

## Floor lifts

### Snapshot

<b>Highest priced unit:</b>	\$7,134
<b>Average priced unit:</b>	\$4,935
<b>Lowest priced unit:</b>	\$2,800

### Pricing Trends

2010-2011: +5%
2011-2012: +5%
2012-2013: +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*



Photo: Vancare

### FROM THE FRONT LINES:

“For us, floor lifts must have a 400-pound capacity and we prefer a sturdier frame. Be sure to test it out yourself, or ask your rep for a demonstration — and be sure to look at several manufacturers. Ask your vendor if they are available for in-service during all three shifts and on weekends.”

Christine Mour, Administrator, The Neighborhoods at St. Elizabeth Rehabilitation and Nursing Center, Baltimore

### Buyer Notes

- Providers must consider the amount of physical space in the rooms where lifts will be used, and what types of transfers they will need to do.
- Technology matters. Some providers and dealers recommend buying a lift that keeps an electronic usage record. When state surveyors come in, the record shows if the equipment needs maintenance, if it's been overused, or how many times it's been overloaded.
- Some newer models come with a failsafe shutdown that kicks in after 6,000 lift cycles. This lets operators know when parts should be replaced.

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