioning elevates the legs above the heart for enhanced cardiac and circulatory positioning. It also aids in postural drainage and can help take strain off a caregiver while repositioning a resident. Reverse Trendelenburg positioning raises the head above the heart to help drain the lungs in cases of pneumonia.

## Manual Leg Lift

Some beds feature a manual lift that will elevate the foot section of the bed. This adds positioning options for residents and allows caregivers administering heel care to more easily and comfortably access the resident's feet.



Fast rise motor



Manual leg lift

Now that you know what to look for in a bed, you can use the following comparison charts to quickly identify the right bed for your community. If you have any questions, please call us – we are happy to help.

**And when you find that perfect bed, please contact us so we can get you a quote or discuss the financing options we can offer to make sure you have the right equipment in place.**

# Bed Comparison Chart

Adjustable-Height Beds									
	PANACEA						JOERNS		
	3500	3250	3000	2000	1750	1000	UCXT	EasyCare	CS9 FX600
<b>Height Range</b>	7" to 30"H	8¾" to 27"H	8¾" to 27"H	8¼" - 27"H	8¼" - 27"H	8¾" - 25"H	7" - 30"H	7" - 30"H	9" - 30"H
<b>Weight Capacity</b>	600 lbs.	500 lbs.	450 lbs.	500 lbs.	500 lbs.	450 lbs.	500 lbs.	500 lbs.	600 lbs.
<b>Standard Dimensions</b>	35", 39" or 42"W x 80" or 84"L	35"W x 80"L	35"W x 80"L	35", 39" or 42"W x 80" or 84"L	35"W x 80"L	35"W x 80"L	35"W x 76" or 80"L	35"W x 80"L	36"W to 39" to 42"W x 76" to 80"L
<b>Width Expansion</b>	Integrated, 39" or 42"W	Kit, 39" or 42"W	Kit, 39" or 42"W	Integrated, 39" or 42"W	Kit, 39" or 42"W	Kit, 39" or 42"W	Kit, 39" or 42"	Integrated, 39" or 42" Kit, 39" or 42"	Integrated, 39" or 42"
<b>Length Expansion</b>	Integrated, 84"L	Kit, 84"	Kit, 84"	Kit, 84" or 88"	Kit, 84" or 88"	No	Kit, 76" or 80"	Kit, 76" or 80"	Integrated, 76" or 80" Kit, 84"
<b>Number of Functions</b>	5	5	3	5	5	3	3 Standard, 5 Optional	3 Standard, 5 Optional	3
<b>Rolling Position</b>	Any Height or Low Only	Any Height or Low Only	Any Height or Low Only	Any Height	Any Height	Any Height or Roll in Low Only	Low Only or Any Height	Low Only or Any Height	Any Height
<b>Safety Lock</b>	Optional on Mobile-at-any-Height	Optional on Mobile-at-any-Height	No	Optional	Optional	No	Yes	Standard on Roll-at-Any-Height beds	Yes
<b>Auto Contour</b>	Yes	Yes	Yes	Yes	Yes	No	No	No	Yes
<b>Comfort Chair</b>	Yes	Yes	No	Yes	Yes	No	Optional	Optional	Optional
<b>Staff Control</b>	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional
<b>Leg Lift</b>	Yes	No	No	Yes	No	No	Yes	Yes	Yes
<b>Trapeze</b>	Optional	Optional	Optional	Optional	Optional	No	Optional	Optional	Optional
<b>Motors</b>	4 DC	4 DC	4 DC	4 DC	4 DC	4 DC	4 DC	4DC	4 DC
<b>Emergency Backup System</b>	Optional Battery	Optional Battery	Optional Battery	Optional Battery	Optional Battery	Optional Battery	Optional Battery	Optional Battery	Optional Battery
<b>Limited Warranty</b>	Frame – 15 years, Welds – lifetime, Electrical Components – 4 years	Frame & Welds – 15 years, Electrical Components – 3 years	Frame & Welds – 15 years, Electrical Components – 3 years	Frame & Welds – 10 years, Electrical Components – 3 years	Frame & Welds – 10 years, Electrical Components – 3 years	Frame & Welds – 10 years, Electrical Components – 3 years	Frame – 15 years, Welds – lifetime, Parts & Components – 5 years	Frame – 15 years, Welds – lifetime, Parts/Components – 4 years	Frame – 10 years, Mechanical – 5 years, Electrical Components – 3 years
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INVACARE					.BOCK	NOA	MED-MIZER
CS7	CS5	CS3	SC900	820	Practico	Elite Riser	Med-Mizer
7" - 30"H	9" - 30"H	8½" - 27"H	9½" - 20½"H	13¾" - 27"H	10¾" - 32¾"H	7½" - 28"H	12¾" - 28¾"H
500 lbs.	500 lbs.	450 lbs.	450 lbs.	450 lbs.	475 LBS.	600 lbs.	600 lbs. (#C9922); 800 lbs. (#C9921)
36", 39" or 42"W x 76", 80"L (fixed)	36", 39" or 42"W x 76", 80"L (fixed)	36", 39" or 42"W x 76", 80"L (fixed)	36"W x 76" or 80"L	36"W x 76" or 80"L	39"W x 80"L	35"W x 76", 80" or 84"L (Elite)	35" or 42" W x 80"L
No	No	No	No	No	Integrated, 42"W	Kit, 39" or 42"	No
Integrated, 76" or 80" Kit, 84"	Integrated, 76" or 80" Kit, 84"	Integrated, 76" or 80" Kit, 84"	No	No	No	No	No
3 Standard, 5 Optional	3	3	3	3	5	3 Standard, 5 Optional	3
Any Height	Any Height	Low only	Low only	Low Only	Any Height	Any Height	Any Height
Standard	Optional	NA	NA	NA	Yes	Optional	Yes
Yes	Yes	NA	No	No	Yes	Yes	No
Optional	No	No	No	No	Yes	Optional	No
Optional	No	Optional	No	No	No	Optional	No
Yes	Yes	No	No	No	No	Yes	Yes
Optional	Optional	No	No	No	No	Optional	Optional
4 DC	4 DC	4 DC	3 DC	3 DC	4 DC	4 DC	4 DC
Optional Battery	Optional Battery	Optional Battery	Hand Crank	Hand Crank	Optional Battery	Optional Battery	Optional Battery
Frame – 10 years, Mechanical – 5 years, Electrical Components – 3 years	Frame – 10 years, Mechanical – 5 years, Electrical Components – 3 years	Frame – 10 years, Mechanical – 2 years, Electrical Components – 1 years	Frame – 10 years, Mechanical – 2 years, Electrical Components – 1 year	Frame – 10 years, Mechanical – 2 years, Electrical Components – 1 year	Frame & Welds – 5 years, Electrical Components – 2 years	Frame – lifetime, Electrical Components – 4 years	Frame – 15 years, Welds – lifetime, Electrical Components – 5 years
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# Bed Comparison Chart

