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aka **Advanced Lifts & Medical Supplies, Registration # 20042**

Buying a New Stairlift

Price * Weight Capacity * Room on Stairs * Warranty

These are the main things consumers ask about.

1. Would you buy a TV, washer, dryer, that was only sold by one company in town? Probably not. Then why would you buy a stairlift from any online dealer or local company if they were the only seller in town? Everything mechanical will need service eventually. Ask yourself who will repair your stairlift? Then ask the selling company for the repair company's phone number and call them. Ask the repair company if they will repair your stairlift. Usually the answer is no due to insurance, liability and permitting requirements. Ask first, buy second.
2. We repair everything that we sell and install. The average user will ride their stairlift 5 to 7 times per day. We want your stairlift to run everytime you go to use it. We repair as a service to our customers. The profit in stairlifts is from the initial sale, not from repairs. Installing stairlifts is a repetitive action, repairing stairlifts varies on each repair. We have been selling, installing and repairing stairlifts for over 20 years. Our goal is to sell you a high quality stairlift with durable parts that will not need repairs. Our recommendations are based on our past experiences with stairlifts. If a stairlift needs constant repairs, we will not recommend it. If a manufacturer is bad about sending parts, we will not recommend it. If a manufacturer does not have trained technical support that can respond to technical questions in under 15 minutes, we will not recommend it. We understand that our customers buy a stairlift from us because they need it and they want it to work everytime they need to use it. When you buy a stairlift from us, you become part of our family and we care about you.
3. Price. Price is important to me in everything I buy. We understand it is important to you. Most of our customers use their stairlifts in excess of 10 years. The price between a high quality stairlift and the low end stairlift is usually less than \$700. I agree, this seems like a lot when buying a stairlift. Please look at the manufacturer warranty before buying. A low price stairlift may only have a 1 year warranty on all parts and electronics. Due to lower quality, you may need to purchase a new circuit board in year two for a \$1,000.
4. Weight Capacity: Check the weight capacity before buying a stairlift. You never want to exceed the weight capacity by more than 10 lbs. Some stairlift will not allow a stairlift to run if the rider is over the weight capacity others will have wear parts that can be ruined by higher weight riders.
5. Room on Stairs. Stairlifts when folded or unfolded vary by less than 2", unless it is a high capacity stairlift.
6. Warranty. Definitely check warranties. If a manufacturer does not feel comfortable about giving longer warranties, you should not feel comfortable about buying it. Your stairlift installer should give you a 1 year in-home labor warranty. If they are not comfortable warranting the stairlift for 1 year, you should not be comfortable buying the stairlift.