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***INTEROFFICE***

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***MEMORANDUM***

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To: Melissa Marsh, City Manager

From: Greg Lelito, Fire Chief

Re: Power Load Purchase

Date: 1/11/23

CC: Amy Mischak, HR Director/Purchasing Coordinator

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In the 2023-24 fiscal year budget, \$37,000 has been requested to purchase a new Power Load system and the ProCare service plan from Stryker. This equipment is a system that lifts and lowers the cot into and out of the ambulance. The Power Load hydraulically lifts patients weighing up to 700 lbs. with the touch of a button. The Power Load is a proprietary system and is the only system that will work with our Stryker cots.

Early this month, Stryker informed us that a demo Power Load has come available at a discounted price. In addition, Stryker advised that a price increase will go into effect the first week of February for the Power Load and ProCare service plan. This opportunity to purchase the demo unit will save the City \$7,400, equating to a 23% savings.

Also, once the unit is purchased, we will be eligible to receive a Michigan Municipal Risk Management Authority (MMRMA) Risk Avoidance Program (RAP) grant, which will provide a \$5,505 reimbursement to the City.

Staff and I recommend taking advantage of the demo price and award the purchase of one Power Load lifting system from Stryker for \$31,387.28.

If you should have any questions or comments regarding this issue, I'd be happy to respond to them.



Power-LOAD New Truck

Quote Number: 10620646

Version: 2

Prepared For: MADISON HEIGHTS FIRE DEPT

Attn:

Quote Date: 01/09/2023

Expiration Date: 04/09/2023

Remit to: Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Jamie Smith

Email: jamie.smith@stryker.com

Phone Number:

Mobile: (269) 303-1257

Delivery Address		End User - Shipping - Billing		Bill To Account	
Name:	MADISON HEIGHTS FIRE DEPT	Name:	MADISON HEIGHTS FIRE DEPT	Name:	EMER VEHICLES PLUS
Account #:	1279453	Account #:	1279453	Account #:	1195357
Address:	31313 BRUSH ST	Address:	31313 BRUSH ST	Address:	670 E 16TH ST
	MADISON HEIGHTS		MADISON HEIGHTS		HOLLAND
	Michigan 48071-1847		Michigan 48071-1847		Michigan 49423-3738

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550001	MTS POWER LOAD *INCLUDES FLOOR PLATE*	1	\$22,022.00	\$22,022.00
Equipment Total:					\$22,022.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
2.1	76011PT	ProCare Power-LOAD Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for MTS POWER LOAD *INCLUDES FLOOR PLATE*	1	\$9,090.00	\$9,090.00
ProCare Total:					\$9,090.00

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$275.28
Grand Total:	\$31,387.28

