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STAIRLIFT BUYER'S GUIDE

STRAIGHT · CURVED · OUTDOOR · BARIATRIC

Everything you need to know to choose the right stairlift for your home



**VISIT US AT THE UK'S LARGEST
STAIRLIFT SHOWROOM**

- ✓ Over 35 years' experience
- ✓ Independent suppliers

- ✓ Free home assessments
- ✓ 5-star customer rated

WHERE DO YOU START?

If the stairs are becoming harder to manage, a stairlift can help you stay safe and independent in the home you love. There's no hard and fast rule for when you need one. Everyone's health, mobility and home is different, and planning ahead means you can weigh up your options calmly rather than making a rushed decision later on.

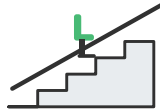
This guide explains the four main types of stairlift, what each one costs, and what to think about before you buy.

WHICH STAIRLIFT MIGHT SUIT YOU?

Start with your staircase, then think about who will be using the lift.

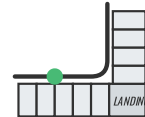
Is your staircase one straight run with no bends or landings?

STRAIGHT STAIRLIFT



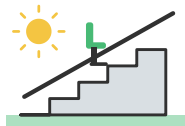
Does it turn a corner, have a half landing or spiral?

CURVED STAIRLIFT



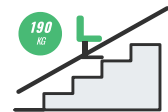
Are the steps outside, such as to the front door or garden?

OUTDOOR STAIRLIFT



Does the user need a higher weight capacity or wider seat?

BARIATRIC STAIRLIFT



FEATURES TO THINK ABOUT

SWIVEL SEAT

Turns at the top so you step off safely onto the landing. Manual or powered.

POWERED FOOTREST

Folds up or down at the touch of a button, so there's no need to bend.

HINGED RAIL

Lifts out of the way at the bottom to avoid a trip hazard or blocked doorway.

CALL AND SEND REMOTES

Bring the lift to you, or send it back, from either floor.

ADJUSTABLE SEAT HEIGHT

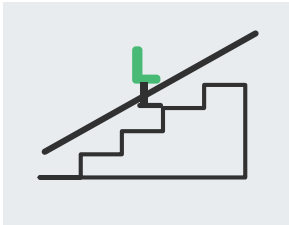
Helps with comfortable, safe transfers for taller or shorter users.

COLOURS AND FABRICS

A choice of upholstery and rail finishes to suit your home.

NOT SURE? THAT'S WHAT OUR FREE HOME ASSESSMENT IS FOR.

Every home is different. We'll measure your staircase, look at the space at the top and bottom, and talk through your needs, so the lift we recommend is the right fit for you.



STRAIGHT STAIRLIFTS

The simplest and most affordable option, fitted to a single straight flight of stairs.

BEST FOR

Standard staircases that run in one straight line with no bends, turns or landings part way up.

KEY FEATURES

- ✓ Rail fixes to the stair treads, not the wall, so carpets usually stay in place
- ✓ Seat, arms and footplate fold away so others can still use the stairs
- ✓ Optional powered hinge to avoid a trip hazard at the bottom
- ✓ Two remotes to call or send the lift from either floor
- ✓ Available new, reconditioned or to rent

FITTING TIME

2 to 4 hours

LEAD TIME

From next day*

GUIDE PRICE

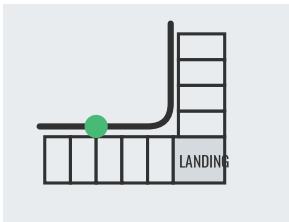
£2,000 – £3,500

Reconditioned models from around £1,500 – £2,500

GOOD TO KNOW

Same-day installation is available on selected straight models, ideal if you're coming home from hospital.

More detail: emslifts.co.uk/stairlifts/straight-stairlifts



CURVED STAIRLIFTS

A made-to-measure rail that follows the exact shape of your staircase.

BEST FOR

Stairs with corners, half landings, winding steps or spirals, and homes with limited space at the bottom of the stairs.

*Lead times depend on stock and configuration.

KEY FEATURES

- ✓ Rail is custom built for your stairs, including bends and intermediate landings
- ✓ Single rail designs for most bends and landings; twin rail for more complex stairs
- ✓ Parking bends and hinged rails to keep hallways clear
- ✓ Powered swivel seat and footrest options for easier transfers

FITTING TIME

3 to 6 hours

LEAD TIME

From next week*

GUIDE PRICE

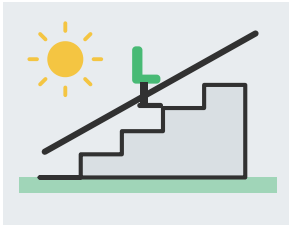
£3,800 – £7,000

Every curved rail is individually priced after a survey

GOOD TO KNOW

Short of space at the bottom of the stairs? A curved or hinged rail can often solve it, even on a straight staircase.

