

# LIFT SELECTION GUIDE

***DIRECT***  
**SUPPLY®**



# The Direct Supply Difference

## DIRECT SUPPLY MAKES EQUIPMENT SELECTION EASY

With the variety of choices today, it can be difficult to identify the right equipment for your community. That's why Direct Supply helps you sort through all the features and models available to find equipment that will get the job done for the right value.

Direct Supply has a vast selection of lifts and transfer devices so you can find the right match for your requirements. And with 30 years of devotion to the Senior Living profession, we have the knowledge to help you make the best decision.

This Lift Selection Guide outlines the key considerations that can help you identify the right model for your staff and residents. And once you've identified the exact lift you need, we make it easy for you to place your order with delivery and installation services, budget-friendly financing options and a 100% satisfaction guarantee. Period.



Between  
**26% - 39%**   
of residents in residential care facilities need help with TRANSFERS, and between  
**25% - 40%**  
need assistance with MOBILITY.

**7x** HEALTHCARE WORKERS experience more MUSCULOSKELETAL INJURIES than any other worker.

# Keep Your Community Safe

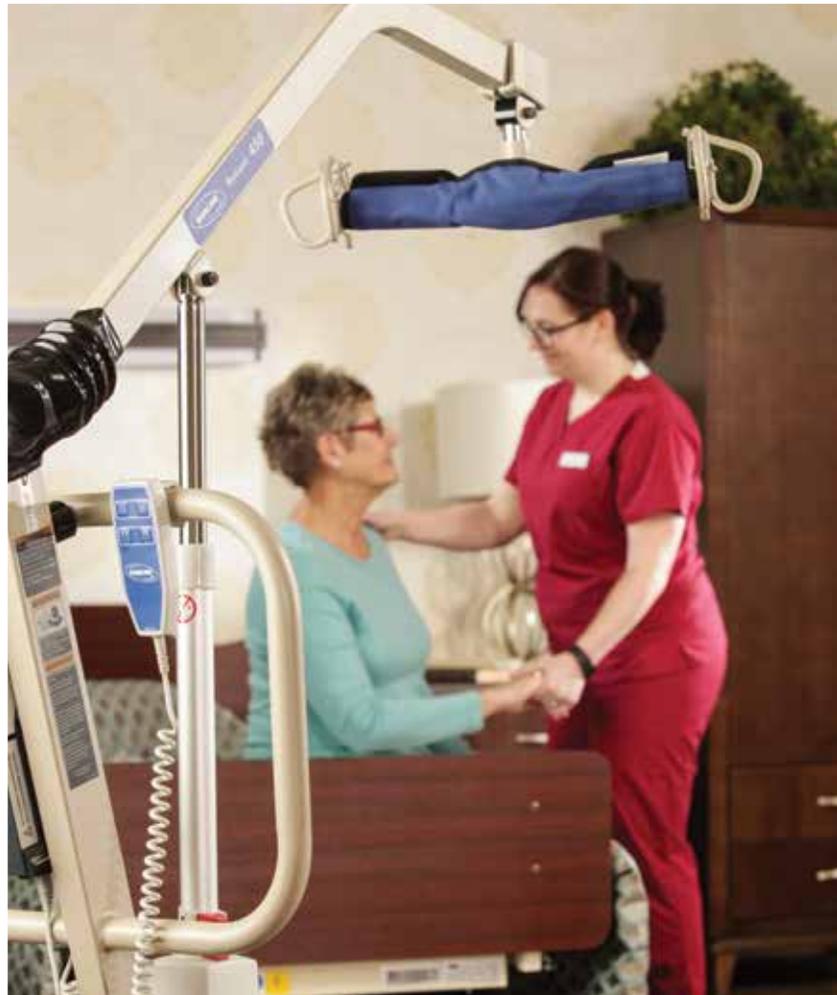
## BENEFITS OF SAFE LIFTING PRACTICES IN YOUR COMMUNITY

As acuities continue to rise and surveyors continue to cite F-Tag 323 (Accidents), it's becoming increasingly important that every community establish and promote ergonomic and injury prevention programs.