Bariatric Beds						
	PANACEA	GENDRON		TUFFCARE	MED-MIZER	
	6300	Maxi	Maxi Rest Mid-Size	Heavy-Duty Bariatric	Med-Mizer Bariatric Pivot	Med-Mizer Bariatric
Height Range	15¾" - 29¼"H	15¾" - 29¼"H	15½" - 32"H	13" - 28"H	12¾" - 28¾"H	9" - 25" H
Weight Capacity	750 lbs.	750 lbs.	650 lbs.	1,000 lbs.	600 lbs. (#C9922); 800 lbs. (#C9921)	800 lbs.
Standard Dimensions	39"W x 80"L	39" or 48"W x 80" - 88"L	39"W x 84"L	48" or 54" or 60" W x 88"L	35" or 42" W x 80"L	35" or 39" or 42" or 48" W x 80" L
Width Expansion	Integrated, 39" or 48"W	Integrated, 39" or 48"W	Fixed	No	No	Yes
Length Expansion	Integrated, 80" or 88"L	Kit, 80" or 88"L	No	No	No	No
Number of Functions	3 or 5	3 or 5	3	3	3	3 or 5
Rolling Position	Any Height	Any Height	Any Height	Low Only	Any Height	Any Height
Safety Lock	No	Yes	No	N/A	Yes	Yes
Auto Contour	No	Yes	No	No	No	No
Comfort Chair	Optional	Optional	No	No	No	No
Staff Control	Yes	No	No	No	No	No
Leg Lift	No	Yes	Yes	Yes	Yes	Yes
Trapeze	Optional	Optional	No	No	Optional	Optional
Motors	4 DC	4 DC	4 DC	4 DC	4 DC	4 DC
Emergency Backup System	Optional Battery	Battery Included	Optional Battery	Hand Crank	Optional Battery	Optional Battery
Limited Warranty	Frame & Welds – 10 years Electrical Components – 1 year	Frame & Welds – 5 years Mechanical – 1.5 years Electrical Components – 1.5 years	Frame & Welds – 5 years Mechanical – 1.5 years Electrical Components – 1.5 years	Frame & Welds – Lifetime Electrical – 1 year	Frame – 15 years Electrical Components – 5 years	Frame & Welds – 15 years Electrical Components – 5 years
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