

Rockingham County EMS

EMS Equipment

Stryker Power-PRO™ and Stair-PRO® Deliver Average Yearly Savings of Over \$200,000 in Work-related Injuries.

Lost Experience — Lost Dollars

Steve Hale, director of Wentworth, North Carolina-based Rockingham County EMS, has lost seven employees in the last three years due to work-related injuries. As the leader of 46 full-time and 43 part-time EMS professionals, he could not afford to lose any more workers, nor could the department afford mounting workers' compensation claims.

"When someone is injured, we feel the impact across the board," says Hale. "First and foremost is the loss of experience, which is significant. Secondly, is our bottom line. These costs are much higher when you factor in overtime and replacement staff," Hale adds.

Hale recounts a sole claim in 2004 costing \$132,000 and forcing one EMS employee to lose 195 days of work. Rockingham County EMS experienced 1,473 lost and modified workdays in 2004 due to work-related injury. While these figures are astonishing they are not unusual.

Rockingham County, North Carolina, EMS has saved on average over \$200,000 in workers' compensation claims per year since purchasing Stryker's Power-PRO powered ambulance cots and Stair-PRO stair chairs.

In June 2005, Hale and his colleagues set out to reverse the trend. Their goal was a 10 percent reduction in lost workdays through the purchase of new Stryker EMS equipment that eliminates manual lifting. With approval from the county, the department purchased 12 Stryker Stair-PRO stair chairs.

The results were amazing. After the county began using the new Stair-PROs, the department reported

only 403 lost and modified workdays in comparison to 1,473 the previous year. As a result, the Stryker Stair-PRO gave Hale's team 1,070 more workdays than the previous year.

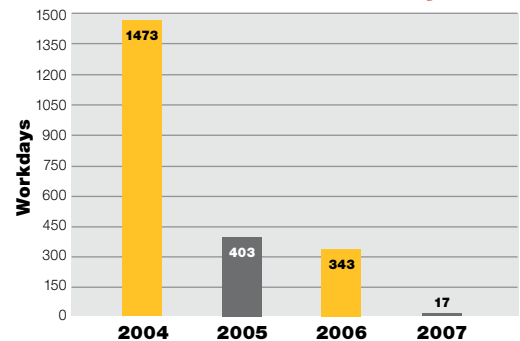
After seeing the exceptional results Stair-PRO offered Rockingham, the county purchased 12 Stryker Power-PRO powered ambulance cots. The purchase paid off. Lost and modified workdays dropped once again. Rockingham reported 343 lost and modified workdays in 2006. Over a two year period, Rockingham has experienced a 77 percent decrease in lost and modified workdays.

Powered Equipment Powers Positive Results

Rockingham County EMS, with 89 staff and eight vehicles, has 566 sq. miles and 92,000 residents to service. The team depends on their equipment to provide excellent care for the nearly 14,400 patients they're called to treat each year.

Rockingham has seen significant results since they began using Power-PRO and Stair-PRO. Since 2004, employee injuries have decreased from 21 in 2004 to eight in 2006. One 11-year veteran has even reported that his long-time back pain has subsided since using the Stryker equipment. Patient and staff injuries have decreased significantly and EMS staff feedback confirms that the Stryker powered equipment is responsible.

**Total Number of
Lost and Modified Workdays***



* Stair-PROs purchased in June 2005. Power-PROs purchased in February 2006

About Rockingham County EMS

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|-----------------------------------|-------|
| Full-time male employees | 36 |
| Full-time female employees | 10 |
| Part-time male employees | 32 |
| Part-time female employees | 11 |
| Number of calls per month in 2006 | 1,200 |
| Number of trucks | 8 |
| Number of Stryker Power-PRO | 12 |
| Number of Stryker Stair-PRO | 12 |

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

EMS Equipment

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Benefits experienced by Rockingham County EMS after purchasing Stryker's Power-PRO and Stair-PRO include:

- Increased productivity by reducing lost and modified days
- Substantial reduction in patient handling-related injuries
- Considerable decrease in patient injuries
- Advantages in employee recruitment and retention

Hale's decision to invest in the future of his employees had a positive influence on the way county residents and other EMS providers view Rockingham. With a 62 percent decrease in employee injuries over a two year period, Rockingham offers solutions other EMS providers can use.

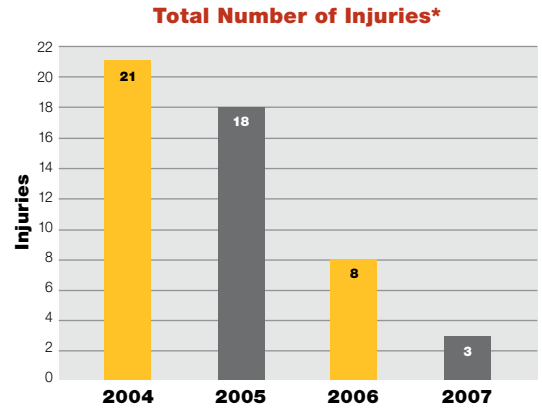
Other EMS Providers Realizing Benefits

North Carolina's Rockingham County isn't the only EMS provider benefiting from the Stryker Power-PRO and Stair-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.

For further information and copies of field studies conducted by the Stryker EMS Equipment division that verify the Power-PRO and Stair-PRO cost-benefit advantages, contact your Stryker EMS Account Manager.



* Stair-PROs purchased in June 2005. Power-PROs purchased in February 2006