

Stairlift Cost and Other FAQs

The following Frequently Asked Questions (FAQ's) are intended to get readers comfortable with stairlifts and their nuances.

What is the Cost of a Stairlift?

Our 2024 costs for [standard straight-run indoor stairlift installations](#) ranged from **\$3,589** and up. Prices vary due to options chosen by homeowners, or abnormalities of their stairway. For a ballpark estimate for on your straight run stairlift installation, [call Ohio Walk in Showers & Stairlifts now](#). **Curved stairlifts**, are custom made for the particular stairway, cannot be ballparked accurately via the phone. But text us some photos and we'll try and get you an idea of what you may be in for.

What constitutes a Standard Stairlift Installation?

Several factors drive the price of a standard straight indoor stairlift installation:

1. The total load be less than 350 lbs. (e.g., 330 lb. person + 19 lbs. groceries)
2. The step tread depths & riser heights on the stairway are all the same.
3. The steps are wooden (carpet overlay is OK).
4. The total length of the run is 180" (15 ft.) or less.
5. There are no doors at either the top or bottom of the stairs.
6. No narrow hallway or door at the bottom of the stairs since the track rail extends approximately 14"-16" out from the bottom step and into the bottom landing. A folding rail may be required to avoid a tripping or door blocking hazard at the bottom of the stairway.
7. There is grounded 115V 15-amp service at either the top or the bottom of the run.

Note: The recommended minimum stairway width is 29" (i.e., distance between wall and railing, or railings and railings). Taller riders may require more space, as their knees may contact the opposite wall.

Will Medicare Help Pay for a Stairlift?

Unfortunately, stairlift additions fall into the category of remodeling, so Medicare will not reimburse. If you itemize taxes however, check with you tax preparer.

Veterans who served, and not necessarily in combat, during the Korean, Vietnam, Iraq, Afghanistan, etc. conflicts should contact the VA for possible funding. (This benefit generally extends to their spouses). Also, some communities such as Lakewood, Shaker Heights & the Geauga County Department on Aging offer some financial assistance to qualified seniors for home improvements that address accessibility in their homes. In 2022, Cuyahoga homeowners with property values up to \$250K can apply for a low interest (0% - 3% / 10 yr. 2022) loans

through the **Cuyahoga County Housing Enhancement Loan Program** available at most Key & Huntington Banks.

Will Installing a Lift Ruin My Walls?

Our lifts are installed onto the steps with support brackets which are secured to your steps with screws.

What Are Your Stairlift Warranties?

Our Ameriglide Rave 2 stairlift carries a **2-2-30 warranty ***

2 yrs. - chassis (the unit that runs on the track);

2 yrs. - components. (e.g., seat, armrests, footrest, control switch, etc.); and

30 days - battery.

* The Rave 2 is a "store brand" of the Harmar Pinnacle SL600 which boasts a lifetime warranty on the motor, worm gear, and rack and a 3-year warranty on all other parts.

The Legacy II has a **Lifetime Warranty** on all parts (except batteries - 2 yrs.)

Be aware that the full coverage warranties for some nationally advertised stairlift companies only cover 1 year. At the end of the year, they return for a "free inspection and cleaning", which in turn is really a ruse to "convince" you into signing an expensive extended warranty.

Are Your Stairlifts Made in America?

Our RAVE 2 is made by Harmar in Sarasota, Florida and is comparable to the Harmar SL-600 model. The Legacy II is built in Harrisonville, Missouri.

What About Used or Refurbished Stairlifts?

While you can purchase used and refurbished units for less money, these lifts usually carry either a limited or no warranty and sometimes come with highly worn parts. Oftentimes we can make you an attractive offer on a new unit with a full warranty.

What Are the Electrical Requirements?

Our lifts operate off batteries which are charged from standard household 115-volt, 15-amp grounded (3-prong) outlet. This outlet can be located at either the bottom or the top of the stairs. The electric source is needed to charge the stairlift's batteries. We strongly recommend using a surge protector rated for at least 1000 joules to safeguard your stairlift. These

affordable devices easily plug into standard 110-115V grounded outlets and provide essential protection from power surges for the electronics inside the carriage.

Should We Turn Power Off to Our Stairlift While Away?

If you're going on a short trip (2-3 weeks) to visit family, friends, or take a vacation, it's perfectly fine to leave your stairlift powered on. However, if you plan to be away for more than a month, we recommend turning the unit off. On most units, this is accomplished by pushing the red rocker switch ("O" symbol) down. Additionally, if your stairlift is not connected to a surge protector, consider unplugging it to prevent potential electrical damage. And to avoid confusion upon your return and reduce the likelihood of a service call, you may want to leave a note on the seat reminding yourself that the unit has been powered off.

