



## KEY LARGO VOLUNTEER AMBULANCE CORPS, INC.

98600 Overseas Highway Key Largo, Florida 33037 Phone: 305-451-2766 Fax: 305-451-1562

April 4, 2012

Dear Commissioners:

Key Largo EMS would like to request your consideration regarding approval of budgetary funds to equip our four ambulances with the "Power Load Cot Fastener System" as described in the attached brochure. The vendor stated that it should be eligible for the State Grant funding (which is a 90% State and 10% agency cost). Vicky Fay and I are working on the State Grant application to have the State pay 90% of the \$102,000 cost. If the District Board agrees to fund the \$10,200 (10% share) the grant can be submitted to the State for consideration. This would be for the FY 2012/2013 budget and the deadline for submitting the grant application is April 22, 2012.

If we were awarded the grant, it would save \$91,800 towards the purchase price. If we are not awarded the grant we will not attempt to purchase the cost fastener system due to the price. The vendor claims that the cot fastener system will greatly reduce the potential for back injuries to the crew and should all but eliminate the possibility of dropping a patient while loading them into the ambulance.

Very truly yours,

Cecilia Smith, EMT-P  
Logistics Officer  
KEY LARGO EMS

Steve Winsor  
Territory Manager

**stryker**<sup>®</sup>

**EMS Equipment**

3800 E. Centre Ave.  
Portage, MI 49002  
vm: 800 669 4968 ext 8678 c: 561 714 9578 f: 561 793 2840  
Stryker Service Call Center (800) STRYKER  
steve.winsor@stryker.com

**stryker**<sup>®</sup>

**EMS Equipment**



**Power-LOAD**<sup>™</sup>  
power-loading  
cot fastener system

# Power-LOAD

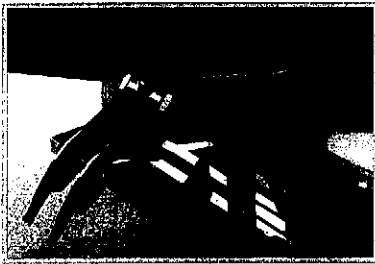
## power-loading cot fastener system

Shown with optional access stairs

Reduce the risk of injuries when loading and unloading cots

### Power raise and lower for loading and unloading

using your finger, not your back.



### Load and unload patients with the touch of a button.

Operator injuries result from repetitive spinal loading. Our innovative Power-LOAD cot fastener system is designed to load and unload a compatible cot with the touch of a button – not your back.

**Lifts and lowers the cot into and out of the ambulance, reducing spinal loads and the risk of cumulative trauma injuries.**

The Power-LOAD cot fastener system improves operator and patient safety by supporting the cot throughout the loading and unloading process.

The reduction in spinal load helps prevent cumulative trauma injuries.

Power-LOAD wirelessly communicates with Power-PRO™ cots for ease of operation and maximum operator convenience.

- **Eliminates the need to steer the cot into and out of the ambulance.**
- **Minimizes patient drops by supporting the cot until the wheels are on the ground.**
- **Meets dynamic crash test standards for maximized occupant safety.**
- **Features an easy-to-use manual back-up system, allowing complete operation in the event of power loss.**
- **Lifts or lowers the cot into and out of the ambulance, eliminating spinal loads that can result in cumulative trauma injuries.**

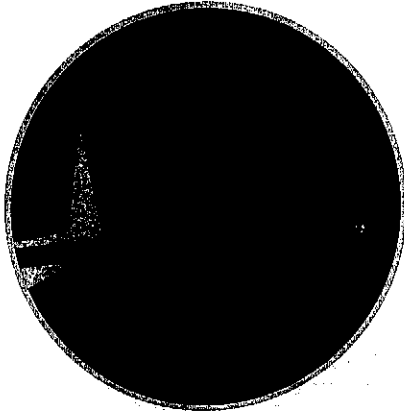
### Save yourself from injury. Save your career with Power-LOAD.

Ergonomically designed to reduce operator and patient injuries, Power-LOAD hydraulically lifts patients weighing up to 700 lbs.



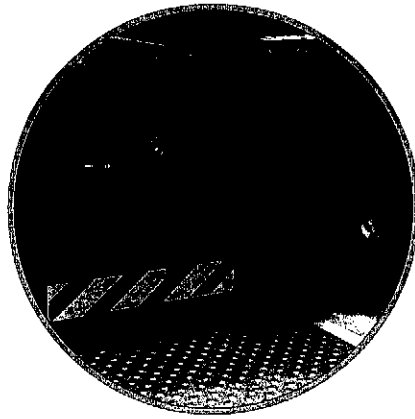
### Cot Release Handles

Red release handles allow the cot to be disengaged from the Power-LOAD system when unloading.



### Duplicate LED Indicator

Displays Power-LOAD status at the head end for added operator convenience.



### Manual Trolley Release

Allows trolley to be released when locked at the head end.

### Inductive Charging

Power-LOAD automatically charges the cot SMRT battery and Power-LOAD battery when locked in the transport position (no cable or connectors required).

