



ID: Balfour/Pembroke and Ives

# PS

DESIGN & PROCUREMENT

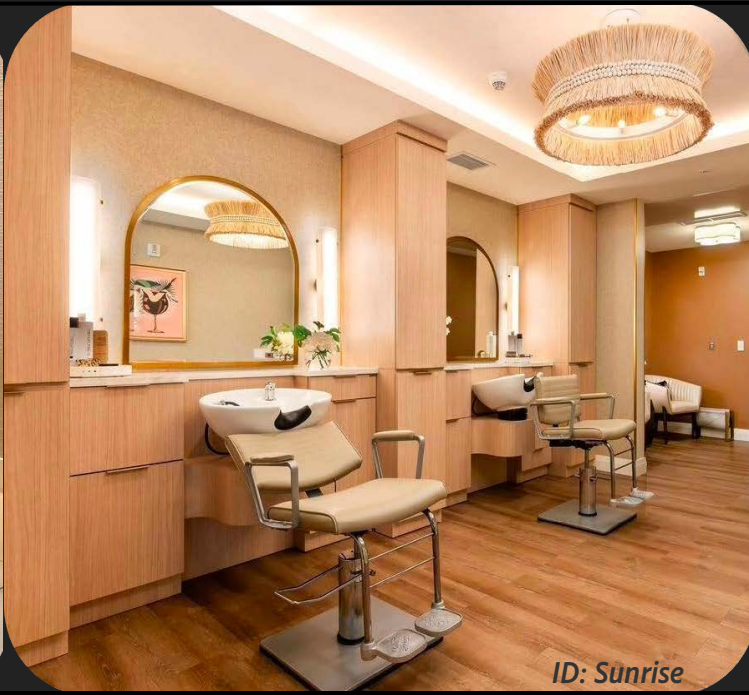
Senior Living Salon & Spa Equipment



ID: The Phinery



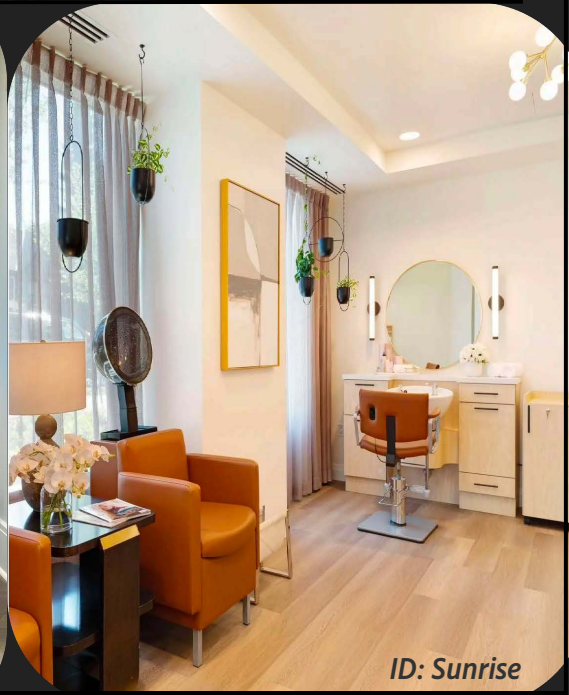
ID: Spellman Brady



ID: Sunrise



ID: Interior Design Associates



ID: Sunrise

# OUR STORY

**PS Design & Procurement** officially launched in 2016 with on-going expertise/feedback from PS Salon & Spa's 15+ years of operations, functionality, ROI, and licensing knowledge specifically in the senior salon & spa space after coming to the realization that we have an extremely unique wealth of knowledge that is **immensely valuable** to developers, architects, interior designers, and operators as they design, develop, re-develop/renovate, and purchase equipment for salons & spas in all levels of senior living.

Both the overall design/layout and purchasing/specifying the right salon & spa equipment directly impacts resident satisfaction, safety, & comfort in addition to ROI, general functionality, and the ability to properly license the salon & spa spaces once complete and ready for operation.

By partnering with us for both salon & spa **Design Consultation AND Equipment Procurement/Specification**, hundreds of companies/organizations across the country have saved significant capital, built brand consistency & marketing appeal towards residents/families and beauty professionals, avoided costly necessary changes post-project-completion, & eliminated licensing risk/exposure.

# OUR SERVICES

## EQUIPMENT PROCUREMENT & GROUP PURCHASING

- ❖ Single project proposals, single/low quantity orders, and group purchasing platforms available.
- ❖ Access to specifications from our custom portfolio of salon & spa equipment. (*Customized for senior-friendly functionality, and client-customizable in finish & features.*)
- ❖ Industry-Best Pricing & Warranties.
- ❖ Quick-ship or Completely Custom equipment available.



