

Ceiling lifts



Photo: Vancare

Snapshot

Highest priced unit:	\$7,000
Average priced unit:	\$4,500
Lowest priced unit:	\$3,000

Pricing Trends

2007-2008: +4%
2008-2009: Varies widely
2010 projection: +5%

Typical delivery time: Within 30 days
Typical delivery charges: \$100 or more
Average life span of product: 10 years
Standard warranty: 1 to 2 years
Extended warranty: Available for purchase
Average maintenance cost per year:
Between \$50 and \$250
Cost for additional 10-foot span of tracking:
\$500 to \$600, on average

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

Sources: ArjoHuntleigh, SureHands Lift & Care Systems, Vancare, Prism Medical

FROM THE FRONT LINES:

"I absolutely prefer ceiling lifts to floor lifts, particularly with the heavier residents who can't do for themselves. They are safer, first of all, for residents and staff. They are also more convenient. We don't have to be borrowing floor lifts from other units and bringing them down. There's an initial investment, of course, but it's no more than buying a lot of floor lifts."

Barry Conway, Commandant, New Hampshire Veterans Home, Tilton, NH

Buyer Notes

- The trend continues to move toward ceiling lifts and away from floor-based mobile systems, one vendor said.
- Buyers need to realize that the equipment—lift and track—are only part of the equation. A percentage of the product is construction, and this can represent a variable cost.
- Innovations include electronic charging systems within the tracks. There also is new technology in the area of lateral transfers. Apparatuses are now available that work with ceiling lifts to help move residents in bed. This type of equipment helps reduce the number of caregiver injuries.

**For a list of vendors go to the:
EQUIPMENT section, pages 83-103**