

# Stairlifts: Your Questions answered...



- How much does a stairlift cost?
- How complicated is it to fit stairlifts?
- Is it difficult to get on and off the lift?
- Will I still be able to use the stairs as normal?
- How easy is the lift to use?
- How comfortable is the seat?
- How noisy is the lift?
- What happens if the lift has been left upstairs, and I'm downstairs?
- What powers stairlifts?
- What if something gets in the way of stairlifts?
- How long will it take to fit the stairlifts?
- How will I learn how to use the stairlifts?
- Does my lift come with a warranty?



## **Q: How Much do Stairlifts Cost?**

**A:** This is probably the most commonly asked question. The price can vary greatly, depending on whether you have a curved staircase or not; if you are looking at a new, or reconditioned stairlift and what features you would like included.

Stairlift prices can cost between £1700-£9,500, there is a huge variation on price due to the different requirements of the user and the difference in the staircase itself. Curved stairlifts will always be more expensive as they are custom manufactured to the exact dimensions of your staircase. AJ Mobility's Stairlifts feature towards the more affordable end of the price range. You could compare the cost of a stairlift to having to move out of the home you love, for which there is no comparison! In real terms though the questions are; how much do you value your independence and freedom you could have to move around your own home? And, can you really put a price on someone's ability to use their own staircase with ease and without fear?

## **Q: How complicated is it to fit stairlifts?**

**A:** The AJ Mobility stairlift is made to fit YOUR stairs and nobody else's, using measurements taken by the technical surveyor. When the stairlifts arrives at your home, it's already pre-configured and tested to fit your home so no construction work will take place.

## **Q: Is it difficult to get on and off the lift?**

**A:** AJ Mobility's unique seat design swivels to allow you to get onto the lift safely at the top of the stairs. This enables you to dismount straight onto the landing, without twisting your body.

# Stairlifts: Your Questions answered...



---

**Q: Will I still be able to use the stairs as normal?**

**A:** Yes, the AJ Mobility stairlift is one of the slimmest available. The seat, arms and footrest all fold away, so your stairs can still be used as normal.

**Q: How easy is the lift to use?**

**A:** By simply pressing on the large paddle switch in the direction of travel you move off steadily and smoothly. An AJ Mobility stairlift is also ideally suited to those with arthritis or visual impairments, unlike other stairlifts which have a small metal 'toggle' switch.

**Q: How comfortable is the seat?**

**A:** The seat and backrest are both padded in hardwearing, easy to clean material. We're also one of the only firms to offer you a choice of colours to blend with your décor.

**Q: How noisy is the lift?**

**A:** AJ Mobility's stairlift motor is quiet enough so you can use it day and night without disturbing others.

**Q: What happens if the lift has been left upstairs, and I'm downstairs?**

**A:** This is a common occurrence when two or more members of a household use the stair lift. An AJ Mobility stairlift is supplied with two remote controls, so you can have your own remote control, or just leave one upstairs and one downstairs. Simply by pressing the remote control, the lift will be brought to your feet.

**Q: What powers the stairlifts?**

**A:** Your stairlift is powered by two DC batteries; the lift however is plugged directly into the mains. The advantage of having DC power is that in the unlikely event of a power cut your AJ Mobility stairlift will continue to operate.

**Q: What if something gets in the way of the stairlift?**

**A:** The AJ Mobility stairlift has 7 safety sensors which automatically stop the lift if anything is detected in its path. The lift will not simply plough through objects or jam up against them.

**Q: How long will it take to fit the stairlifts?**

**A:** AJ Mobility Stairlifts take as long as you need to feel happy with the quality of the fitting of your lift - a lift can be fitted on a straight stairlift usually in around 2 hours but it all depends on the complexity of your staircase.

# Stairlifts: Your Questions answered...

---



**Q: How will I learn how to use the stairlifts?**

**A:** Your fitting also includes an in-depth demonstration of comfort and safety features, as well as a comprehensive list of checks before we leave you to let you get to know your stairlift.

**Q: Does my lift come with a warranty?**

**A:** A 12 month warranty on all parts and labour is included with every AJ Mobility stairlifts.