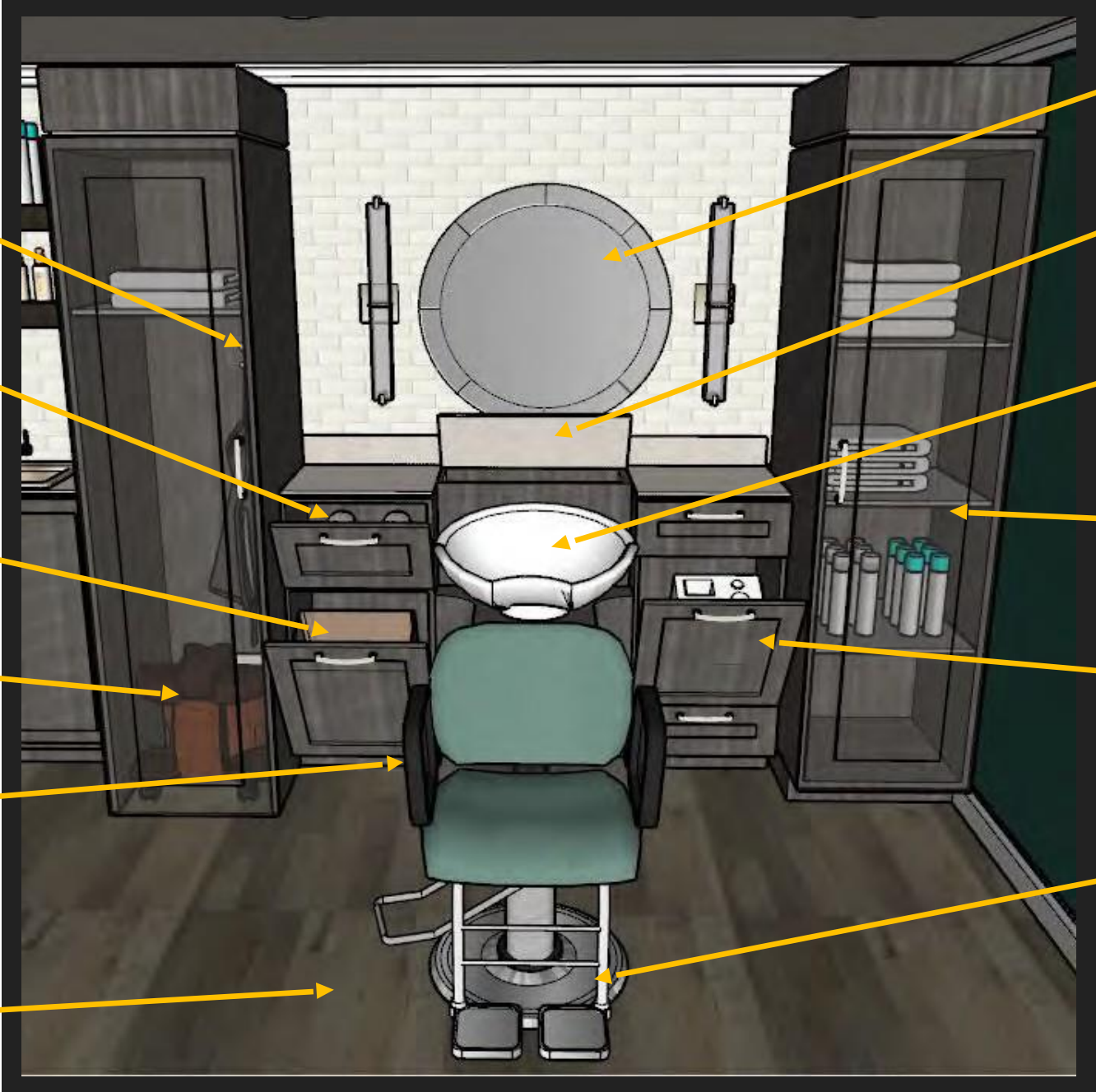
## DESIGN CONSULTATION & SPACE PLANNING\*

- ❖ Simple Plan review or full floorplan design services available.
- ❖ Space planning, ROI analysis, licensure compliance, Equipment Selection/ Specification, CAD layouts & MEP Rough- In Elevations, Submittal Packets, and Professional Renderings.
- ❖ Seamless integration with all parties: developers, architects, interior designers, and operators.

***\*Included at no additional cost when equipment is procured through PS.***

(Professional Renderings Excluded)

# IT'S ALL IN THE DETAILS



**INTEGRATED HOOKS**  
FOR DRYING SHAMPOO CAPES

**TILT OUT CABINET**  
FOR CLEAN LINENS

**TILT OUT CABINET**  
WITH HAMPER FOR SOILED LINENS

**MOBILE PEDICURE FOOT SPA**  
FOR RESIDENTS TO RECEIVE PEDICURES  
AT WHEELCHAIR OR ANY SALON CHAIR.  
SHOWN IN CUSTOM ROLL-IN STORAGE  
CABINET TO PROTECT VALUABLE  
FLOORSPACE & AESTHETICS.

