



STEVEN J. HOOK
CHIEF



CITY of WEST ALLIS
FIRE DEPARTMENT

To: Mayor Devine and Members of the Common Council
From: Steven J. Hook, Fire Chief
Date: September 26, 2012
Re: Request for City Safety and Productivity funds to purchase Ambulance Cots and Stair Chairs through Sole Source

Attached, please find a communication that Assistant Chief Steve Bane prepared for the Police and Fire Commission.

In the communication, he explains his work with City Administrative Officer Paul Ziehler, to purchase specially designed patient transport equipment that enhances both employee and patient safety. The cots are equipped with lift-assist technology and improved stability to reduce injuries and prevent cot tipping when EMS patients are moved.

At their regular meeting on September 25, 2012, the Police and Fire Commission approved the sole source purchase of this equipment, based upon Assistant Chief Bane's explanation. I am providing this communication for your review, and consideration to utilize City Safety and Productivity account funds for the purchase.

Hopefully, we've provided sufficient information to help you understand the value of this equipment and its inherent safety impacts. If you have further questions or concerns, please feel free to contact me, or my Assistant Chief of Emergency Medical Services, Steve Bane.



EMERGENCY
MEDICAL SERVICES
STEVEN D. BANE
ASSISTANT CHIEF



CITY of WEST ALLIS
FIRE DEPARTMENT

Date: September 20, 2012
To: Honorable Board of West Allis Police and Fire Commissioners
From: Steven D. Bane, Assistant Chief
Re: Request for Approval of a Sole Source Purchase of Ambulance Cots & Stair Chairs

Please accept this letter as a request to purchase 4 Stryker Power-PRO Cots and 2 Stryker Stair-PRO Stair Chairs through a sole source agreement with Stryker EMS Equipment. Total cost of this purchase is \$57,832.00 with funds coming from the City's Safety and Productivity account. I have worked closely with Paul Ziehler who identified this account, which is funded by balance sheet reserves, as the appropriate funding source for this important purchase. The Safety and Productivity account is, as its name implies, designed to improve the safety of our workers by reducing risks of injury and improving productivity.

Stryker Power-PRO cots are designed to reduce back injuries to EMS providers by eliminating the need to raise and lower the cot manually. An integrated hydraulic system lifts and lowers the patient with the touch of a button. Frequent and repetitive spinal loading can and does lead to back injuries. The use of the Power-PRO greatly reduces the frequent bending and lifting that leads to injuries. Injuries that generate significant worker's compensation claims that include health care and lost work time costs. CVMIC data shows that the average cost to their members for a back injury, over the last three years, is about \$5,000 and the average cost of a back surgery is just over \$173,000. While we have been fortunate to experience a much lower average cost of \$790.00 per claim with 7 injuries over the last 3 years, the potential exists for significant financial exposure.

Not only will this purchase address safety concerns for our members but, also for our patients. The current practice is to move the cot, with the patient on it, in the full upright position. This avoids the repetitive spinal loading caused by raising and lowering of the cot as you travel between patient location, ambulance, and hospital bed. Movement of patients in the full upright position makes the cot more top heavy which makes it more susceptible to tipping over that can cause serious injury or death to the patient. Power-PRO cots will allow for the lowering of the cot during movement without increasing the risk of back injury to our members.

I have checked with neighboring fire departments including; Wauwatosa, Greenfield, North Shore, and Milwaukee and all have switched to the Stryker Power-PRO cot. While none of these departments has been required to track a reduction in back injuries or their costs, they all say, anecdotally, that their back injuries from lifting cots have decreased dramatically.

Due to the increased weight of the power cot there is an increased use of a stair chair to move the patient to the cot so that fire fighters don't have to lift the full weight of the cot and patient. Stryker's Stair-PRO stair chair is designed to work in conjunction with the power cot. We currently have two of these stair chairs and will only need two more to equip four of our ambulances with this equipment. The key feature of the stair chair is a

retractable track system that allows the chair to be moved up and down stairs without lifting the full weight of the patient and chair.


There is one other manufacturer of power cots but due to the significant advantages and design of the Stryker cot I am requesting this sole source purchase. The most notable unique feature of the Stryker cot is the retractable head section that allows the cot to be shortened, as needed, but still provide a means to lift the head end of the cot. Most homes in our City are older with narrow hallways making them difficult to maneuver without shortening the cot. The quality and functionality of Stryker's power cots is further substantiated by their reports that they have a 96% share of the power cot market.

