

Floor lifts

Snapshot

Highest priced unit:	\$4,830
Average priced unit:	\$2,100
Lowest priced unit:	\$1,890

Pricing Trends

2006-2007: Flat

2007-2008: +5%

2009 projection: +5%

Typical delivery time:

Varies from a few days to 4 weeks

Typical delivery charges:

Freight, sometimes can be prepaid

Average life span of product:

15 to 20 years

Percent vendor installed: 80% to 90%

Standard warranty: Approximately 1 year

Extended warranty: Not available

Average maintenance cost per year:

Ranges from \$50 to \$100

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

Sources: Apex Dynamics, Invacare Continuing Care Group, Liko, Vancare



Photo: Vancare

FROM THE FRONT LINES:

"Look for battery life. We did purchase one in particular that we've had issues with the adapters going out for the charger. Always get the demo. Always get one and bring it in and let your staff use it."

Pam Gibson, Director of Nursing, Metcalfe Health Care Center, Edmonton, KY

Buyer Notes

- While technology is moving toward overhead lifts, there is still a place for floor lifts in long-term care facilities. Floor lifts, in particular, are a good economic solution to back-injury prevention, while some feel ceiling lifts are not.
- The pricing of floor lifts has risen as pricing of aluminum and steel have skyrocketed.
- Despite the pricing crunch vendors have experienced, demographics have kept the market strong.
- One of the problems with floor lifts is that they can be misplaced. Caregivers may leave one in a resident's room and forget where it was left.
- Sit-to-stand lifts can be particularly useful, specifically for therapy.

**For a list of vendors go to the:
EQUIPMENT section, page 102-103**