By using your lifts properly and consistently, you can help create a strong culture of safety in your healthcare community. Your use of lifts can have a tremendous effect on both the residents' and employees' safety and the promotion of residents' range of motion, strength and independence.

### Help Support Your Residents and Staff in Safer Lift Transferring:

- Reduce the potential for lifting-related resident incidents and injuries
- Reduce the daily strain on caregivers' bodies
- Reduce the related insurance expenses
- Quality of care and better resident outcomes
- Safety of residents and employees
- Staff recruitment and retention
- Community marketability (resident admissions)
- Control over employee injury and medical malpractice expenses



Call your account manager at 1-800-634-7328 for the best lift options to keep your staff and residents safe!



the estimated ANNUAL COST of BACK INJURIES to healthcare workers in the US.



of NURSES who leave their role do so DUE TO RISK OF INJURY.

# Understanding Lift Components



# Key Considerations

The right lift depends on your residents' unique needs and usage scenarios in your community. Be sure to consider factors such as the ADL needs and unique characteristics of your resident population, the physical layout of the facility, the number and type of lifts currently in inventory, and any additional equipment that is required to meet resident needs. Below you'll find helpful advice for determining which lifts and lifting equipment may meet the specific needs of your community.

↑ LOW  
**R  
e  
s  
i  
d  
e  
n  
t  
A  
c  
t  
i  
v  
i  
t  
y  
L  
e  
v  
e  
l**  
 ↓ HIGH

## 1. LIFT TYPE

### Nonpowered Stand Aids *FIG.1*

- For residents who require minimal assistance
- Allows for quick and easy transfers
- Features a compact design
- Requires minimal training for staff

### Sit-to-Stand Lifts *FIG.2*

- For residents who demonstrate some weight-bearing ability or upper-body strength
- More dignified and conducive to resident involvement
- Easier and faster to use than floor lifts
- Features a small footprint for easy storage
- Ideal for use in resident rooms, toilet areas, bathing areas and common areas

### Floor Lifts *FIG.3*

- For residents who cannot support their own weight
- Assists fallen residents off the floor
- Vertical style lifts residents straight up and down for easier positioning
- Ideal for lifting residents from the floor, beds, chairs, toilet/bathing areas and more
- With the use of a scale, allows you to easily weigh residents during lifting and transfer activities

### Ceiling Lifts *FIG.4*

- Idea for resident, therapy and tub rooms; can be permanent or portable
- Features weight capacities of up to 1,000 lbs.
- Reduces caregiver strain
- Offers expanded lift range

FIG.1



#G7314

Nonpowered Stand Aids

FIG.2



#BBB08

Sit-to-Stand Lifts

FIG.3



#96121

Floor Lifts

FIG.4



#G1909

Ceiling Lifts

# Key Considerations...continued

## 2. WEIGHT CAPACITY

Lifts with higher weight capacities can accommodate a wider variety of residents. But as the weight capacity increases, so does the size of the lift. This can limit the lift's usefulness in tight spaces, such as bathrooms. Consider weight capacities as well as space constraints when selecting lifts for your community.

## 3. BASE WIDENING (POWERED VS. MANUAL)

Powered base widening only requires the push of a button for the least amount of stress on the caregiver. Manual base widening, whether by hand-shift lever or foot pedal, places some strain on the caregiver. Hand-shift lever base widening has the most potential to cause stress, especially when there is weight in the sling. Foot pedal manual base widening uses the caregiver's weight to widen the base, limiting back and shoulder strain.

## 4. BASE CLEARANCE

To maximize effectiveness, lifts should fit under existing beds. If you have low beds in your community, it's important to measure the underbed clearance and consider lifts with a lower base clearance.

## 5. BASE LENGTH & WIDTH

Shorter base lengths and widths allow lifts to be used in tight spaces that require maneuverability. To be effective, the base of the lift should open wide enough to fit around the equipment a resident is being transferred to or from.



