

Floor lifts

Snapshot

Highest priced unit:	\$7,924
Average priced unit:	\$5,867
Lowest priced unit:	\$2,140

Pricing Trends

2012-2013: +5%
2013-2014: +5%
2014-2015: +5%

Typical delivery time: 2 to 4 weeks

Typical delivery charges: \$75 to \$180

Average life span of product: 5 to 15 years

Standard warranty: 1 to 3 years, electronics may be under separate warranty

Extended warranty: Varies broadly

Average maintenance cost per year: Varies broadly

(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:

“When considering a floor lift, think about whether it can be stored for easy access. Access to floor lifts is an important element in a safe patient handling environment. Staff need easy access to assistive devices to ensure their continued use.”

Patti Boller, RN, Director of Nursing, Augustana Chapel View, Hopkins, MN

Buyer Notes

- Improved maneuverability and ease of use are rising points of emphasis, one vendor says.
- Be cautious about a big potential tradeoff with reliability and longevity for a lower priced lift, several vendors warn.
- Providers are becoming more educated about the advantages and disadvantages of different types of lifts. Sit-to-stand type floor lifts might seem simple but are being selected because they get residents on their feet and have rehabilitative value.
- In addition to the standard warranty, investigate whether the company will send a rep to the facility for maintenance, one provider recommends.

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