

Ceiling lifts

PURCHASING
REPORT

Photo: Vancare

Snapshot

Highest priced unit:	\$7,350
Average priced unit:	\$4,725
Lowest priced unit:	\$3,150

Pricing Trends

2007-2008: +4%

2008-2009: Flat to +5%

2009-2010: Flat to +5%

Typical delivery time: About 6 weeks**Typical delivery charges:** Varies by location**Average life span of product:** 10 years**Standard warranty:** 10 years**Extended warranty:** Increasingly available**Average maintenance cost per year:**
Routine cleaning, minor parts upkeep

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

Source: Vancare, SureHands Lift & Care Systems, Prism Medical, ArjoHuntleigh

FROM THE FRONT LINES:

"It's important to lay out the room efficiently to minimize the costs of the ceiling track. The shorter the track and the fewer curves it has, the less expensive it will be to install."

Jeff Shireman, President/CEO, Lebanon Valley Brethren Home, Palmyra, PA

Buyer Notes

- Ceiling lifts are catching on, though many facilities still do not own them. The strongest case for buying a ceiling lift is they are safer for caregivers to use. The costs surrounding a worker's back injury can end up far exceeding the cost of a ceiling lift, vendors note.
- Because the lifts are expensive—averaging \$5,000 per room—one vendor recommends installing the tracking in the rooms first. Facilities can start off with portable units to move from room to room until they can purchase permanent motors. The cost of installing ceiling lifts depends on a facility's configuration.
- New monitoring technology on the lifts provides information about how caregivers are using them. Some lifts have the ability to show how many seconds they have been used and when they were overloaded.
- More buyers are becoming educated about ceiling lifts, one vendor feels. As a result, they are trying harder to get the most value for their dollar. Some companies are extending warranties to please their customers, the vendor said.

**For a list of vendors go to the:
EQUIPMENT section, pages 88-92**