Base Widening



Powered

Manual

## 6. SCALE ATTACHMENT

Limiting transfers is the easiest way to reduce caregiver injury. You can easily combine tasks by weighing residents while you transfer them. This saves time and eliminates the need for an additional transfer to a scale. All of Direct Supply's floor lifts and select sit-to-stand lifts can be ordered with digital scales.

## 7. TRANSPORT VS. TRANSFER

Not all lifts are designed to move a resident throughout your community. Many are intended for short-distance transfers, such as from a bed to a wheelchair. If you do a lot of long-distance moves, transport lifts can virtually replace the other transport equipment you use, such as stretchers or transport chairs.

## 8. REMOVABLE FOOTPLATE

Many sit-to-stand lifts are available with a removable footplate that allows you to use the unit as a gait-training device.

## 9. SMART TECHNOLOGY

Many lifts are now available with smart technology to help you monitor the compliance and maintenance needs of equipment. By calculating, storing and displaying important lift data, smart technology can help you extend the life of your lifts.

## 10. GAIT TRAINING

Many lifts can also be used for gait training with residents. When choosing a floor lift that will also be used for gait training, keep in mind that the boom height must be tall enough to accommodate the standing height of your residents. If choosing a sit-to-stand lift, look for models with removable footplates to allow residents to stand comfortably between the base widening legs.

Removable Footplate



Scale Attachment



# Lift Comparison Chart

|                        | Model                                      | Weight Capacity | Base Widening     | Base Length             | Base Width Open/Closed  |
|------------------------|--|-----------------|-------------------|-------------------------|-------------------------|
| Non-Powered Stand Aids | Hoyer® HSA400 Stand Aid                    | 400 lbs.        | N/A               | 32"                     | N/A                     |
|                        | Arjo Sara Steady                           | 400 lbs.        | Foot Pedal        | 36.22"                  | 34½" Open   24½" Closed |
|                        | Hoyer® HSA450 Stand Aid                    | 450 lbs.        | Foot Pedal        | 35⅙"                    | 37" Open   26⅙" Closed  |
| Sit-to-Stand Lifts     | Panacea® Atlas Sit-to-Stand Lift           | 400 lbs.        | Handle            | 41"                     | 39" Open   23" Closed   |
|                        | Invacare® Reliant 350 Sit-to-Stand Lift    | 350 lbs.        | Handle or Powered | 35½"                    | 36⅝" Open   25⅙" Closed |
|                        | Hoyer® Journey Sit-to-Stand Lift           | 340 lbs.        | Foot Pedal        | 36⅝"                    | 34½" Open   27" Closed  |
|                        | Invacare® Roze Premier Sit-to-Stand Lift   | 450 lbs.        | Powered           | 38⅝"                    | 44" Open   26" Closed   |
|                        | Hoyer® Elevate Sit-to-Stand Lift           | 440 lbs.        | Powered           | 43⅓"                    | 34⅓" Open   24⅝" Closed |
|                        | Invacare® ISA Compact Stand-Up Lift        | 350 lbs.        | Foot Pedal        | 33⅝"                    | 32⅝" Open   21" Closed  |
|                        | Invacare® ISA XPlus Stand-Up Lift          | 450 lbs.        | Foot Pedal        | 50⅝"                    | 40⅝" Open   25¼" Closed |
|                        | Arjo Sara Flex                             | 440 lbs.        | Powered           | 39¼"                    | 40½" Open   26" Closed  |
| Arjo Sara Plus         | 420 lbs.                                   | Powered         | 40⅝"              | 39½" Open   25⅝" Closed |                         |
| Floor Lifts            | Panacea® Atlas Floor Lift                  | 450 lbs.        | Handle            | 45½"                    | 40" Open   24" Closed   |
|                        | Hoyer® HPL402 Floor Lift                   | 400 lbs.        | Handle            | 43½"                    | 40½" Open   24" Closed  |
|                        | Invacare® Reliant 450 Floor Lift           | 450 lbs.        | Handle or Powered | 48"                     | 41" Open   26½" Closed  |
|                        | Hoyer® HPL500 Series Lift                  | 500 lbs.        | Handle or Powered | 49"                     | 44" Open   24" Closed   |
|                        | Hoyer® Advance Floor Lift                  | 340 lbs.        | Foot Pedal        | 49⅝"                    | 39⅝" Open   26⅝" Closed |
|                        | Invacare® Jasmine Premier Floor Lift       | 500 lbs.        | Powered           | 49"                     | 46⅙" Open   25⅝" Closed |
|                        | Hoyer® Presence Floor Lift                 | 500 lbs.        | Powered           | 56⅓"                    | 39⅝" Open   27⅝" Closed |
|                        | Hoyer® Stature Vertical Floor Lift         | 500 lbs.        | Powered           | 50⅝"                    | 42½" Open   26⅝" Closed |
|                        | Arjo Maxi Move                             | 500 lbs.        | Powered           | 44"                     | 48¾" Open   28¼" Closed |
|                        | Arjo Maxi 500                              | 500 lbs.        | Powered           | 44⅝"                    | 35¾" Open   25" Closed  |
| Arjo Maxi Twin         | 400 lbs.                                   | Powered         | 44⅝"              | 54" Open   29¾" Closed  |                         |
| Hydraulic Lifts        | Hoyer® HML400 Hydraulic Lift               | 400 lbs.        | Handle            | 43½"                    | 40½" Open   24" Closed  |
| Bariatric Floor Lifts  | Invacare® Reliant 600 Bariatric Floor Lift | 600 lbs.        | Handle or Powered | 48"                     | 41" Open   26½" Closed  |
|                        | Hoyer® HPL700 Floor Lift                   | 700 lbs.        | Powered           | 55"                     | 46¼" Open   27½" Closed |
|                        | Hoyer® Calibre Floor Lift                  | 850 lbs.        | Powered           | 64"                     | 49" Open   33¼" Closed  |