**OPEN ARM REST DESIGN**  
EASY GRIP ARM RESTS TO ALLOW  
RESIDENTS TO SELF-STABILIZE

**ABSENCE OF FLOOR MAT**  
FLOOR MATS CAN BE TRIP HAZAR  
D FOR RESIDENTS, AND CAN BE  
PERCEIVED AS "HOLES" IN THE GROUND  
FOR THOSE WITH DEMENTIA

**SMALLER MIRROR**  
LARGER MIRRORS OFTEN CAUSE CONFUSION  
FOR RESIDENTS WITH DEMENTIA

**BOTTLE WELL STORAGE WITH  
SHORTENED LIFT LID**  
FULL COVERAGE LIFT LIDS CAUSE ANXIETY  
AND SAFETY CONCERNS

**TILTING SHAMPOO BOWL**  
CREATES CUSTOMIZED FIT FOR RESIDENT  
COMFORT & IS WHEELCHAIR ACCESSIBLE

**ENCLOSED CABINET STORAGE**  
PER STATE BOARD REQUIREMENTS,  
LINENS & CHEMICAL PRODUCTS TO BE  
STORED IN ENCLOSED CABINETRY. (LOCKS  
TO BE ADDED PER REQUEST)

**TILT-OUT CABINET WITH HOT  
TOOL APPLIANCE HOLDER BLOCK  
& POWER STRIP**  
PLACED TO THE RIGHT OF THE SHAMPOO  
BOWL & ENCLOSED IN CABINETRY FOR  
MAXIMUM SAFETY AND FUNCTIONALITY

**FULL ACCESS FOOTREST**  
FOOTREST FULLY OSCULATES OUT OF THE  
WAY FOR A COMPLETELY UNOBSTRUCTED  
ENTRY & EXIT

# IT'S ALL IN THE DETAILS



**Shorter Back Height**  
to ensure a proper fit at the shampoo bowl for residents of all heights.

**Open-Arm**  
to allow for self-stabilization during entry into and exit from the chair.

**Gas-Assisted Recline**  
for a safe and supported recline vs. standard lever back release.

**Low-hydraulic Base**  
for increased flexibility of fit to the shampoo bowl.

**'Access' Footrest**  
oscillates 270 degrees for a completely unobstructed and safe entry/exit from the chair.

\*PS Exclusive Classic Access All-Purpose Chair

## Unlimited Finish Options!



## Unlimited Finish Options!



**Standard or ADA Height**  
Customizable to your project/code needs

**Enclosed Clean & Soiled Linen Storage**  
Per salon licensing requirements

**Shampoo Bottle Well**  
To keep counter tops clear

**Choice of Counter Top**  
Include a laminate counter top or order to produce without and supply your own

**Hidden Hot Tool Appliance Holder**  
For stylist convenience and resident safety

**Tilting Shampoo Bowl**  
Maximum comfort for clients in all-purpose salon chairs OR wheelchairs

# ARE YOUR SALONS?

## DESIGNED WITH RESIDENTS IN MIND?

- Equipment **specifications** and **service offerings** should be based on resident level of care, safety, and comfort. Salon equipment with very specific features that have been added or modified is a must to ensure resident satisfaction and safety & reduce staff turnover.
- ROI & Productivity: Equipment **quantities** should be based on the number of residents and level of care to ensure ideal workflow and maximum amenity utilization.
- An appealing aesthetic and professional, commercial-like environment is expected.

## LICENSABLE FOR OPERATION?

- Every Salon & Spa must be **licensed** properly through its State Board of Cosmetology in order to operate, and for the operator to hold proper business licensure and liability insurance coverage. (Some locations require additional licensure through the city, township, fire marshal, etc.). Massage licensure is typically separate.
- State Board of Cosmetology requirements for licensure vary **dramatically** from state to state, ranging with requirements related to minimum square footage, restroom proximity, sink types, and many other details.
- While the salon operator/vendor is typically responsible for obtaining the required licensure prior to operation, **the design and specification process needs to take these requirements into special consideration.**

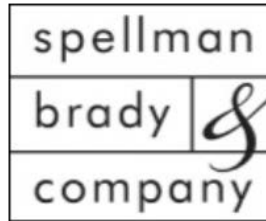
## A MARKETING & REVENUE DRIVER?

