

Ceiling lifts

Snapshot

Highest priced unit:	\$5,500
Mid-range priced unit:	\$4,260
Lowest priced unit:	\$2,960

Pricing Trends

2013-2014: +4%
2014-2015: +4%
2015-2016: +2%

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: 3 years

Extended warranty: 5 years

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, Drive Medical, Hill-Rom, Tollos, Vancare



Photo: Vancare

FROM THE FRONT LINES:

“When purchasing a lift, be sure to get an additional backup battery so you can have one charging while the other is in use. This allows you to swap out the depleted battery for a fully charged one with no down time for the lift and no interruption to the resident’s transfer needs. Also consider keeping a spare charged battery on hand for emergency situations.”

Anna-Liisa LaCroix, Director of Operations and Support Services, Lieberman Center for Health and Rehabilitation, Skokie, IL

Buyer Notes

- Remember that in addition to the ceiling lift motor, there’s track and hardware above the ceiling that are invisible to the resident, but require maintenance.
- Ceiling lifts take up less space than floor lifts, which can make them attractive.
- Comfort and safety have to be tested by staff. Caregivers should be placed inside during the purchasing process and in training. The advantages of using a ceiling lift include reducing time to lift, as well as less likelihood of falls.
- Weight limits for lifts are increasing, as are requests for the lifts to blend into a homelike environment.

**For a list of vendors go to the:
EQUIPMENT section, pages 84-86**