This request is to purchase directly from Stryker vs. a third party reseller thereby saving money on the purchase price.

I respectfully request and look forward to your approval of this sole source purchase agreement.

Authorization is hereby requested to allow the fire department to purchase 4 Stryker Power-PRO Cots and 2 Stair-PRO stair chairs as a sole source agreement with Stryker Sales Corporation 3800 East Centre Avenue Portage, MI 49002

APPROVED BY: _____


Board of Police and Fire Commissioners

DATE: _____

9/25/12

John Fischer
Territory Manager

Stryker Sales Corp
3800 E Centre Ave
Portage, MI 49002
800-669-4968



EMS Equipment

Proposal/ Order Form

* Please fax signed order to: 815-578-1679

Date: 9-19-12

Customer Number: 1191473

PO Number:

End User: WEST ALLIS FIRE DEPT 7332 W NATIONAL AVE WEST ALLIS, WI 53214 Contact: STEVE BANE Ph: 414-302-8910 Email: sbane@westalliswi.gov	Bill To: WEST ALLIS FIRE DEPT 7332 W NATIONAL AVE WEST ALLIS, WI 53214 Contact: STEVE BANE Ph: 414-302-8910 Email: sbane@westalliswi.gov	Ship To: WEST ALLIS FIRE DEPT 7332 W NATIONAL AVE WEST ALLIS, WI 53214 Contact: STEVE BANE Ph: 414-302-8910 Email: sbane@westalliswi.gov
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Qty	Item #	Name	Price	Total
4	6506-000-000	Power-PRO Cot Incl:	\$11,277.00	\$45,108.00
		2 Year Warranty	STD	
		Standard Features	STD	
	6086-502-010	Dual Wheel Lock	STD	
	6500-082-000	Knee-Gatch/ Trendelenburg	\$604.00	\$2,416.00
	6506-034-000	G-Rated Bolster Mattress	STD	
	6060-036-017	Short Floor Hook	STD	
	6085-033-000	Pt Rt Cot Retaining Post	STD	
	6500-002-030	G-Rated Restraint Package	STD	
	6500-028-000	120V SMRT Power Kit	STD	
	6500-034-000	SMRT Charger Mounting Bracket	\$26.00	\$104.00
	6500-147-000	Equipment Hook	\$40.00	\$160.00
	6500-128-000	Head End Storage Net	\$104.00	\$416.00
	6500-141-000	Fowler O2 Holder	\$197.00	\$788.00
	6500-130-000	Back Rest Storage Pouches	\$196.00	\$784.00
	6500-215-000	Pt Rt 3 Stage IV Pole	\$260.00	\$1,040.00
	6506-038-000	Steer-LOCK (NEW OPTION!)	\$580.00	\$2,320.00
2	6252-000-000	Stair-PRO Chair Incl Std Features and Head Support	\$2,631.00	\$5,262.00
	6252-027-000	Foot Rest Option	\$206.00	\$412.00
	6250-140-000	O2 Holder Option	\$111.00	\$222.00
Sub Total				\$59,032.00
Trade-In Credit:				-\$1,200.00
Taxes 0.000%				\$0.00
TOTAL				\$57,832.00