- The combination of an ideal layout/workflow, the right equipment, the ability to obtain proper licensure, and a focus on aesthetics will not only **appeal to residents and their adult children** to ensure your amenity is benefiting you from a marketing standpoint, but to professional salon operators/beauty professionals as well, leading to **talent retention and resident satisfaction.**

# OUR PARTNERS



VENTURES



SOLVIDA Development Group



INTEGRATED SENIOR LIFESTYLES



## KEY INDUSTRY PARTNERSHIPS



# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT  
Location: Horizon House - Seattle, WA  
In Collaboration With: Becky Ducsik - The Phinery

# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT  
Location: Various  
In Collaboration With: Wolff & PLI

# PROJECT PORTFOLIO

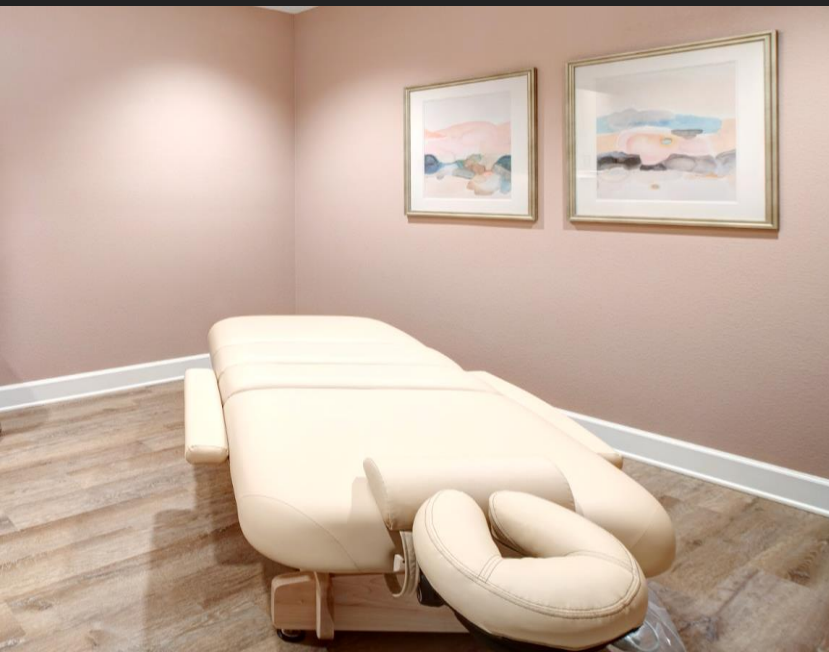


PS DESIGN & PROCUREMENT

Location: Various

In Collaboration With: Balfour Senior Living

# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT

Location: Sunrise of Cupertino

In Collaboration With: Sunrise Senior Living

# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT  
Location: Vicar's Landing Oak Bridge  
In Collaboration With: RLPS

# PROJECT PORTFOLIO

PS DESIGN & PROCUREMENT

Location: The Variel at Woodland Hills

In Collaboration With: Rodrigo Vargas Design



# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT  
Location: Sunrise of Orange  
In Collaboration With: Sunrise Senior Living

# PROJECT PORTFOLIO



PS DESIGN & PROCUREMENT  
Location: Experience at Spokane  
In Collaboration With: Oz Architecture



PS DESIGN & PROCUREMENT  
Location: Anthology of Farmington Hills  
In Collaboration With: Spellman Brady & CA Ventures



PS DESIGN & PROCUREMENT  
Location: Anthology of Tanglewood  
In Collaboration With: OZ Architecture & CA Ventures



PS DESIGN & PROCUREMENT  
Location: Trinity Woods  
In Collaboration With: PRA

# BROWSE OR SPECIFY POPULAR PS EQUIPMENT

SCAN OR CLICK THE IMAGE BELOW TO VIEW SAMPLE EQUIPMENT FROM VARIOUS CATEGORIES OF SALON & SPA EQUIPMENT



[CLICK ME](#)