| Optional Scale Attachment | Boom Height | Limited Warranty  |
|---------------------------|-------------|---|
| No                        | N/A         | 1 Year  |
| No                        | N/A         | 1 Year  |
| No                        | N/A         | 1 Year  |
| No                        | 23" - 67½"  | 5-Year Limited Warranty on Frame and Welds and 1 Year Electronics: Battery, Hand Control, Actuator  |
| No                        | 39¾" - 63⅞" | 3 Years Lift, 1 Year Actuator   |
| No                        | 28¾" - 60½" | Limited Lifetime Frame, 2 Years Electrical Components   |
| No                        | 37" - 63½"  | 5 Years Lift, 2 Years Actuator  |
| Yes                       | 39¾" - 64⅞" | Limited Lifetime Frame, 2 Years Electrical Components   |
| No                        | 37¾" - 64¾" | 5 Years Lift, 2 Years Electronics   |
| No                        | 37¾" - 64¾" | 5 Years Lift, 2 Years Electronics   |
| Yes                       | 39" - 59"   | 1 Year  |
| Yes                       | 35½" - 58⅞" | 1 Year  |
| No                        | 21" - 68½"  | 5-Year Limited Warranty on Frame and Welds and 1 Year Electronics: Battery, Hand Control, Actuator  |
| Yes                       | 28" - 77"   | Limited Lifetime on Frame; 2 Years Electrical Components; 90 Days Battery, Casters and Hand Pendant |
| Yes                       | 24" - 74"   | 3 Years Lift, 1 Year Actuator   |
| Yes                       | 23" - 76½"  | Limited Lifetime Frame, 2 Years Electrical Components   |
| Yes                       | 15½" - 66½" | Limited Lifetime Frame, 2 Years Electrical Components   |
| Yes                       | 16¾" - 74¾" | 5 Years Lift, 2 Years Actuator  |
| Yes                       | 17⅞" - 75½" | Limited Lifetime Frame, 2 Years Electrical Components   |
| Yes                       | 15½" - 66½" | Limited Lifetime Frame, 2 Years Electrical Components   |
| Integrated                | 8¾" - 60¾"  | 1 Year  |
| Yes                       | 25" - 72"   | 1 Year  |
| Yes                       | 30"         | 1 Year  |
| Yes                       | 28" - 77"   | 1 Year Lift, 1 Year Hydraulic Pump  |
| Yes                       | 28" - 68"   | 3 Years Lift, 1 Year Actuator   |
| Yes                       | 23¼" - 69"  | Limited Lifetime Frame, 2 Years Electrical Components   |
| Comes Standard            | 29½" - 76¼" | Limited Lifetime Frame, 2 Years Electrical Components   |



# Choosing the Proper Equipment for Your Residents

## FLOOR LIFT SLINGS

There are several styles of floor lift slings to meet the needs of all your residents.

