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 40 years of devotion to the senior healthcare industry, 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.

Centers for Disease Control, 2015
U.S. Dept of Labor; OSHA: https://www.osha.gov/SLTC/healthcarefacilities/safepatienthandling.html

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!

$20 BILLION

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

20%

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

Resident Acuity Level

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*

- Ideal 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

#GV271

Sit-to-Stand Lifts

FIG.3

#GV270

Floor Lifts

FIG.4

#G1910

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.

#24742

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

#G7306

Scale Attachment

Lift Comparison Chart

	Model	Weight Capacity	Base Widening	Base Length	Base Width Open/Closed
Non-Powered Stand Aids	Arjo Sara Stedy	400 lbs.	Foot Pedal	36.22"	34⅜" Open | 24⅘" Closed
Sit-to-Stand Lifts	Panacea® Atlas Sit-to-Stand Lift	500 lbs.	Foot Pedal or Powered	42.5"	41.25" Open | 25.4" Closed
	Invacare® Reliant 350 Sit-to-Stand Lift	350 lbs.	Handle or Powered	35½"	36⅘" Open | 25 7/10" Closed
	Drive Sit-to-Stand Lift	450 lbs.	Powered or Manual	42"	40½" Open | 25" Closed
	Hoyer® Journey Sit-to-Stand Lift	340 lbs.	Foot Pedal	36⅘"	34½" Open | 27" Closed
	Drive Medical Sit-to-Stand lift	450 lbs.	Handle or Powered	42"	38.25" Open | 21.5" Closed
	Hoyer® Elevate Sit-to-Stand Lift	440 lbs.	Powered	43 3/10"	34 3/10" Open | 24⅘" Closed
	Invacare® ISA Compact Stand-Up Lift	350 lbs.	Foot Pedal	33⅜"	32⅛" Open | 21" Closed
	Invacare® ISA XPlus Stand-Up Lift	450 lbs.	Foot Pedal	50⅜"	40⅛" Open | 25¼" Closed
	Arjo Sara Flex	440 lbs.	Powered	39¼"	40½" Open | 26" Closed
	Arjo Sara Plus	420 lbs.	Powered	40⅝"	39½" Open | 25⅞" Closed
	Medacure Free Spirit Stand Assist Patient Lift	350 lbs.	Powered	36"	33" Open | 22" Closed
Floor Lifts	Panacea® Atlas Floor Lift	500 lbs.	Foot Pedal or Powered	50"	38" Open | 26" Closed
	Hoyer® HPL450 Floor Lift	450 lbs.	Foot Pedal or Powered	51⅕"	44 3/10" Open | 24" Closed
	Invacare® Reliant 450 Floor Lift	450 lbs.	Handle or Powered	48"	41" Open | 22 3/10" Closed
	Invacare® Birdie Evo XPLUS Patient Lift	463 lbs.	Powered	50⅖"	40" Open | 25" Closed
	Drive Medical Levantar Floor Lift	500 lbs.	Handle or Powered	49"	44" Open | 24" Closed
	Drive Levantar Lift	500 lbs.	Powered or Manual	51"	43" Open | 29" Closed
	Hoyer® Advance Floor Lift	340 lbs.	Foot Pedal	49⅕"	39⅖" Open | 26⅖" Closed
	Medacure Free Spirit	500 lbs.	Powered	51"	45" Open | 28" Closed
	Hoyer® Presence Floor Lift	500 lbs.	Powered	56 3/10"	39⅖" Open | 27⅗" Closed
	Hoyer® Stature Vertical Floor Lift	500 lbs.	Powered	50⅛"	42½" Open | 26⅖" Closed
	Arjo Maxi Move	500 lbs.	Powered	44"	48¾" Open | 28¼" Closed
	Arjo Maxi 500	500 lbs.	Powered	44⅘"	35¾" Open | 25" Closed
	Arjo Maxi Twin	400 lbs.	Powered	44⅘"	54" Open | 29¾" Closed
	Drive Gravis	600 lbs.	Powered or Manual	51"	43" Open | 29" 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
	Drive Medical Gravis Floor Lift	600 lbs	Handle or Powered	52"	40 3/10" Open | 31⅜" Closed
	Medacure Free Spirit True Bariatric Patient Lift	850 lbs	Powered	50"	50" Open | Closed – 26"

