

# Floor lifts

 PURCHASING  
 REPORT


Photo: Invacare Continuing Care Group

## Snapshot

|                             |         |
|-----------------------------|---------|
| <b>Highest priced unit:</b> | \$6,796 |
| <b>Average priced unit:</b> | \$4,700 |
| <b>Lowest priced unit:</b>  | \$2,675 |

## Pricing Trends

|                  |
|------------------|
| 2008-2009: +4%   |
| 2009-2010: +2.3% |
| 2010-2011: +5%   |

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

**Typical delivery charges:** Around \$180

**Average life span of product:** 10 years

**Standard warranty:** 3 years

**Extended warranty:** Mostly not offered, but some warranties on scales.

**Average maintenance cost per year:** Varies broadly

*(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, Invacare Continuing Care Group, Medcare, Vancare,

## FROM THE FRONT LINES:

"Most vendors and suppliers are going to do demonstrations in the facility. This is very important part of teaching the staff. Make sure they are properly trained before they use the lifts on their own."

Phil Sher, executive director, administrator, Chelsea Jewish Nursing Home, Chelsea, MA

## Buyer Notes

- Many modern lifts are powered by batteries, but it's important to have a lift that has a manual pump to safely lift residents up or down if the battery fails.
- Cost of ownership is key. Find out where parts are made. This can influence repair time and costs. Some batteries are exclusive to a vendor and are more expensive, while some batteries can be purchased through other medical supply companies.
- Purchasing a floor lift with a scale doubles the value of the equipment, one vendor said. Buying a lift is a 10-year investment, he added.

**For a list of vendors go to the:  
EQUIPMENT section, pages 81-82**