- Divided-leg slings are the quickest and easiest to use. They can be attached in three ways:
  - Under both legs
  - Under each leg crossed
  - Under each leg not crossed (best for certain tasks)
- Full-body slings are best for your higher acuity residents who have diminished muscular control; also good for your heavier residents as they provide the most support of all slings.
- Toileting slings help keep residents and caregivers safe during toileting procedures. These slings do not need to be removed during toileting. Arms should be positioned outside of these slings, and resident must have adequate head and neck control.

## SIT-TO-STAND SLINGS

There are two types of slings that can be used with sit-to-stand lifts to help keep your residents and staff safe:

- Standing slings for residents who have appropriate weight-bearing ability. Use these slings for standing assistance, gait training and quick toileting.
- Transport slings should be used for residents with less weight-bearing ability who need extra standing assistance. **Note:** Both of these slings require steady cognitive awareness.

## SIZING

Sling size and fit can vary significantly depending on resident weight, girth and shape.

Ensure sling is properly fitted before performing any lift.

- Resident being lifted will feel safe, dignified and comfortable
- Will increase caregiver confidence and lift efficiency
- Maximize resident and caregiver safety

As prescribed by company policy, a therapist or nurse should provide sling sizing and style selection.

## MAINTENANCE

Slings should be inspected before every use for wear and tear, cuts and fading.

Wash slings according to manufacturer recommendations to reduce cross-contamination.

- Washing temperatures should not exceed 160°F
- Don't use bleach in washing process
- Air-dry or dry at low temperatures



Floor Lift Full-Body Sling



Floor Lift Toileting Sling



### Important Safety Note:

The weight capacity of the slings may be greater than the weight capacity of the lift. Do not exceed the recommended weight capacity of the lowest-rated component of the lifting system. Brand of lift and brand of sling must be the same.

## OTHER LIFTING OPTIONS



The carefully engineered, telescoping lift column gives the TRAM its low profile. The TRAM can be raised high enough to support a 6'4" walking resident and then retract down to 43½" for compact storage.



The TRAM's optional scale allows the caregiver to weigh a resident easily during transfer, as well as measure weight-bearing capability and progress, during supported ambulation.



Raise and lower the TRAM using the single button built into the right steering handle. When the TRAM is being used as a sit-to-stand device, the caregiver can use the handle to roll the lift forward while raising the resident to the standing position.



Rifton's TRAM features an innovative support system that secures the resident with a simple buckle. This simplicity enables the caregiver to prepare the resident quickly for a safe transfer while providing the dignity of unobstructed eye contact.

### Rifton TRAM

- Ultra-light compact frame is easy to maneuver in tight spaces
- Body support system eliminates any lifting by the caregiver to help reduce back strain and workplace injuries
- Powerful battery drive can deliver more than 70 lifts on a single charge



### Raizer II

- Mobile chair safely transfers an individual from the floor to a sitting or standing position in just a few minutes
- Minimal physical effort for the caregiver with ergonomic lifting to reduce injury
- 330 lb. weight capacity



### Hoyer Switch

- Versatile and easy to maneuver with four independently braked central wheels and four swivel casters on the corners
- Adjustable knee pad for a variety of heights
- Low-profile base
- Foldable for easy storage



### Camel Lifting Cushion

- Folds up for easy carrying
- Simple to use; minimizes moving and handling risk
- Residents must be able to roll onto their sides with help from staff to correctly place cushion; a slide sheet can also be used
- Suitable for indoor and outdoor use



*DirectSupply.com*

---

APTURA / EQUIPMENT & FURNISHINGS / DSSI / TELS