

Ambulance Transfer and Emergency Care Company

Independent Ambulance Company Credits Stryker Power-PRO™ and Stair-PRO® for Reduction in Injuries

Based on a Simple Philosophy

The Ambulance Transfer and Emergency Care Company, or A-TEC, has a winning philosophy: Give the customer the excellent service they deserve through honest estimated time of arrivals (ETAs), professionalism and care for all patients as you would want to be cared for. That attitude led A-TEC management to evaluate, then purchase the Stryker Power-PRO powered ambulance cots and Stair-PRO stair chair. A-TEC believes that the Stryker Power-PRO and Stair-PRO equipment has proven to be one of the driving factors behind the company's success with injury-free transports.

Time-Honored Commitment to Quality

Ralph and Rita Troeger started the Ambulance Transfer and Emergency Care Company in 1986, in Sycamore and DeKalb, Illinois, just outside of Chicago. In 1996, Dick Krause joined with Ralph and Rita Troeger because they felt there was a need for quality transport service in the western Chicagoland suburbs of DeKalb, Kane, DuPage, McHenry and Lake Counties. Twenty-one years later, A-TEC, as it's now known, is still committed to those founding principles. "Don't believe a word we say. Make us prove it!" is a quote that A-TEC founder Ralph Troeger has posted on the company's web site. Ralph feels that the company is only as good as its performance every time it makes a call. That unmoving standard led A-TEC to acquire Stryker Power-PRO powered ambulance cots and a Stair-PRO stair chair.

Realizing the effect excellent equipment has on patients and staff, this 21-vehicle, 125-employee private company purchased six Power-PRO powered ambulance cots and one Stair-PRO stair chair in December 2005. According to Dave Davis,

A-TEC believes the Stryker Power-PRO and Stair-PRO equipment are one of the driving factors behind injury-free transports.

General Operations Manager, buying Stryker EMS products has proven to be one of the best changes the company has ever made.

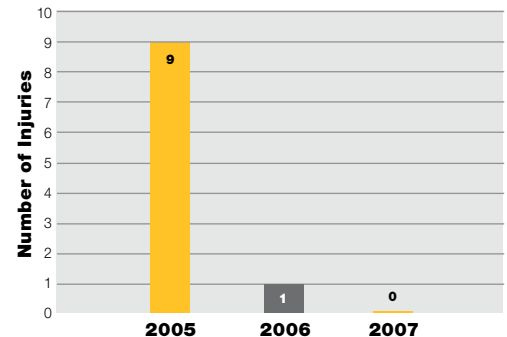
"The Stryker Power-PRO is the safest method of moving a patient; both for our ambulance crews and our patients," said Davis. Both of these factors are essential to A-TEC's success. "As an independent ambulance service, our future depends on how well we treat our patients. The Stryker products help us perform our job better and reduce the risk of injury to our patients and our employees."

Positive Outcomes for A-TEC

Stryker Power-PRO and Stair-PRO equipment has delivered a number of benefits to A-TEC, including the positive morale boost the equipment has had on employees. Company officials explained that A-TEC employees work to a high standard of safety and performance. When injuries go down, morale goes up. In addition, the company finds that the Stryker equipment is an excellent recruiting tool. "When applicants are given a tour and they see we use Stryker equipment, they know they are interviewing with a first-class team," stated Davis. In addition to these benefits, the company received a \$17,000.00 refund in workers' compensation premiums due to their reduced injury rates.

EMS Equipment

Stretcher-related Staff Injuries*



* A-TEC purchased six Power-PRO powered ambulance cots and one Stair-PRO stair chair in December 2005.

About A-TEC Ambulance

Male employees	95
Female employees	30
Average number of calls per month	1,875
Number of trucks	21
Number of Stryker Power-PRO	6
Number of Stryker Stair-PRO	1

The decision to buy Stryker EMS products has proven to be one of the best changes the company has ever made according to Dave Davis, General Operations Manager.

"As an independent ambulance service, our future depends on how well we treat our patients. The Stryker products help us do our job better and reduce the risk of injury to our patients and our employees."

EMS Equipment

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Powered Equipment Powers Positive Results

Some of the benefits that the new Stryker Power-PRO and Stair-PRO have provided A-TEC include:

- Increased productivity by reducing lost and modified days
- Substantial reduction in patient handling-related injuries
- Considerable decrease in patient injuries
- Enhanced reputation for efficient and safe transport
- Advantages in employee recruitment and retention

Overall, A-TEC has realized a reduction of staff injuries from nine in 2005 to zero in 2007. They attribute this accomplishment to the use of the Power-PRO and Stair-PRO equipment. Mr. Davis summarized how crucial it is for A-TEC to maintain its reputation for promptness and efficiency, but also for overall safety for patient and caregiver, alike. "Our reputation is on the line every time we go out", stated Davis. "And Stryker makes us look good."

Other EMS Providers Realizing Benefits

A-TEC 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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Stryker Power-PRO Key Features

- Raise and lower patients using your finger, not your back
- BackSmart® ergonomic design minimizes the risk of injury
- High-speed retract to add efficiency
- Battery powered with manual back-up
- Retractable head section for increased maneuverability

Stryker Stair-PRO Key Features

- Eliminates lifting when moving patients down stairs
- BackSmart design promotes proper body mechanics
- Folds to compact size