



Photo: Vancare

Floor lifts

Snapshot

Lowest priced unit: \$1,118 | **Mid-range priced unit:** \$1,148 | **Highest priced unit:** \$2,933

Pricing Trends 2014-2015: +5% | 2015-2016: +1% | 2016-2017: +0%

Typical delivery time: 2 to 4 weeks

Typical delivery charges:

Around \$150

Average life span of product:

May last for 15 to 20 years

Standard warranty:

3 years, electronics may be separate

Extended warranty:

Varies widely

Average maintenance costs per year: Cleaning wheels, repairing the sling and the battery should all be considered.

Buyers Notes

- Power-based legs, opposed to manual legs, are considered to be "in," especially given concerns about workplace injuries.
- One big problem with a lift is when the sling wears out. Make sure to check it for fraying.
- Ask about weight limit, and whether the lift comes with a spare battery.
- Depending on the market, durable medical equipment competitive bidding has sometimes resulted in lift prices dropping.

"We got one lift and it wasn't tall enough. Make sure it's high enough and has the right weight limit. If you don't have one, it kills you. You can't get referrals otherwise."

— Alise Ionashku, Administrator, Starr Regional Medical Center, Chattanooga, TN

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

Sources: ArloHuntleigh, Basic American, Drive DeVillbiss Healthcare, Geriatric Medical, HD Supply, Hill-Rom, Invacare, Tollo, Vancare

**For a list of vendors go to the:
EQUIPMENT section,
pages 91-94**