# SAMPLE PROCESS

## New Development

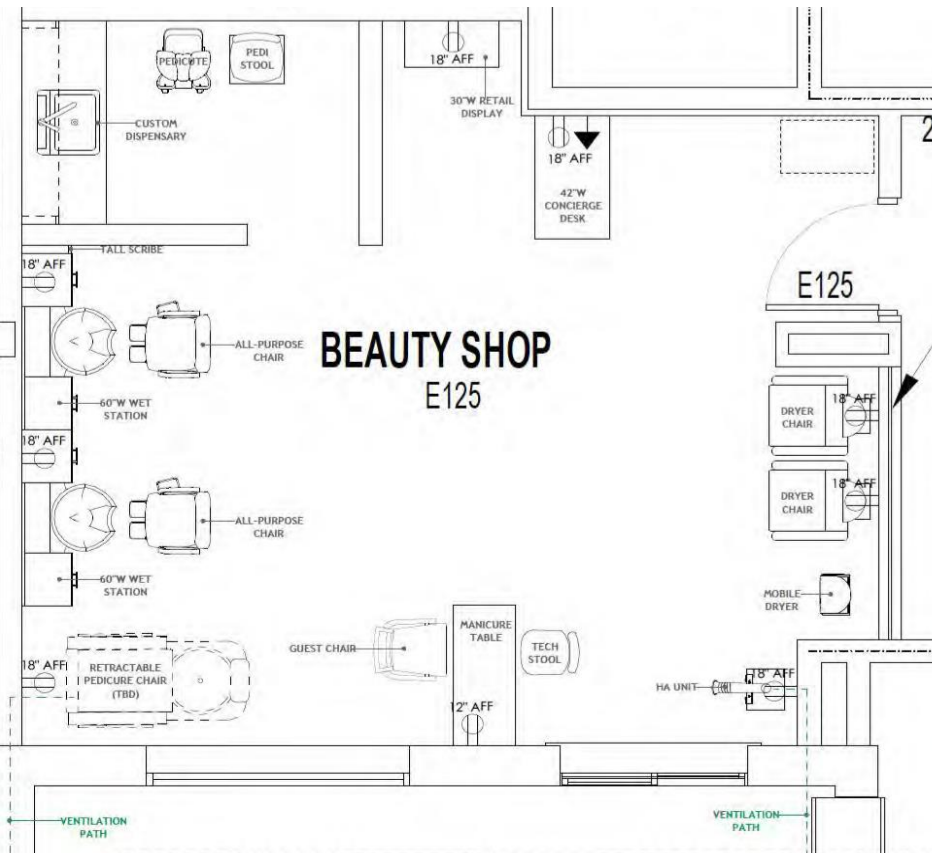
- Client (or Project Contact) provides project information + .dwg file to PS (as soon as the amenity space location is defined within the building plans in CD or DD phase)
- PS provides recommended floor plan & equipment specifications
- Client (or Project Contact) provides approved equipment specification selections & finishes
- PS provides full product data / install packet to Client & GC
- PS procures equipment & organizes order logistics according to project schedule w/GC (ideally Client-Purchased, GC-Installed)
- GC receives & installs equipment (PS available for support throughout process)
- Residents & Beauty Professionals enjoy a safe, licensable, and beautiful salon space



# SAMPLE PROCESS

## Re-Development/Renovation

- Client provides project information, dimensioned as-built plan & as-built photos
- PS provides recommended floor plan & equipment specifications
- Client provides approved equipment specification selections & finishes
- PS provides space renderings (if desired; cost associated; sample below)
- PS procures equipment & organizes order logistics according to project schedule
- PS provides invoice & full product data / install packet
- Client organizes receipt & installation of equipment (PS available for support throughout process)
- Residents & Beauty Professionals enjoy a safe, licensable, and beautiful new salon space