More detail: emslifts.co.uk/stairlifts/curved-stairlifts



OUTDOOR STAIRLIFTS

Built to cope with the British weather, so steps outside your home stop being a barrier.

BEST FOR

Steps up to the front door, down to the garden or between levels outside the home.

KEY FEATURES

- ✓ Marine grade, temperature tested, weather resistant materials
- ✓ Anodised, covered rail designed for year-round use
- ✓ Protective cover for the chair when it's not in use
- ✓ Straight or curved rails to follow your steps
- ✓ Models with up to 190kg capacity and adjustable seat height

FITTING TIME

3 to 6 hours

LEAD TIME

From next week*

GUIDE PRICE

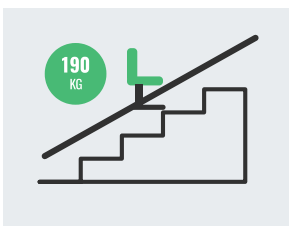
From £3,200 straight

Curved outdoor rails from £8,500

GOOD TO KNOW

Where possible, we position the charging point under shelter. Keeping the rail clear of leaves helps it run smoothly.

More detail: emslifts.co.uk/stairlifts/outdoor-stairlifts



BARIATRIC STAIRLIFTS

Heavy-duty stairlifts designed with higher weight limits, without compromising on comfort or looks.

BEST FOR

Users who need extra support, stability and space, on straight or curved staircases.

KEY FEATURES

- ✓ Reinforced chassis, extra-wide seat and sturdy armrests
- ✓ Seatbelt interlock so the lift won't move until you're secure
- ✓ Soft start and stop for smooth, controlled travel
- ✓ Same colours, fabrics and fold-away design as standard models

WEIGHT CAPACITY

Up to 190kg

FITTING TIME

3 to 6 hours

GUIDE PRICE

From £3,500

For straight models. Curved models from £6,500

GOOD TO KNOW

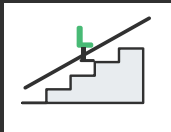
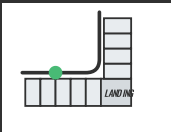
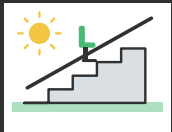
Outdoor bariatric models are also available, built with weather-resistant materials and sealed electrics.

More detail: emslifts.co.uk/stairlifts/bariatric-stairlifts

*Depending on stock and the configuration you need. Weight capacity varies by model; we'll always recommend a lift with a comfortable margin above the user's weight.

SIDE BY SIDE COMPARISON

A quick reference to how the four types compare. Every home is different, so treat this as a starting point for your conversation with us.

	 STRAIGHT	 CURVED	 OUTDOOR	 BARIATRIC
STAIRCASE	One straight flight	Bends, landings, spirals	Steps outside the home	Straight or curved
RAIL	Standard length, cut to fit	Custom made to measure	Weatherproof, straight or curved	Heavy-duty, straight or curved
WEIGHT CAPACITY	Up to 160kg	Up to 125kg	Up to 190kg on some models	Up to 190kg
FITTING TIME	2 to 4 hours	3 to 6 hours	3 to 6 hours	3 to 6 hours
LEAD TIME*	As quick as next day	As quick as next week	Next week, sometimes next day	Next week, sometimes next day
RECONDITIONED OR RENTAL?	Yes, subject to stock	Limited, as rails are bespoke	Ask us	Yes, subject to stock
GUIDE PRICE	£2,000 – £3,500	£3,800 – £7,000	From £3,200 straight, from £8,500 curved	From £3,500 straight, from £6,500 curved

*Depending on stock and configuration. Prices are a guide only and include supply and fitting; your exact price is confirmed after a free home survey.

EVERY EMS STAIRLIFT INCLUDES

- ✓ Seatbelt, swivel seat and obstruction sensors
- ✓ Battery backup, so it still works in a power cut
- ✓ Fitting by manufacturer-trained engineers
- ✓ Our Diamond Care Plan as standard
- ✓ Round-the-clock cover, 365 days a year
- ✓ A full demonstration on installation day

OTHER WAYS TO BUY

RECONDITIONED

A premium brand at a lower price, with a warranty. Ideal if budget is the main concern.

emslifts.co.uk/stairlifts/reconditioned-stairlifts

RENTAL

A flexible short-term option, for recovery after an operation or a temporary living situation.

emslifts.co.uk/stairlifts/rental-stairlifts

NARROW STAIRS

Slimline rails and compact seats make stairlifts possible on tighter staircases.

emslifts.co.uk/stairlifts/narrow-stairlifts

WHAT WILL IT COST?