### Head-end Lock LED Indicators

Keeps operator informed of lock status. Solid green when locked; flashing red when unlocked.

### Trolley

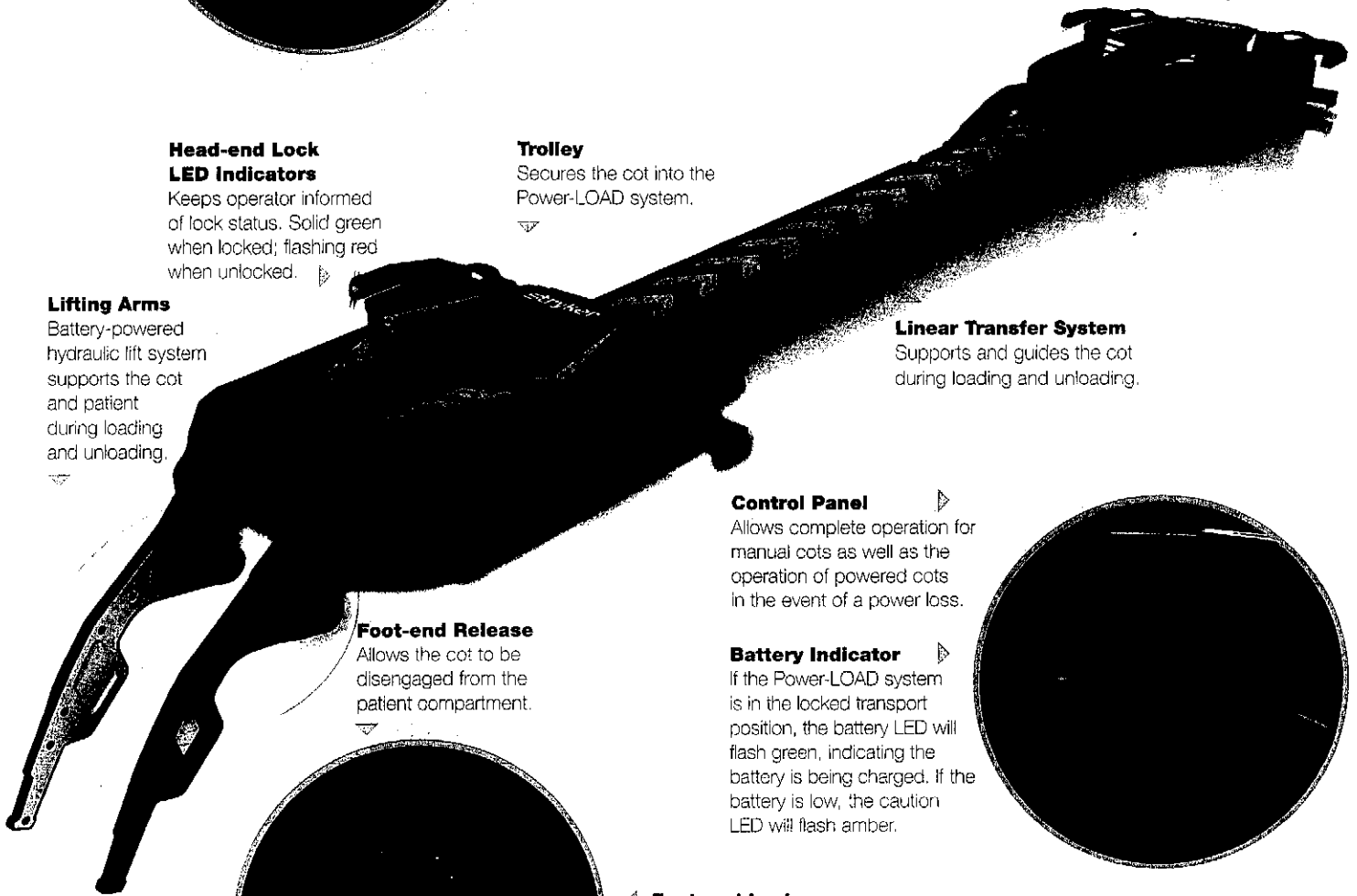
Secures the cot into the Power-LOAD system.

### Lifting Arms

Battery-powered hydraulic lift system supports the cot and patient during loading and unloading.

### Linear Transfer System

Supports and guides the cot during loading and unloading.

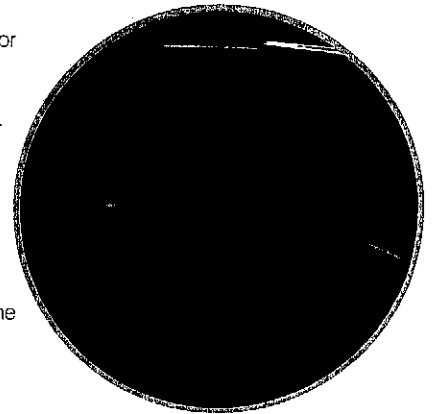


### Control Panel

Allows complete operation for manual cots as well as the operation of powered cots in the event of a power loss.

