

Ceiling lifts

Snapshot

Highest priced unit:	\$11,432
Average priced unit:	\$8,056
Lowest priced unit:	\$4,680

Pricing Trends

2012-2013: +4%
2013-2014: +4%
2014-2015: +4%

Typical delivery time: 2 to 4 weeks

Typical delivery charges: Varies greatly depending on location, length of track

Average life span of product: 10 to 20 years, 3 to 5 years for motors

Standard warranty: 1 to 2 years

Extended warranty: Varies greatly

Average maintenance cost per year: \$50 to \$300

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

Sources: ArjoHuntleigh, First Care Medical, Mobility Supercenter, SMT Health Systems, Vancare



Photo: Vancare

FROM THE FRONT LINES:

“You definitely need to have a scale on it; that’s big. Being in a ceiling lift can be nerve-racking for residents if the staff isn’t talking them through what’s happening. The calming voice makes a big difference.”
Jennifer Moody, RN, Director of Nursing, Countryside Nursing Home, Quality Life Services, Mercer, PA

Buyer Notes

- Know your need. Providers say they are under increased pressure to monitor usage of a lift as a quality of care concern, as well as being a way to judge return on investment.
- Some ceiling lifts can be industrial in look and feel. Companies that design with the resident in mind can offer ceiling lifts that maximize comfort and dignity while maintaining safety, one vendor says.
- Most ceiling lifts do a good job of moving up and down, so providers may be wise to zero in on companies that thoroughly know the importance of safe patient handling, a dealer advises.
- Keep in mind that these can be complex products with many parts. The lift, tracks and motors may have separate costs, warranties and lifespans. Don’t forget about installation-associated costs.

**For a list of vendors go to the:
EQUIPMENT section, pages 91-93**