

# Purchasing Reports

The Industry Directory's Purchasing Reports are a one-of-a-kind tool created by *McKnight's* editors. They are designed to aid the long-term care buyer — new or veteran — who is in the market for important products. Included are perspectives from experts, vendors and the reader's peers themselves.

A brief breakdown of a Purchasing Report page's contents:

## Unit prices

Some providers want the absolute best item they can acquire — “all the bells and whistles,” so to speak; others might desire the least expensive, most basic model available; most will fall somewhere into a middle, “average” category. The numbers here are the averages of figures given by responding vendors for each of the three pricing ranges (Highest, Average, Lowest).

## Pricing trends

This is how annual price increases in the industry have trended in recent years.

## Delivery, lifespan, warranty information

This is what you can typically expect with a purchase.

## Average maintenance cost per year

Also sometimes called “cost of ownership,” this reflects what a product might cost you after it is purchased, delivered and installed.


## “From the front lines”

Providers counsel readers — their peers — on what to do or expect if they're shopping for this item.

## Buyer Notes

These bulleted items relay recommendations, best practices, advice and general conventional wisdom from experts in the field.

## Ceiling lifts



Snapshot	
Highest priced unit:	\$8,320
Average priced unit:	\$6,552
Lowest priced unit:	\$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 75-88**