

# THE POWER TO SAVE. GUARANTEED!™

Stryker will guarantee that you will see at least a 50 percent reduction in cot-related injuries pertaining to raising and lowering cots, or Stryker will replace all Power-PRO™ cots with equivalently configured manual cots plus the difference in price<sup>1</sup> after the first year<sup>2</sup>.

<sup>1</sup> Minus 10 percent restocking fee.

<sup>2</sup> Eligibility is dependent on documentation.

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EMS Equipment

# THE POWER TO SAVE. GUARANTEED!™



Our Promise  
to You

# Reduce Risk of Costly Injuries to Your Medics

**THE POWER  
TO SAVE**  
**GUARANTEED!**

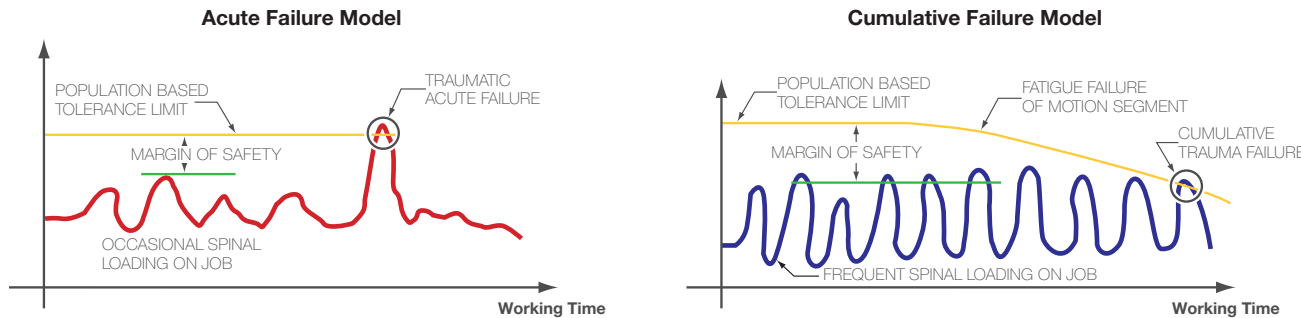
Historically, injuries within the EMS industry have generally been classified under the acute model (*shown below*). The acute model depicts spinal failure due to a single overexertion event. This model is typical of individuals who experience minimal spinal loading on the job.

However, ergonomic studies have proven that medics in the EMS industry experience frequent spinal load due to repetitive motions such as lifting, lowering, carrying, loading and bending. For this reason, injuries in the EMS industry should be classified under the cumulative model (*shown below*), which represents injuries due to frequent exertion and fatigue failure over time.

Stryker EMS is dedicated to understanding the cause of injury in the EMS industry and developing products that reduce spinal load and increase a medic's margin of safety, in turn reducing the risk of trauma failure. The Power-PRO XT is equipped with features that keep a medic's spinal load low, which in turn extends their fatigue limit, thus reducing the risk of injury.

The Power to Save — Guaranteed is our promise to you. This guarantee is an industry first, made possible by the ergonomic performance of the Stryker Power-PRO cot, which is becoming the industry standard of care.

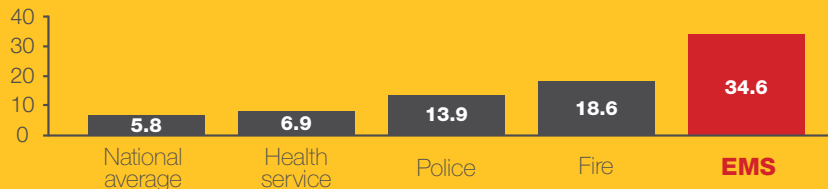
## Tissue Load During Work Day



Depiction of spinal motion segment failure due to either a single overexertion event (left) or frequent exertion and fatigue failure (right), as adapted from McGill (1997).

## Statistics

Nonfatal occupations' injury rate per 100 full-time workers per year



## Survey Shows EMS Risk

- A survey of 1,356 NAEMT members, jointly commissioned by NAEMT and McNeil Consumer & Specialty Pharmaceuticals, reported that four in five EMS workers have experienced some kind of injury or medical condition as a result of their work
- The risk for EMS workers with injuries and lost workdays is six times more likely than the national average

## Lost Personnel Time — The Effect of Injuries on Your Business:

- Almost one in two (47 percent) have sustained back injury while performing EMS duties
- Back pain is by far the most common cause of disability
- Back injuries account for approximately 50 percent of all line-of-duty injury retirements each year
- Sprains and strains routinely account for approximately 50 percent of all line-of-duty injuries
- Only the common cold accounts for more lost workdays
- After injuring your back, you are five times more likely to have a repeat episode — hence pre-employment back screening

**“If poor physical conditioning, being overweight, hours of sitting and waiting and inferior ergonomics set a person up for back injury, the pre-hospital environment usually finishes the job.”<sup>3</sup>**

<sup>3</sup> Dernocoeur, Kate and Casey Terribilini. *Save Your Back, Injury Prevention for EMS Providers*. Journal of Emergency Medical Services (JEMS), Oct 1989.