

## Ceiling lifts

### Snapshot

Highest priced unit:	\$6,656
Average priced unit:	\$3,406
Lowest priced unit:	\$2,220

### Pricing Trends

2006-2007: Flat  
 2007-2008: +4%  
 2009 projection: +5%

**Typical delivery time:**  
 Ranges from a few days to a few weeks

**Typical delivery charges:** Freight

**Average life span of product:**  
 About 10 years, depending on use and proper maintenance

**Standard warranty:** 2 years

**Extended warranty:** Not available

**Average maintenance cost per year:**  
 Less than \$150

**Cost for additional 10-foot span of tracking:**  
 Varies widely

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

*Sources: ARJO, Apex Dynamics, Vancare, Liko, SureHands Lift & Care Systems*



Photo: ARJO

### FROM THE FRONT LINES:

What customers should look for? "That it is safe and easy to operate and that the staff and patients feel comfortable when it's being used, and safe. When I say 'easy to operate,' we need to be able to show people how to use it ... so it doesn't require extensive training—but familiarization ..."

Genwyl Glover, Official Safe Patient and Movement Coordinator, prominent spinal cord facility, Memphis, TN

### Buyer Notes

- Ceiling lifts are expensive to install, but they often yield many benefits down the road, including less risk of caregiver and resident injuries.
- Ceiling lifts also are beneficial because they cannot be misplaced, unlike floor lifts.
- Yet another advantage of ceiling lifts is that they are powered by motors, whereas floor lifts have to be charged.
- Customers should look at the overall package when making a purchase, such as installation and in-servicing.

**For a list of vendors go to the:  
 EQUIPMENT section, page 101-102**