

Floor lifts

PURCHASING
REPORT

Photo: Vancare

Snapshot

Highest priced unit:	\$7,875
Average priced unit:	\$3,465
Lowest priced unit:	\$1,575

Pricing Trends

2007-2008: Flat to +5%

2008-2009: Flat to +5%

2009-2010: Flat to +5%

Typical delivery time: About 6 weeks**Typical delivery charges:** Varies by location**Average life span of product:** 10 years**Standard warranty:** 10 years**Extended warranty:** Available in some cases**Average maintenance cost per year:**
Routine cleaning, minor parts upkeep

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

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

FROM THE FRONT LINES:

"It's not what the facility is looking for in a floor lift. We should ask ourselves what would we want in a floor lift if we were the client. I'm looking for safety, comfort, ability to accommodate all types of body heights and weights, portability and simple use. It also would help if it was kind of stylish and less institutional looking."

Rhonda Grey, Activities Director, St. Thomas More Medical Complex, Hyattsville, MD

Buyer Notes

- Suppliers have been increasing prices, which places pressure on vendors. The cost of materials, from plastics to metal, has increased. Some vendors are passing on the increase to providers; others are absorbing it with volume.
- Electric power-driven lifts are generating some buzz in the market. These lifts allow handlers to push the handles to move forward—not physically push the lift. This new type of lift is less strenuous physically on the caregiver, which is why it appears to be growing in popularity.
- New technology on the lifts alerts caregivers to information such as how many seconds they are being used and how many times they have been overloaded. Service-check alarms also are available on some lifts.

**For a list of vendors go to the:
EQUIPMENT section, pages 88-92**