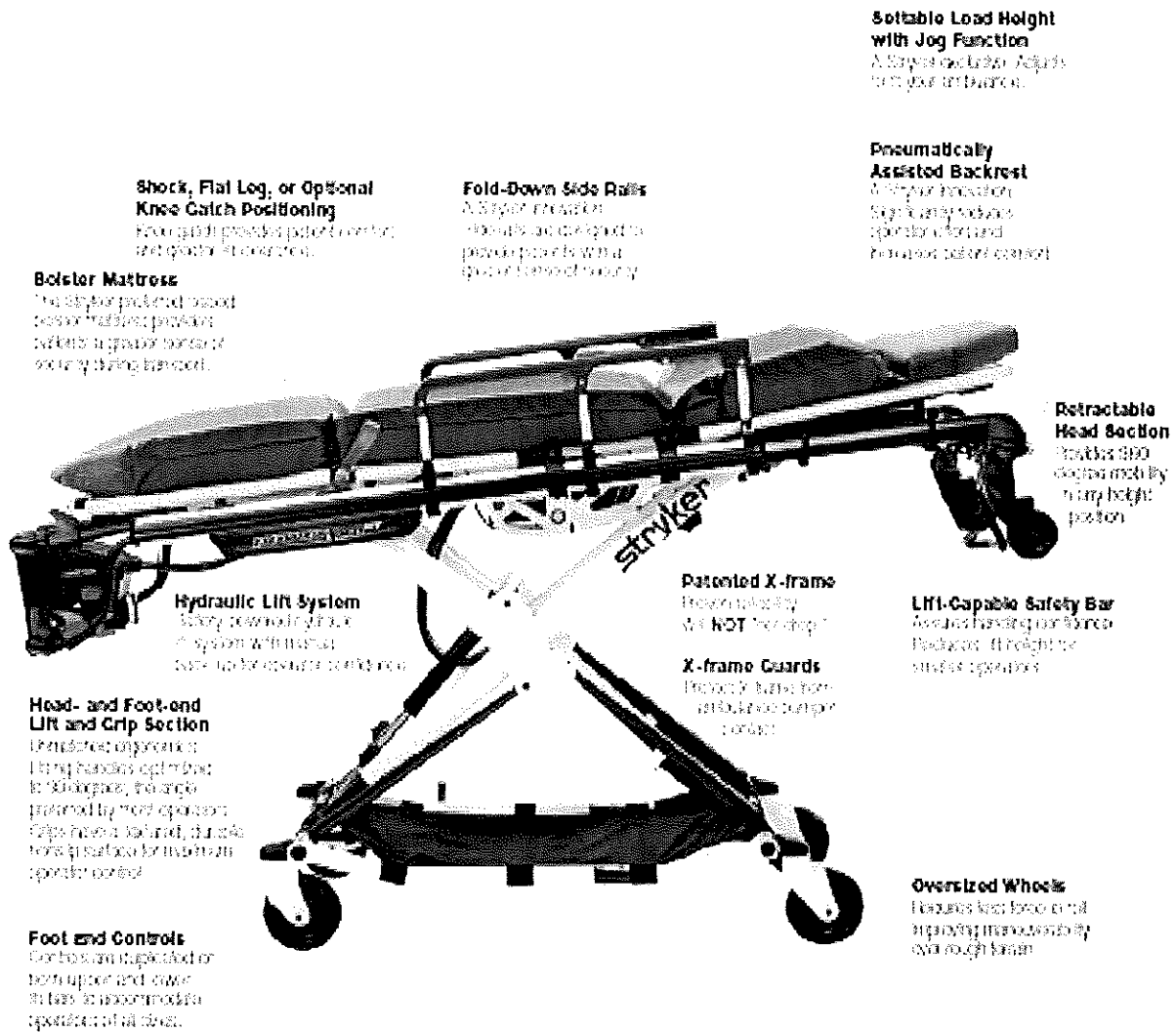
Signature: _____ Title: _____

Terms: Net 30 days, FOB Origin

Order Subject to approval by Stryker Corporation. Taxes will be invoiced as a separate item when applicable. Credit cannot be allowed on returns of special or modified items. All approved returns will be accepted ONLY in Portage, Michigan. Proposals are effective 30 days from submittal.

Comments: LEAD TIME APPROX 4 WEEKS FROM DATE OF ORDER. TRADE IN FOR 2 FERNO 35A'S AND 2 STRYKER MX-PRO (MFG 2003)	Office Use Only:
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Thank you for your business.



Shock, Flat Log, or Optional Knee Catch Positioning
 Knee catch provides patient comfort and optimal fit over shock.

Fold-Down Side Rails
 A Stryker innovation, side rails are designed to provide patient with a greater level of mobility.

Adjustable Load Height with Jog Function
 A Stryker innovation. Adjusts from your own height.

Pneumatically Assisted Backrest
 80° of reclination significantly reduces operator effort and increases patient comfort.

Bolster Mattress
 The Stryker patented bonded bolster mattress provides excellent support and comfort during transport.

Retractable Head Section
 Provides 90° degrees mobility in any height position.

Hydraulic Lift System
 Safety down and lift hydraulic system with manual lock-up for operator convenience.

Patented X-frame
 Provides stability with **NOT** the drop!

Lift-Capable Safety Bar
 Assures handling compliance. Reduces lift height for ease of operation.