PS DESIGN & PROCUREMENT  
Location: Luther Manor  
In Collaboration With: PRA

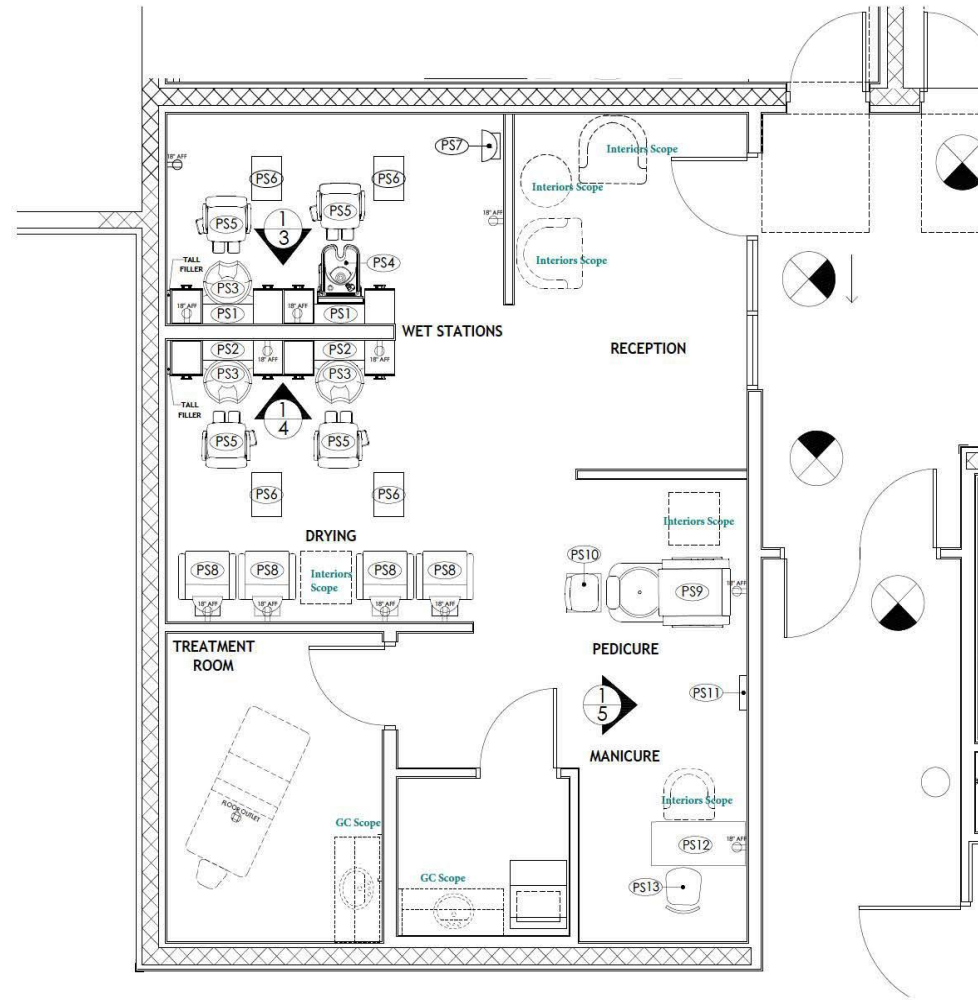
# SAMPLE INSTALL PACKET

- Keyed/Coded Floorplan
- MEP & Millwork Elevations
- Product Data Sheets & Installation Instructions

SAMPLE FLOORPLAN

## SALON EQUIPMENT INSTALL KEY

EQUIPMENT CODE	QUANTITY	EQUIPMENT NAME
PS1	2	53" WET STATION WITH RIGHT SET TOWER
PS2	2	53" WET STATION WITH LEFT SET TOWER
PS3	3	TILTING SHAMPOO BOWL
PS4	1	ADJUST-A-SINK
PS5	4	ALL-PURPOSE CHAIR
PS6	4	STYLIST CADDY
PS7	1	MOBILE DRYER
PS8	4	DRYER CHAIR
PS9	1	PEDICURE CHAIR
PS10	1	PEDICURE TECH STOOL
PS11	1	NAIL POLISH DISPLAY
PS12	1	MANICURE TABLE
PS13	1	MANICURE TECH STOOL



# PS

DESIGN\*PROCUREMENT

PROJECT NAME HERE  
SALON LAYOUT  
PROJECT ADDRESS HERE

CLIENT NAME  
PRO #: 2189  
CARE LEVEL: IL/AL/CC  
RESIDENT #: 496  
SQ. FT. : 718  
IMC: 2018  
FLOOR LEVEL: TBD  
ECD: 2020  
DATE: 06-12-2020  
REVISION DATE:  
10-26-2020  
APPROVED BY:

