



Photo: Vancare

## Ceiling lifts

### Snapshot

**Lowest priced unit:** \$3,500 | **Mid-range priced unit:** \$4,750 | **Highest priced unit:** \$6,875

**Typical delivery time:** 2 to 4 weeks, but installation will take longer.

**Typical delivery charges:**  
Depends on weight and distance

**Average life span of product:**  
Up to 20 years

**Standard warranty:**  
Generally a year on the motor

**Extended warranty:**  
Ask about limited lifetime warranty on the tracks

**Average maintenance costs per year:**  
\$0 to \$200. A budget should include a full load test, tape or sling replacements.

### Buyers Notes

- The benefit of a ceiling lift is that it is always in the room, with no reason for an employee to avoid it. This increases clinical efficiency, especially as residents may feel more comfortable with seeing the lift installed in the ceiling, rather than wheeled in.
- Ask where the lift is manufactured, and how easy it is to receive replacement parts.
- Make sure to ask how the company will install the lift, and whether installation is included in the listed price.
- The biggest barrier for providers is cost, but ceiling lifts, compared to floor lifts, may offer a better return on investment, relative to compliance and use.

*“We plan to install ceiling lifts in 28 rooms within our 84-bed healthcare center, which is currently under construction. We believe that the overhead lifts in the new facility will improve working conditions for staff members that must do repetitive movements when caring for residents, and will help reduce employee injuries.”*

**— Liz Kail, Vice President of Health Services, Westminster Canterbury, Lynchburg, VA**

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

**Sources:** ArjoHuntleigh, Drive DeVilbiss, Joerns, HD Supply, Vancare

**For a list of vendors go to the:  
EQUIPMENT section,  
pages 86-89**