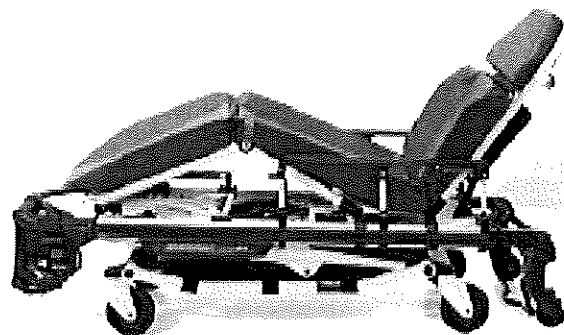
Head- and Foot-end Lift and Grip Section
 Unlimited operation. Lifting handles optional. In 90° degree, the angle preferred by most operators. Grips have a textured, durable, non-slip surface for maximum operator control.

X-frame Guards
 Protects tubes from contact with bulkier transport cart.

Over-sized Wheels
 Features load force on all improving maneuverability over rough terrain.

Foot End Controls
 For basic and specialized or both upper and lower limbs to accommodate operators of all sizes.

700lb
 capacity



The retractable head section with safety bar for maximum flexibility allows handles that retract the head section into the bed. The safety bar remains designed to keep hands away from critical medication controls.

Retractable Head Section
 Provides 90° degrees mobility in any height position.



Reduce the risk of injuries when raising and lowering

Power-PRO XT reduces risk of cumulative trauma injuries, and lost or modified workdays.

Power raise and lower



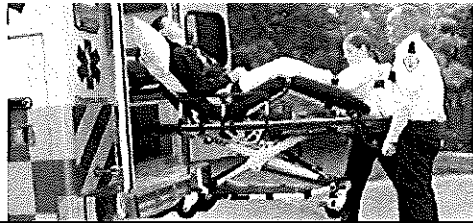
Raise and lower patients with the touch of a button
 Power-PRO XT has a simple, push-button control for raising and lowering patients. The motorized patient support is powered by a battery pack, so it's always ready to go.

Makes care easier by reducing loading due to excessive weight, such as from clothing, crutches, and bedding. Like the Power-PRO XT, it has power to rotate and lock, making it easier to rotate, lock or modify settings, and to what? One person's weight and a second's movement, and it's done. The Power-PRO XT is easy to use, and it's easy to use.

- An innovative battery-powered hydraulic system raises and lowers the patient at the touch of a button.
- Includes an easy-to-use manual back-up system for all-powered-out situations.
- The adjustable head section rotates 90 degrees, and allows the unit to be adjusted to fit any height person.
- A 30-sec. auto-rotate feature allows quick rotation of the stretcher to allow for quick transport.
- Reduces workers' compression, cuts, injuries, and lost and modified workdays, while improving recruitment and retention.

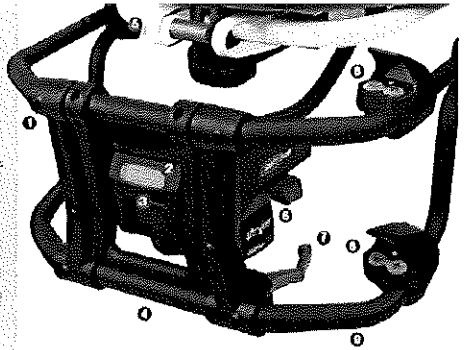
Reduce load and unload times

Power-PRO XT has a simple, push-button control for raising and lowering patients. The motorized patient support is powered by a battery pack, so it's always ready to go.



Features

- 1 Textured Hand Grips**
At the head and foot and provide a durable, non-slip grip for greater control.
- 2 Battery Pack Power Level Indicator**
Shows operator amount of power status, and battery level when the battery pack needs to be changed.
- 3 Hour Meter**
Indicates how many hours the unit has been in operation for preventive maintenance purposes.
- 4 Built-In Pull Handle**
Offers maximum operator control during transport and allows for the easy when not in use.
- 5 Shock, Flat Leg, or Optional Knee Catch Positioning**
Knee catch provides patient comfort and greater fit clearance.
- 6 Battery Pack Release Control**
Automatic and easily changed in any condition.
- 7 Manual Back-up Release Handle**
Allows for positive operation of all-powered-out situations.
- 8 Power Controls**
Rotational control knob, also for instant lock, rotation and ease of operation.
- 9 Lower Lifting Bar**
Provides maximum stability in operation of all sizes.