Will the Door at the Top Of My Stairs Close?

Yes, in most cases there is no problem. However, a door at the bottom of the stairs may require an optional folding rail assembly to operate properly.

How Do You Get Off the Stairlift at the Top of the Stairs?

Our lifts are equipped with seat swivel levers that allow you to twist and turn the seat 90 degrees and locked towards the hall, room, or landing at the end of the run. This ensures that your feet are securely on the landing and that the seat will not move. For clients with restricted twisting mobility, there are powered swivel and footrest options on our RAVE 2 unit.

How Safe and Reliable Are Stairlifts?

Our units come with many safety features including seat belts, over-speed governors (for stopping if the downward speed exceeds the 20 ft / minute limits) and built-in sensors for stopping the unit should the lift make contact with an item on the track area. Our Rave 2 unit is powered by safe DC current, so chances of electrocution and/or a fire is remote.

As for reliability, our units run in power outages and when installed professionally, operated within load capacities and maintained (i.e., keeping the track rails clean from dirt, pet hair, etc.), your RAVE2 stairlift should operate for years without servicing. And while the Legacy steel rack & pinion drive system requires periodic lubrication, our quiet Rave 2 poly-drive and rail system are maintenance free and require no lubrication!

What's the Best Stairlift?

Ask 10 different stairlift owners, and most likely you'll get 10 different answers. The short answer is that 99% of the time it's not the stairlift, but the provider of the product. We are 5-Star (out of 5) service providers with the Cleveland Better Business Bureau and are proud that Harmar, the US manufacturer of our Rave2, (a private label clone of the Harmar SL600), has earned top ratings over the last several years with [Retirement Living](#).

How Long Does the Installation Take?

A professional straight-run stairlift installation may take anywhere from 3 to 5 hours.

Is a Stairlift a DIY Project?

For some people and some models, yes; but expect to spend 6-8 hours on instructional reading/viewing, tool gathering and actual installation. Also be forewarned that: 1) videos and documentation are not necessarily synchronized or up to date with the latest engineering changes; 2) the company's world-wide call-in support "team" at most is no greater than two or three individuals and 3) this team is not available evenings nor weekends. 4) Moreover, call-in priority is first given to their subcontracted installers, which puts DIY'ers in the back of their queue. 5) Finally, any damage incurred to the drive carriage or components during your installation are your responsibilities and may void your warranty.

Why Do Ameriglide Stairlifts Cost Less?

The US stairlift industry is very competitive and regulated by certain mandated federal safety laws. As a result, stairlifts are rather homogeneous. To compete, stairlift companies have developed various business models:

Some companies use traditional brick & mortar dealer showrooms. These lift dealers not only have sales and service payrolls, but also rent / lease, inventory, franchise, utility and insurance expenses as well.

In an attempt to achieve brand name recognition, e.g. Acorn and Easy Climber, use extensive TV and/or printed advertising campaigns. Their sales reps are commissioned, not employed by the brand. Installations as well are then handed over to a commissioned third-party subcontractor.

In both cases, brand-name advertising or dealer showrooms, each strategy ultimately results in higher prices for the customer.

In 2001, Ameriglide adopted a factory-direct business model: i.e., buying lifts in volume from major name-brand lift manufacturers and rebranding them under their name. This eliminates overhead costs such as engineering, manufacturing, marketing, franchise fees, inventory and

distribution. In doing so, Ameriglide can offer lower prices and achieve greater market share. For example, our Ameriglide RAVE2 stairlift is actually a Harmar Pinnacle SL600 that Harmar offers as carrying a life-time warranty!

Are You Located Near Me?

We normally serve a 40-mile radius emanating from the eastside of Cleveland's that, includes the counties of Ashtabula, Cuyahoga, Geauga, Lake, plus the cities of Stow, Hudson and other nearby northern Summit county communities.

Do You Remove, Buy, or Sell Used (Pre-Owned) Stairlifts?

We offer removal services for Harmar SL300, SL600 pinnacle and Ameriglide's Rave stairlifts for a small fee. (The removal of other brands may require destructive methods, rendering the unit unsalvageable.) When purchasing used stairlifts, we are highly selective, due to the significant costs associated with refurbishing, storing, and providing warranties for older models. If you are interested in a pre-owned stairlift, please contact us. We may have one in inventory. Finally, to those hoping to resell their used unit, it will be a long, daunting, if not futile, process – even if it is competitively priced. For guidance, please read our blog: [Obstacles to Selling a Pre-owned \(Used\) Stairlift Blog](#)