Optional Scale Attachment	Boom Height	Limited Warranty
No	N/A	1 Year
No	41" - 66.5"	5 Year Limited Warranty on Frame and Welds, 3 Year Actuator & Electronics, 9 mo. Battery
No	39⅜" - 63⁷⁄₁₀"	3 Years Lift, 1 Year Actuator
No	32" - 62"	Limited Lifetime Frame; 5 Years Electrical Components; 1 Year Battery
No	28⅜" - 60⅛"	Limited Lifetime Frame, 2 Years Electrical Components
No	30⁷⁄₁₀" - 59"	Frame Limited Lifetime, Electrical 5 Years, Battery 1 Year
Yes	39⅛" - 64⁷⁄₁₀"	Limited Lifetime Frame, 2 Years Electrical Components
No	37¾" - 64⅜"	5 Years Lift, 2 Years Electronics
No	37¾" - 64⅜"	5 Years Lift, 2 Years Electronics
Yes	39" - 59"	1 Year
Yes	35⅝" - 58⅞"	1 Year
No	28" – 70"	15 Year on Frame, 3 Year on Eletronics, 1 Year Battery and Pendant
No	21"- 64"	5 Year Limited Warranty on Frame and Welds and 3 Year Actuator & Electronics, 9 mo. Battery,
Yes	22³⁄₁₀" - 67½"	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	30" - 83"	5 Years on Frame, 2 Years Electrical Components
Yes	23" - 76½"	Limited Lifetime Frame, 2 Years Electrical Components
Yes	26" - 76"	Limited Lifetime Frame; 5 Years Electrical Components; 1 Year Battery
Yes	15⅜" - 66½"	Limited Lifetime Frame, 2 Years Electrical Components
Yes	28" - 70"	15 Years on Frame, 3 Years on Electronics, 1 Year on Battery and Pendant
Yes	17³⁄₁₀" - 75⅛"	Limited Lifetime Frame, 2 Years Electrical Components
Yes	15⅜" - 66½"	Limited Lifetime Frame, 2 Years Electrical Components
Integrated	8¾" - 60¾"	1 Year
Yes	25" - 72"	1 Year
Yes	30"	1 Year
Yes	26" - 76"	Limited Lifetime Frame; 5 Years Electrical Components; 1 Year Battery
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
Yes	26" - 76"	5 Year Limited Warranty on frame and Welds, 1 Year on electronics: Actuator, battery, hand control
Yes	31" – 77"	15 Years on frame; 3 Years on electronics; 1 Year on pendant

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.

Floor Lift Full-Body Sling

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.

Floor Lift Toileting Sling

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

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.

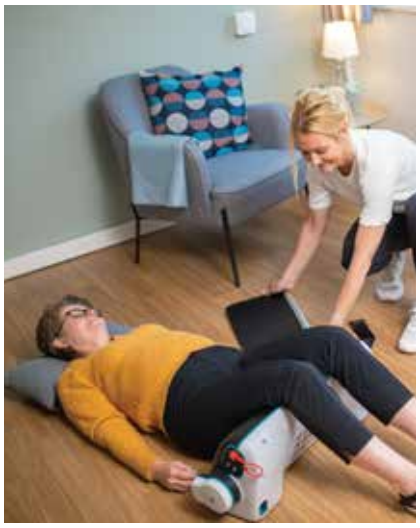
The TRAM's optional scale allows the caregiver to weigh a resident easily during transfer, as well as measure weight-bearing capability and progress, during supported ambulation.

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

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