Warranty

- 3-year parts, labor and travel
- One-year on-site
- One-year on-site components
- 24-hour emergency service
- 24-hour emergency service

Extended warranty available for purchase.



Marine-grade Hydraulic System
 Marine-grade hydraulic system for superior durability.



Hand Clearance
 Hand clearance allows for the operator's safety.



Built-In Pull Handle
 Offers maximum operator control during transport and allows for the easy when not in use.



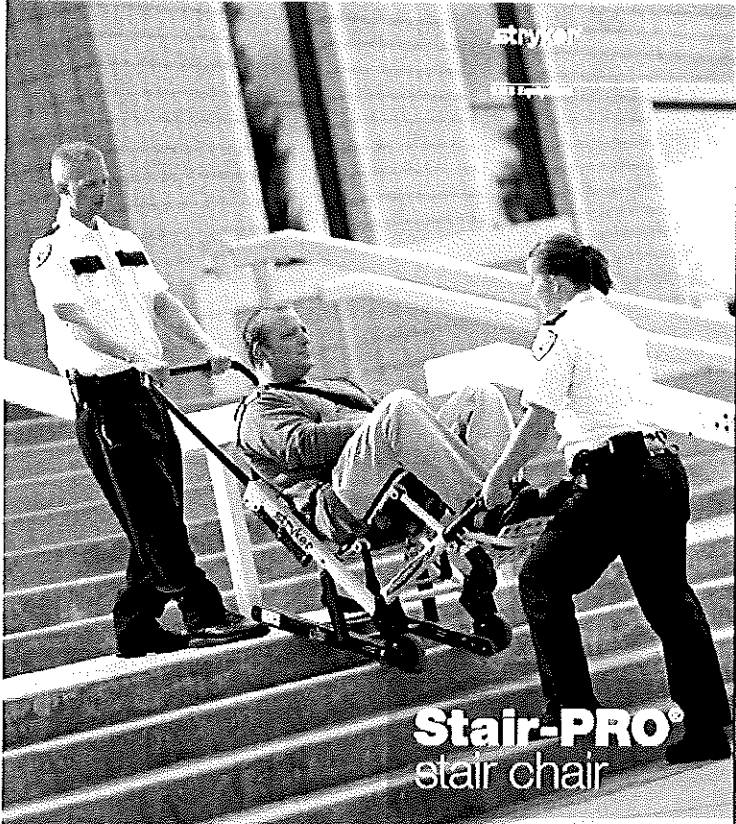
Lockable Shut-off
 Lockable shut-off allows for the operator's safety.



MDT Power System
 Monitor power management, with battery auto-recharging, for superior performance.



Lift-capable Safety Bar
 Lift-capable safety bar allows for the operator's safety.



Stair-PRO
stair chair

Stair-PRO
stair chair

proven to reduce operator injury

Stair-PRO

Stair-PRO is the way to help patients safely descend because of the potential for back injury. The Stair-PRO has a powered design to carefully position to reduce the risk of operator injury. All time models kids to a complete size for various settings including pediatric components.

Visit stryker.com to learn about the benefits. IMA services are operating through the brand of Stryker for IMA.

- Extendable head and foot end lift handle design supports proper ergonomic lifting technique, while improving line of vision and creating more personal space between operators and patient.
- Durable powder coated frame eliminates oxidation and facilitates easy discontamination.
- Folds to compact size for convenient storage.
- Essential for evacuation of disabled or injured persons from multi-level facilities in emergency situations.

Stair-PRO is Proven to Reduce the Risk of Operator Injury

Stair-PRO is the way to help patients safely descend because of the potential for back injury. The Stair-PRO has a powered design to carefully position to reduce the risk of operator injury. All time models kids to a complete size for various settings including pediatric components.

