

Ceiling lifts

PURCHASING
REPORT



Photo: Vancare

Snapshot

Highest priced unit:	\$8,000
Average priced unit:	\$6,300
Lowest priced unit:	\$3,875

Pricing Trends

2008-2009: +4%
2009-2010: +4%
2010-2011: +4%

Typical delivery time: 1 to 3 months

Typical delivery charges: Varies greatly depending on location

Average life span of product: 10 to 20 years

Standard warranty: 2 years

Extended warranty: Some annual, some contract

Average maintenance cost per year: \$180

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

Source: ArjoHuntleigh, Direct Supply, Medicare, Vancare

FROM THE FRONT LINES:

"An emergency lowering and shut-off mechanism is a 'must have' option to stop all movement of the lift if needed. Our experience is that ceiling lifts are not only convenient, they are safe and reliable for residents and staff.

Julie Picek, RN, Director of Nurses, Memorial Community Care, Aurora, NE

Buyer Notes

- Pay attention to weight capacity and that you're lifting only patients of appropriate weight. This will help keep your preventive maintenance costs down, one vendor advised.
- Operators should always ask the vendor about all of the technology options that are available to them. Ask questions such as: Do the scales have digital readings? Is the lift equipped with alarms that alert you when maintenance is needed? How flexible is the vendor on installation?
- One provider recommends monthly as well as annual inspections on lifts by a lift technician or other authorized person.
- Operators should be aware that installing ceiling lifts is a labor intensive and expensive process, one vendor advises, so they should be flexible with regard to their timetable. There are many variables depending on the type of track the provider chooses and what the lift is being used for. And as such, prices for parts and labor can range greatly.

**For a list of vendors go to the:
EQUIPMENT section, pages 80-81**