

Ceiling lifts

Snapshot

Highest priced unit:	\$10,993
Average priced unit:	\$7,681
Lowest priced unit:	\$3,675

Pricing Trends

2011-2012: +4%
2012-2013: +4%
2013-2014: +4%

Typical delivery time: 2 to 4 weeks

Typical delivery charges: Varies greatly depending on location, length of track

Average life span of product: 10 to 20 years

Standard warranty: 1 to 2 years

Extended warranty: Varies greatly

Average maintenance cost per year: \$50 to \$200

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

Sources: ArjoHuntleigh, First Care Medical, Mobility Supercenter, SMT Health Systems, Vancare



Photo: Vancare

FROM THE FRONT LINES:

"For modern health centers, ceiling lifts are of particular interest because they free up storage space and require less manpower to operate."

Christina Spence, Associate Administrator, Life Care Services at Casa de las Campanas, San Diego, CA

Buyer Notes

- Providers are interested in intelligent lifts, one dealer says. These lifts tell the user information such as how many lifts have been done, how many lifts until service, and whether the lift has been overloaded.
- Facilities should keep in mind that installation usually involves working above the ceiling tile as well as below. This can drive costs up compared with home installations, where an attic can be utilized in how the lift is set up.
- Ceiling lift options are becoming smaller, lighter and more portable, one dealer says. Some of these units still boast a lifting capacity in the 300-pound range.
- Providers are attracted to advantages such as greater durability than floor lifts. This has created rising demand for this equipment, which is still in its "infancy," one dealer says.

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