Upper Control Handle
Extendable lift handle for operator safety

Durable Powder Coated Frame
Eliminates oxidation and facilitates easy discontamination

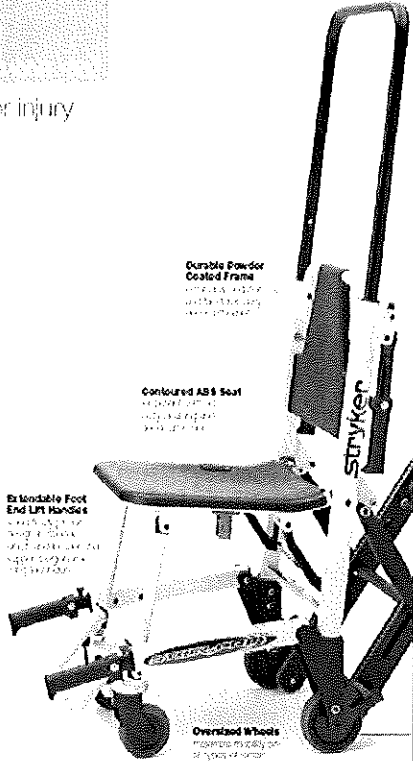
Contoured ABS Seat
Supports proper ergonomic lifting technique

Extendable Foot End Lift Handle
Supports proper ergonomic lifting technique

Overhead Wheels
Multiple models for all types of stairs

Four-inch Front Castor Wheel
For easy maneuverability

Dual Wheel Locks
For secure positioning





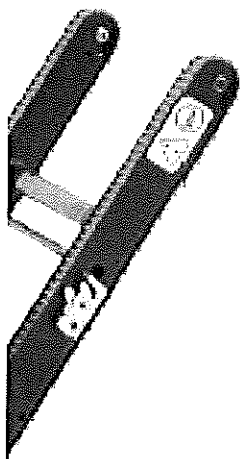
Handle length and placement designed for up and down stair mobility.

Locking Rear LHM Handles

Locking rear handles and placement optimize stair mobility.

Molded Hand Grips

For added security.

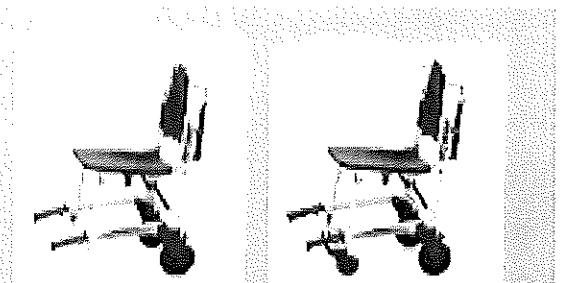


Innovative Stair-TREAD™ System allows operator to control movement down stairs without lifting and reduces your risk of lower back disorder. The dual tracks, made with Kevlar™, stand up to tough use and resist discoloration.



Compact Storage Size
Folds to 3 inches for convenient storage.

500 lb
capacity



Model 6250
500 lb capacity

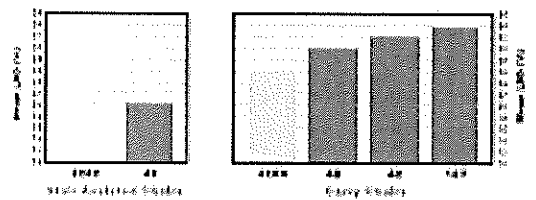
Fixed, fold-downable, light weight, stores in existing vehicle compartments.

Model 6251
500 lb capacity

Front-caster wheels add wheelchair-like mobility in tight spaces.

Stair-PRO has been scientifically tested and proven to reduce the risk of lower back disorder.

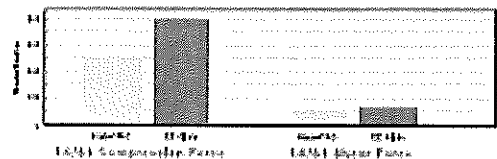
Relative Risk of Lower Back Disorder¹¹ ■ EZ Glide ■ The Easy Chair



Result

The Stair-PRO model 6250 was found to reduce the relative risk of lower back disorder significantly as compared to all other models tested.¹¹

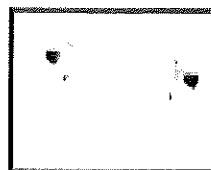
Comparing Tracked Chairs, Stair-PRO reduces L5 and S1-compression and shear forces by approximately 40 percent compared to EZ Glide.



Result

Small differences in product design can have a measurable impact on product efficacy.

Accessories



1 Foot Support

- Provides the patient greater comfort and a sense of security.
- Stair chair folds in same convenient storage position.
- Innovative 1lb safety-guzed footrest prevents the Stair-PRO from tipping when stepped on.



2 O₂ Holder

- Quick attachment straps.
- Secure, protected and out of the way.
- Easily accessible.