



Company Description

Established in 1980, Penner Manufacturing, in Aurora, Nebraska, is a leading provider of bathing systems for the long term care market. These products are available through a network of distributors in the United States and Canada.

Our design and consulting team has over 185 years of total experience in the development of spas. Penner Manufacturing is the only company that offers choices of thirty-five different models with combinations of solid colors or granite. In response to requests from facilities for a change from the white institutional look to a modern, aesthetically pleasing, home-like design, we have developed spas with the look of fine furniture and with built-in televisions and DVD's.

Penner Spas are developed using three criteria: ease of operations, dependability and low-cost ownership. They also carry a five year warranty so there is no need for costly service contracts.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Cascade Spa:** Includes a built in post-transfer system to optimize your bathing area.
- **Cascade Premier Elite:** This new offering creates a more contemporary look to your spa area.
- **Elite Transfers:** We have developed Elite Transfers, a sleeker less institutional looking transfer.

Suggested Consultative Discussions

- **Case Studies on Existing Customers:** We'll share ideas from facilities that have Penner Spas, including the reasons they came back for their second and third spa.
- **Future Trends in Spas:** We'll tell you where we see the future of the spa rooms with color and other enhancements to make bathing a more home-like experience.



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