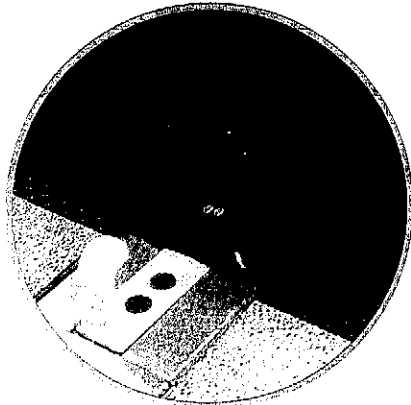
### Battery Indicator

If the Power-LOAD system is in the locked transport position, the battery LED will flash green, indicating the battery is being charged. If the battery is low, the caution LED will flash amber.



### Foot-end Release

Allows the cot to be disengaged from the patient compartment.



### Foot-end Lock LED Indicator

Keeps operator informed of lock status. Solid green when locked, flashing red when unlocked.

### Safety Hook

Assures handling confidence when loading and unloading in the event of power loss.

**700lb**  
capacity

**From:** Winsor, Steve (steve.winsor@stryker.com)  
**To:** clerk@klfremms.org;  
**Date:** Mon, March 26, 2012 12:39:59 PM  
**Cc:** manager@keylargoems.com;  
**Subject:** Styker Grant information

Vicki, Betsy, and Cecilia,

I am excited you are considering applying for the Florida State Matching Grant for our Power-Load cot fastener system!

The estimated cost of purchasing 4 Power-Loads, upgrading your 4 Power Pros to be "Power-Load compatible", and having the Power-Loads installed into each vehicle by your ambulance manufacturer or distributor will be a total of \$102,000. Since Monroe is classified as a rural county, the potential of a 90% match is available. That means if the grant is approved, Key West Fire Rescue would potentially be able to purchase all of this for \$10,200! The website for the state grant, which has an April 20<sup>th</sup> deadline is below:

<http://www.doh.state.fl.us/DEMO/EMS/Grants/Grants.html>

On this website are links to the application packet and everything you would need. We will help you in this process in any way we can. I am also attaching a document on "How to write an effective narrative" and another of a sample grant that is focused on Power Pro cots.

Power-Load is new, and it is going to be a very grant friendly product. This is because it has so many clear benefits over the current procedure of loading and unloading the cot into and out of the ambulance:

- It will reduce lifting per service call by an average of 300 pounds per crew member per service call (based on a 200 pound patient)
- it eliminates the "steering" of the cot into and out of the ambulance.
- It virtually eliminates the chance of a patient drop during this entire process
- It makes the ambulance safer for the occupants as Power-Load is 20G crash test rated
- It charges your SMRT batteries while in the transport position.

All this will reduce injuries and reduce your liabilities. So it will reduce your modified work days and workman's compensation claims.... Documenting your current #s on this and projecting the reductions in costs associated in these areas that Power-Load will bring will be the key to getting the grant approved.

Let me know how we can help. I would be available to come down sometime next week (week of April 2<sup>nd</sup>) do demonstrate Power-Load to anyone who wants to see it. There is also a Power-Load demo video below (underneath my signature information).

# How Much Less Could You Lift?

**stryker ems**

## With Stryker, A Lot Less!!!

Pounds lifted per crew member (each call)	Manual Cot	POWER PRO
* Unload Stretcher from Ambulance	40	62.5
Transfer Patient	100	100
Lift Stretcher	140	0
* Load Stretcher (single vs dual)	140	82.5
* Unload Stretcher (single vs dual)	140	82.5
Lower Stretcher	140	0
Transfer Patient	100	100
* Reload Stretcher onto Ambulance	40	62.5
<b>Total</b>	<b>840</b>	<b>490</b>

**POWER PRO REDUCES YOUR LIFTING BY 350 POUNDS PER CREW MEMBER, PER CALL!  
8 CALLS PER SHIFT? EACH CREW MEMBER LIFTS 2800 POUNDS LESS**

## AND WITH POWER-LOAD?

	Manual Cot	POWER PRO
<b>Total</b>	<b>840</b>	<b>200</b>

**Power-Load reduces lifting by an additional 290 pounds per crew member per call**

\* (pounds lifted above in red are completely eliminated!)

**Power-Pro / Power-Load combination reduces lifting per crew member per shift by 640 Pounds!  
8 CALLS PER SHIFT? EACH CREW MEMBER LIFTS 5120 POUNDS LESS!!!**

#s based on 80 pound manual cot, 125 pound Power Pro, 200 pound patient

### Power Pro and Power-Load will lead to:

- reductions in acute injuries
- reductions in cumulative injuries
- reductions in modified work days
- reductions in workman's compensation claims

### Power-Load will also:

- eliminate steering in and out of ambulance
- minimize patient drops
- improve ambulance occupant safety (20G crash tested)
- charge your SMRT batteries