There's no single price for a stairlift. The type of staircase has the biggest effect, followed by the model and the features you choose. At EMS Lifts, the price you're quoted is the price you pay, with no hidden extras.

WHAT AFFECTS THE PRICE

- ✓ **Staircase shape.** Curved rails are made to measure, so cost more than straight rails.
- ✓ **Rail length and layout.** Longer runs, landings and parking bends add to the rail.
- ✓ **Model and features.** Powered swivel, powered footrest, hinged rails and upholstery upgrades.
- ✓ **Weight rating.** Heavy-duty bariatric models cost more.
- ✓ **New, reconditioned or rental.** Reconditioned and rental lifts lower the upfront cost.
- ✓ **Your home.** Socket positions, extra charging points or clearing obstructions.

GUIDE PRICES

Straight	£2,000 – £3,500
Curved	£3,800 – £7,000
Outdoor straight	From £3,200
Outdoor curved	From £8,500
Bariatric straight	From £3,500
Bariatric curved	From £6,500
Reconditioned straight	£1,500 – £2,500
Rental	From around £10 – £15 a week

Prices include supply and fitting and are a guide only.

See our full price guide at emslifts.co.uk/stairlift-price

HELP WITH FUNDING

Disabled Facilities Grant (DFG). Your local council may pay for part or all of a stairlift installation. Eligibility is based on need and can be means-tested, and the application involves a home assessment arranged by the local authority. We can help with the paperwork.

VAT relief. If the stairlift is for someone with a long-term illness or disability, you may be able to buy it without paying VAT. We'll talk you through eligibility when we quote.

More at emslifts.co.uk/stairlift-grants-and-vat

**WANT AN ACCURATE PRICE?
GET A FREE, NO-OBLIGATION QUOTE**

0800 1971021

YOUR FREE HOME ASSESSMENT

Getting the assessment right is the most important part of buying a stairlift. Our experts take care of the technical side, so you don't have to.

WHAT WE LOOK AT

- ✓ Your staircase shape, width and headroom
- ✓ Space at the top and bottom for getting on and off safely
- ✓ The user's weight and back-to-knee measurement
- ✓ Space for others to walk past the lift
- ✓ Where the power supply and charging points will go
- ✓ Any collision or trip risks

QUESTIONS WORTH ASKING

- ✓ Is the quote for supply and fitting, with no extras?
- ✓ How soon can it be installed?
- ✓ What servicing and breakdown cover is included?
- ✓ Is support available out of hours?
- ✓ Can I try the lift before I buy?
- ✓ Are the engineers manufacturer trained?

YOUR STAIRCASE CHECKLIST

Jot down a few details before we visit. It helps us come prepared.

Is the staircase straight, or does it turn or have a landing?	
Are there steps outside the home that are difficult too?	
Is there a plug socket near the top or bottom of the stairs?	
Is there a door, radiator or wall close to the bottom step?	
Does anyone else in the home use the stairs every day?	
Would a swivel seat or powered footrest make things easier?	
Is this for now, or are you planning ahead?	

WHAT HAPPENS NEXT

1

GET IN TOUCH

Call us or request a quote online.

2

VISIT AND TRY

We assess your home, and you can try lifts in our Baldock showroom.

3

ORDER

Choose your lift. We keep you updated right up to installation day.

4

INSTALL

Our engineers fit, test and show you how to use it safely.



**TRY BEFORE YOU BUY AT OUR
HERTFORDSHIRE SHOWROOM**

**BOOK YOUR FREE,
NO-OBLIGATION HOME VISIT**

WHY CHOOSE EMS LIFTS?

Established in 1988, we're an independent, family-run business specialising in the sales, service and maintenance of stairlifts and mobility lifting equipment. Being independent means we handpick the best models from leading manufacturers, rather than pushing a single brand.

- ✓ Genuine 24/7, 365 days a year support
- ✓ Fast delivery and expert fitting
- ✓ Trusted by over 35 local authorities
- ✓ Which? Trusted Trader and ISO 9001
- ✓ Rated 4.8+ on Google, Trustpilot and Which?
- ✓ The UK's largest stairlift showroom



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