

Floor lifts



Photo: Vancare

Snapshot

Highest priced unit:	\$7,500
Average priced unit:	\$3,300
Lowest priced unit:	\$1,500

Pricing Trends

2007-2008: Flat to +5%

2008-2009: Flat to +5%

2010 projection: Flat to +4%

Typical delivery time: 3 to 10 days

Typical delivery charges: Standard freight charges

Average life span of product: 1-2 years

Extended warranty: Available for purchase

Average maintenance cost per year: Varies

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

Sources: Vancare, Direct Supply, Invacare Continuing Care Group, Medicare Products, ArjoHuntleigh

FROM THE FRONT LINES:

"If we have a sit-to-stand, we look at the maximum weight the lift will lift, and convenience. [We also examine] the different functions."

Ellen Kelly, Director of Nursing, Colonial Hills Nursing Center, Maryville, TN

Buyer Notes

- The industry is trending away from hydraulic floor lifts and toward electric lifts, one vendor said. There is also a move toward powered-based widening versus manual base widening options.
- While ceiling lifts are growing in popularity, floor lifts will never be obsolete because ceiling lift tracking does not go down the hallway.
- Safe patient handling legislation around the country has played a role in the growing use of floor lifts. In addition to lift equipment, facilities should have policies and training in place to ensure proper use of equipment and to incorporate safe-lifting procedures into the culture.

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