

## Floor lifts



Photo: Vancare

### Snapshot

<b>Highest priced unit:</b>	\$5,650
<b>Mid-range priced unit:</b>	\$3,790
<b>Lowest priced unit:</b>	\$2,137

### Pricing Trends

2013-2014: +5%
2014-2015: +5%
2015-2016: +1%

**Typical delivery time:** 2 to 4 weeks

**Typical delivery charges:** \$75 to \$180

**Average life span of product:** 10 years, although the battery will die sooner.

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

**Extended warranty:** Varies broadly

**Average maintenance cost per year:** Labor checking and cleaning wheels

*(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, Geriatric Medical, Hill-Rom, Tollos, Vancare*

### FROM THE FRONT LINES:

**“Take a clinical team with you. Don’t look at a catalog. Look at the quality, and try everything out. We try lifting each other. Remember, it’s terrifying to be in a lift.”**

Rita Vann, Senior Vice President, Clinical Operations, Ascension Health Senior Care, St. Louis

### Buyer Notes

- A case for lifts: Healthcare workers suffer injuries at nearly twice the national average of all other industries combined, according to the Bureau of Labor Statistics.
- Providers should ask about infection control: Straps and the seat can become rife with germs without proper cleaning.
- Slings may be disposable or removable — ask about options.
- Every three months, there should be training on how to use a floor lift, and not only for new employees.
- Not every facility can put in ceiling lifts due to structure or cost, which makes floor lifts a better option for some buildings.

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