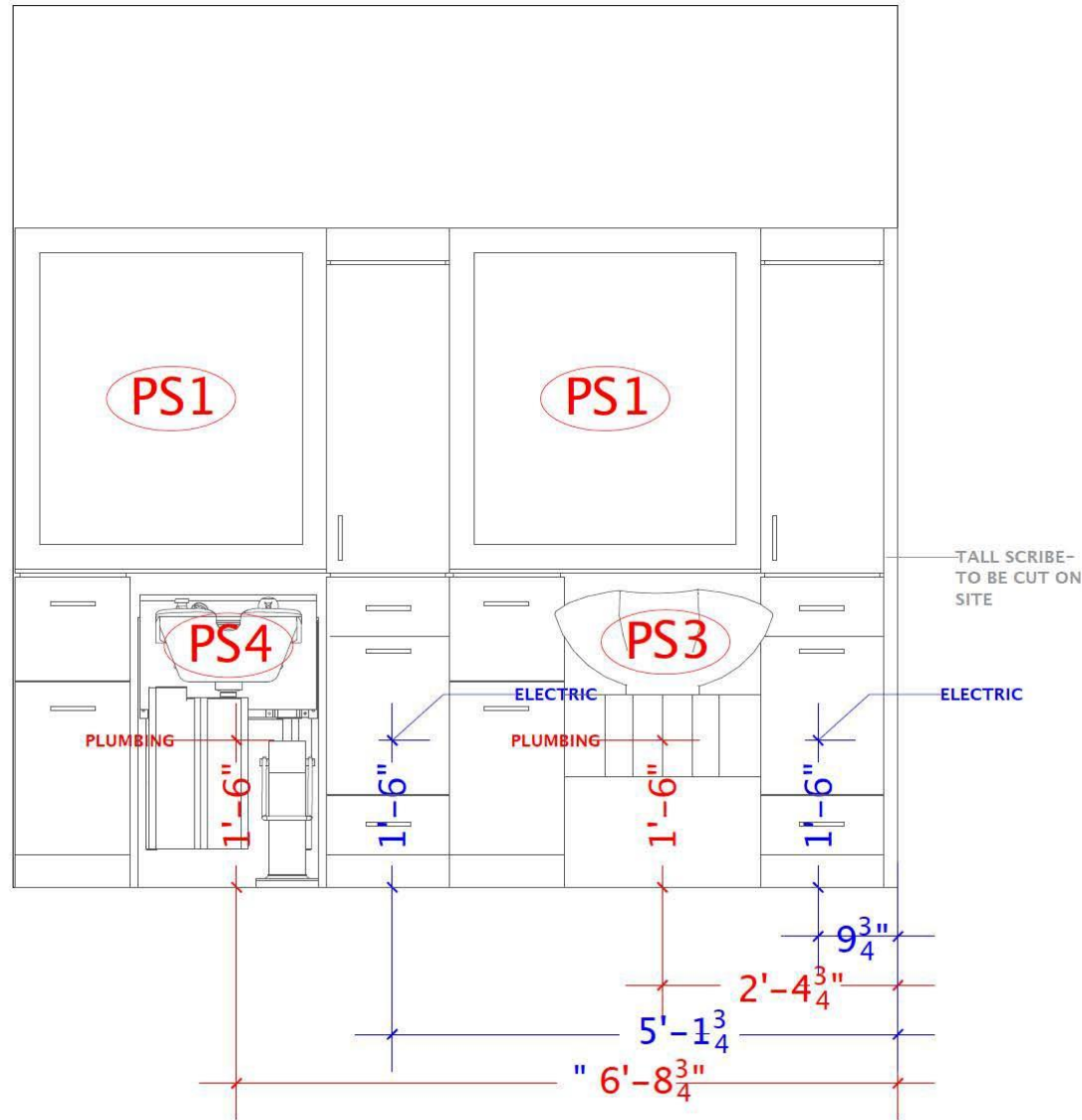
SCALE:  
NTS

DRAWING:  
1 OF 5

These drawings are intended as a directive only and should not be used in place of official building drawings. Additionally, the drawings will include general recommendations and rough-ins for plumbing, electrical, and ventilation, but our designers are not licensed architects or engineers and PS Design & Procurement does not assume any responsibility or liability in regards to state, federal, or local building codes. Licensed architects, contractors, plumbers, and electrician should be engaged for these specific needs.

# SAMPLE INSTALL PACKET

## SAMPLE WET STATION ELEVATION FOR ROUGH-INS



**PS**  
DESIGN&PROCUREMENT

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SALON LAYOUT

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CARE LEVEL: IL/AL/CC

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SCALE:

NTS

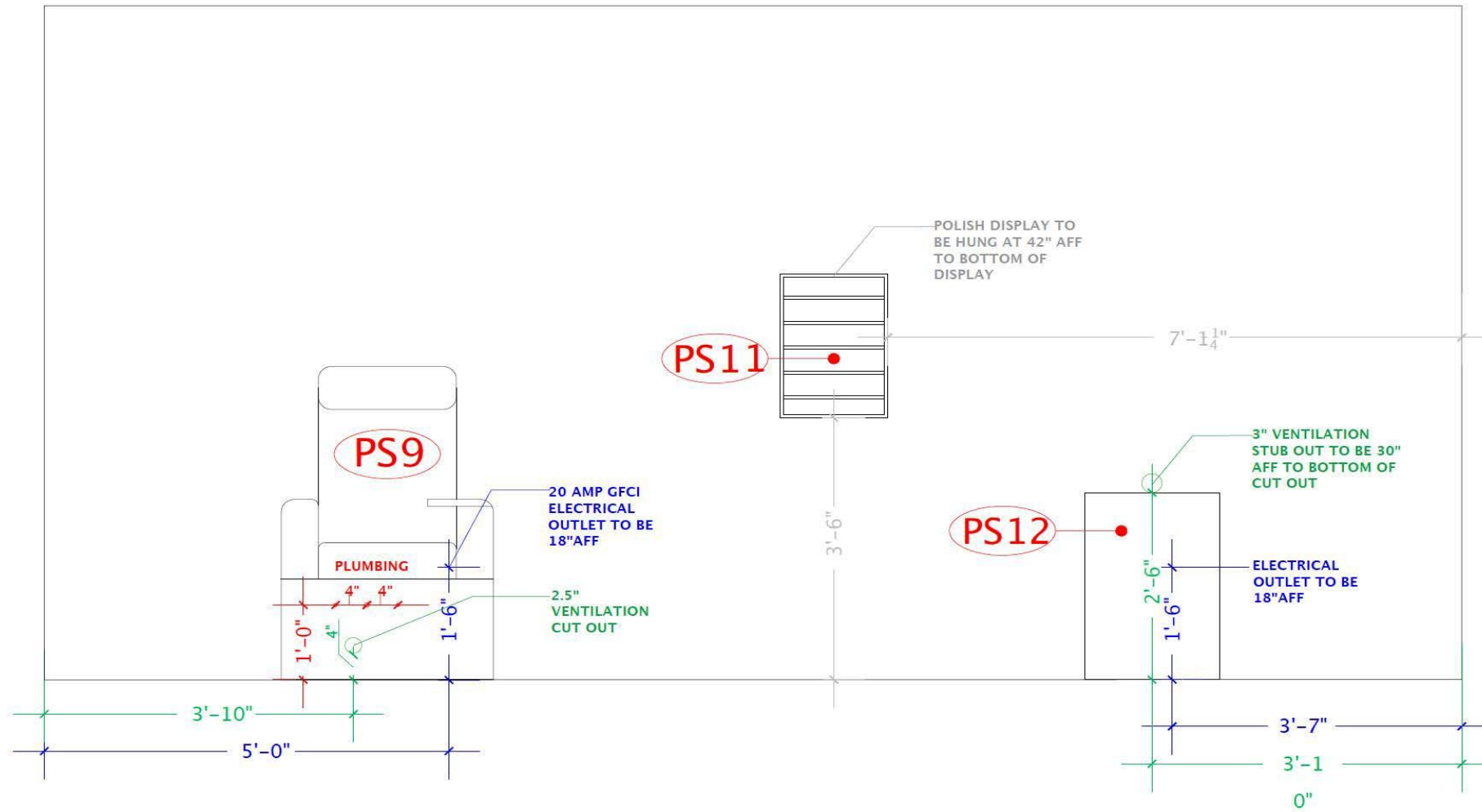
DRAWING:

3 OF 5

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# SAMPLE INSTALL PACKET

## SAMPLE MANICURE & PEDICURE ELEVATIONS FOR ROUGH-INS



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# PS

DESIGN & PROCUREMENT

PROJECT NAME HERE  
SALON LAYOUT

PROJECT ADDRESS HERE

CLIENT NAME
PRO #: 2189
CARE LEVEL: IL/AL/CC
RESIDENT #: 496
SQ. FT. : 718
IMC: 2018
FLOOR LEVEL: TBD
ECD: 2020
DATE: 06-12-2020
REVISION DATE: 10-26-2020
APPROVED BY:

SCALE:

NTS

DRAWING:

4 OF 5

# SAMPLE INSTALL PACKET



## PS Custom Retractable Pedicure Chair w/ Ventilation Ducting & Relaxor



### DESCRIPTION

This Retractable chair is the industry's most compact luxury mani/pedi chair. The chair features a retractable, motorized, fully plumbed pedicure bowl. With a retracted footprint similar to that of a standard armchair, the Retractable Compact chair is an incredible space saver, and an easy replacement for uncomfortable banquettes. Its versatility maximizes revenue through flexible scheduling for either manicures, pedicures, or express combo treatments. This luxurious, bespoke chair is hand upholstered from a broad array of fabric selections and finishes. Electronic chair, bowl and footrest adjustments enable perfect client and technician ergonomics. The hidden pedicure unit features whisper quiet, reliable pipeless hydrotherapy, and is packed with practical features including a hand sprayer, power remote drain, and convenient plumbing connects.

*\*The units act as a source capture unit with pass-through ventilation only with a concealed airflow and outlet duct in order to be hooked up to building ventilation.*

*\*All ventilation mechanics, switches, fans, etc are from the building.*

### MATERIAL/FINISH

Vinyl: TBD  
Laminate: TBD  
Glass Color: Black or White: TBD  
Powder Coat Basin Trim: Black or White TBD

### WARRANTY

All items have a two year warranty, unless otherwise noted

### ELECTRICAL

-110V/220V available  
-9.5 ft long cord  
-International plug options  
-Chair and tub = 7.9 Max Amps  
-Relaxor® = 4 Max Amps  
-Discharge Pump = 1.5 Max Amps

### PLUMBING

Flex Line Connections Recommended.  
Must install to wall plumbing.

*\*See drawings for more details.*

### SIZE/ DIMENSIONS

Chair Dimensions:

- Chair Height: 50.25" (128 cm)
- Seat Height: 22" (56 cm)

Footprint Dimensions:

- Tub retracted: 30.25" (77 cm)
- Tub extended: 57.5" (146 cm)
- Width: 31.5" (80 cm)
- Tilt: Allow 10" - 12" (25 cm - 31 cm) behind chair for back tilt / plumbing access

*\*Installation instructions to follow*

55 Public Square, Suite  
2075, Cleveland, OH 44113  
(216) 800.4422

*\*\*Conceptual Photo*

## REFERENCES

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“Erickson Living has been very pleased with our ongoing successful partnership with PS Design & Procurement. Over the years, the process has been easy, and the quality of work outstanding – and most importantly, our residents continue to enjoy their salon experiences! I would not hesitate to recommend your firm to others.”

- David Berrien, Erickson Senior Living