

## Ceiling lifts



Photo: Vancare

### Snapshot

<b>Highest priced unit:</b>	\$8,320
<b>Average priced unit:</b>	\$6,552
<b>Lowest priced unit:</b>	\$4,030

### Pricing Trends

2010-2011: +4%
2011-2012: +4%
2012-2013: +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:

“The most critical factor in selection is first matching the brand of ceiling lift with the current brand used in the facility. That helps to reduce accidents caused by operators who are only familiar with one brand. That’s established by a training procedure we already have in place.”

Scott Lane, Director of Environmental Services, Grand Village, Grand Rapids, MN

### Buyer Notes

- Purchasing and installing a ceiling lift requires a lot of preparation on the provider end, but most dealers are used to working around construction schedules.
- Traditional nursing homes can get a good 20-to-30 years from a ceiling lift, but household model facilities can expect a lift to last in perpetuity, one provider said.
- Lift operators should regularly inspect lifting straps. When they start to fray, maintenance is required.
- Dealers recommend that providers store ceiling lift motors in a docking station so that they are always kept at a full charge. This helps extend battery life.

**For a list of vendors go to the:  
EQUIPMENT section, pages 83-85**