



Photo: Vancare

Ceiling lifts

Snapshot

Lowest priced unit: \$2,095 | **Mid-range priced unit:** \$3,091 | **Highest priced unit:** \$4,142

Typical delivery time: 2 to 4 weeks, but remember that installation will add time.

Typical delivery charges: May be folded into big purchases. Basics start at around \$150.

Average life span of product:
18 to 20 years

Standard warranty:

1 year for the motor, 2 years for other elements

Extended warranty: Up to 5 years

Average maintenance costs per year:

Count on regular load tests, which could reveal big, potentially costly problems. Otherwise, allocate up to about \$200 for tape and sling replacements.

Buyers Notes

- Know where a ceiling lift is made and where replacement parts will come from, and how quickly they will arrive. Also make sure you know where you're going to get technicians to service a unit should there be any hitches.
- Be aware of mounting installation costs. Even when installation is included in the purchase, there are likely to be potential add-ons or extra services you won't want to do without.
- Despite the product's relatively high cost, operators should consider full return on investment. Some vendors point out that ceiling lifts are always around so there's better compliance, more safety among staff and fewer injury claims as a result.

"It has to be user-friendly and safe. Ask for clinical trial information and safety ratings. As a provider, you should ask what they are and what was tested. Also, do they accommodate universal slings or just theirs?"

— TK King, MHL, VP of Process Improvement, EmpRes Healthcare Management, Vancouver, WA

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

Sources: Arjo, Joerns, Hill-Rom, Vancare

**For a list of vendors go to the:
EQUIPMENT section,
pages 70-71**