

Residential lifts

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Making a statement? Make it Italian style

Adding a lift can do much more than just improve access to a multi-storey home.

Italy has set the gold standard for stylish design but it is also a centre of excellence for lifts, with more than 2000 companies. Which is why The Lift Shop has partnered with Italian manufacturers to import and install residential lifts that will enhance the homes they serve.

Bernard Edwards, The Lift Shop's group sales and marketing manager, says it has become "extremely common over the past 10 years" for people to install a lift.

"What was once seen as a luxury is becoming a mainstream item for a growing number of people, including being designed in by architects or recommended by builders," he says.

A diminishing supply of residential land and growing demand for more homes means blocks are becoming smaller and multi-level homes are designed and built.

The Lift Shop's clients range from those in their mid-50s or 60s who are not ready to downsize but are beginning to find stairs daunting, to clients who want to add a luxury item to their property.

Modern residential lifts can fit into extremely tight spaces or can be situated outside a main building structure – ideal for



The Lift Shop's range combines style and elegance with practical benefits.

retrofits. "Designers and architects appreciate that our products don't take up the space a commercial lift would need," Edwards says.

"The look and finish of our lifts can be

tailored to all tastes; some clients go for a striking, stand out look where they integrate a glass shaft and lift into the entrance. We are also finding that architects and design-

ers are being more creative in how they design a lift into a home. Recently we had a client install a lift and glass shaft where they painted the running gear bright yellow," he says.

A quality lift can allow people to stay in their home for as long as they like or future proof a property against the declining mobility of its owners.

At the high end of the property market, clients sometimes want a lift as a luxury add-on that may boost a home's re-sale price.

Anything that operates at a touch of a button and provides a benefit also has great appeal for some buyers.

Installation is considered relatively easy in an existing house. All that's needed is a continuous vertical corridor, either inside or outside.

Projects by The Lift Shop have included putting a lift and shaft into the void in the middle of a large wrap-around staircase.

Other projects have used dumb-waiter shafts, while external lifts can be aligned with existing windows, which are removed to provide an opening onto that floor.

As with a car, lifts are vehicles that need to be maintained and The Lift Shop has service plans that can be tailored to needs and budgets.

A visit to one of Lift Shop's showrooms for a test drive means you can try before you buy in a relaxed environment – Italian coffee included.

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