A Disappearing Act—Literally
Herb Sellers, owner of 26-year old Century Ambulance, has seen a lot of action in his time. Before starting Century, he was a firefighter in Jacksonville, Florida. He’s seen countless fires disappear due to the determination and courage of firemen using high pressure water. However, Herb had never seen EMS-related injuries disappear due to the power of a cot. That is, until he purchased 33 Stryker Power-PRO powered ambulance cots in October 2005.

From 2003 until the purchase of the Power-PRO units, Century Ambulance recorded 113 lost workdays or days in which employees were out due to a work injury. During that same time frame, Century racked up 45 modified days, which means that employees recovering from an injury could only fulfill non-physical tasks. Since the purchase, Century has only recorded 4.5 modified days and lost workdays have dropped to zero. Literally, they’ve disappeared, thanks to the benefits of the Stryker Power-PRO powered ambulance cot! The company was so impressed with the performance of the Stryker equipment that they purchased five more Power-PRO powered ambulance cots in February 2006.

Exceptional Results and Savings
Thanks to Power-PRO, Century Ambulance has been able to reduce the number of personnel needed for special calls. Prior to Power-PRO, the company routinely sent two crews and two trucks on these calls. Since the purchase, dispatchers are comfortable with sending out only one crew. This results in savings in manpower, costs and overhead, while improving the company’s responsiveness without adding personnel or ambulances.

The improvement in safety for all involved is just as significant. Not only are medics working safer with fewer reported injuries but patient transport related injuries are minimized. The Power-PRO cots help save patients from injuries incurred during EMS patient handling. From 2003 to 2005, Century noted ten patient injuries; that figure is zero since October 2005. Herb Sellers takes pride in the fact that Century Ambulance is performing to a higher safety standard after adding the Power-PRO cots.

Century Ambulance recorded 113 lost workdays over a three-year period prior to acquiring Stryker Power-PRO. Since purchasing 38 Power-PRO powered ambulance cots, no lost workdays have been recorded.

An equally impressive statistic is the cost of each claim. Prior to purchasing the Stryker Power-PRO, each workers’ compensation claim averaged $15,165 in total cost (Medical and Indemnity). The sole stretcher related claim since closed for $903, only six percent of the previous average claim, as calculated by Century’s insurance agent, Jimmy Tullis of James F. Tullis & Associates.

The severity of workers’ compensation claims has drastically dropped by 94 percent since Century first implemented the Stryker Power-PRO.
**Powered Equipment Powers Positive Results**

Some of the benefits that the new Stryker Power-PRO powered ambulance cots have provided Century include:

- Increased productivity by significantly reducing lost and modified workdays
- Substantial reduction in the frequency and severity of patient handling-related injuries
- Eliminating all patient injuries reported since implementation
- Savings in operating costs due to single ambulance dispatch for calls that normally require additional assistance
- Provides employees a sense that they are working for a company that is on the cutting edge of technology regarding work-related equipment
- Provides employees with a sense of pride in knowing that they work for a company that puts their safety above finances or profits

**Other EMS Providers Realizing Benefits**

Herb Sellers’ Century Ambulance team isn’t the only EMS provider benefiting from the Stryker Power-PRO advantages. Other EMS departments at municipal, public and private agencies across the United States are realizing similar benefits. Deployment of these proven technologies helps minimize the risk of operator injury and leads to a savings in operating costs.

As part of its normal process to obtain feedback from its customers, the Stryker EMS Equipment division polled a wide range of EMS directors to gain a better understanding of the impact of the Power-PRO powered ambulance cot and Stair-PRO stair chair on EMS service operations.

Participants, who represent EMS services with as few as 215 calls to as many as 113,000 calls annually, experienced a significant decrease in job-related injuries. After deployment of Stryker Power-PRO and Stair-PRO, average yearly job-related injuries and patient drops decreased significantly.

*Contact your Stryker EMS Account Manager for more information on this important field research.*

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**Workers’ Compensation Claims**

Prior to purchasing Stryker’s Power-PRO, each workers’ compensation claim averaged $15,165 in total cost. The sole claim since the purchase amounted to $903.