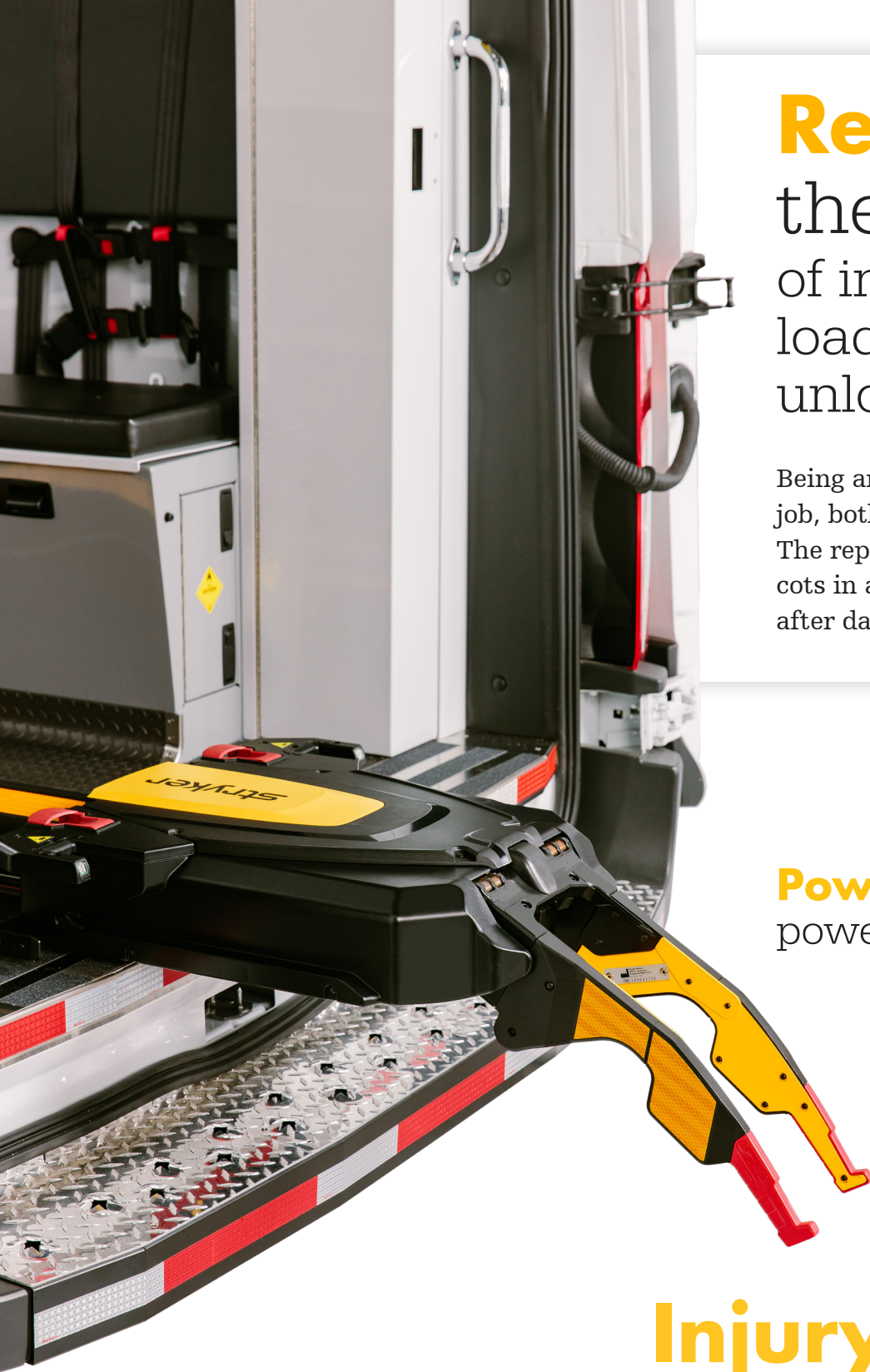
Prices: In effect for 30 days

Terms: Net 30 Days

stryker

# Powered loading system





# Reduce the risk of injuries when loading and unloading cots

Being an EMS worker is a demanding job, both physically and emotionally. The repetition of loading and unloading cots in and out of an ambulance day after day can take its toll on the body.

**Power-LOAD®**  
powered fastener system

## Injury reductions

**100%**

reduction in cot related injuries saved one service \$545,500 in 4.5 years.<sup>4</sup>

**99%**

of those surveyed agree our Powered System has made their job easier.<sup>5</sup>

Adverse cot events reduced

**96%**

by one service with the assistance of the Power-LOAD cot fastener system and Power-PRO XT cot.<sup>6</sup>



# 1 in 4

1 in 4 EMS workers will suffer a career ending back injury within their first four years in the field<sup>1</sup>. The number one cause – Lifting. Our Power-PRO XT powered ambulance cot utilizes a battery-powered hydraulic system effectively raising and lowering a cot at the touch of a button. Use of the Power-PRO XT has proven to reduce spinal loading, resulting in reduced injuries, lost or modified workdays and Workers' Compensation costs, and increased recruitment and retention.



**Power-PRO® XT**  
powered ambulance cot



**X-Restraint Package**  
Meets SAE J3027 dynamic  
crash test safety standards.

## Proven to save guarantee<sup>2,3</sup>

**100%** **reduction** in  
missed safety hooks

At Stryker we stand behind our products. For qualifying purchasers<sup>2</sup>, upon standardization, Stryker offers a program that guarantees at least a **50% reduction** in cot-related injuries pertaining to raising, lowering, loading and unloading cots and **100% reduction** in missed safety hooks while unloading cots with the Power-PRO and Power-LOAD in full power operation. If not, Stryker will refund the price paid for the Power-PRO cots and Power-LOAD cot fastening systems.<sup>3</sup>

**50%** **reduction**  
in cot related injuries

# Power-PRO® XT

## Specifications

<b>Model Number</b>	<b>6506</b>
<b>Height</b> <sup>1</sup> (infinite height positioning between lowest and highest position)	
Highest Position	41.5 in. (105 cm)
Lowest Position	14 in. (36 cm)
<b>Length</b>	
Standard	81 in. (206 cm)
Minimum	63 in. (160 cm)
<b>Width</b>	23 in. (58 cm)
<b>Weight</b> <sup>2</sup>	125 lb (57 kg)
<b>Wheels</b>	
Diameter	6 in. (15 cm)
Width	2 in. (5 cm)

<sup>1</sup> Height measured from bottom of mattress, at seat section, to ground level.

<sup>2</sup> Cot is weighed with one battery pack, without mattress and restraints.

<sup>3</sup> 700 lb weight capacity with an unassisted lift capacity of 500 lb (Cot loads over 300 lb (136 kg) may require additional assistance to meet the set cot load height).

<sup>4</sup> Can accommodate load decks up to 36 in. Load height can be set between 26 in and 36 in.

Stryker reserves the right to change specifications without notice.

The Power-PRO XT is designed to conform to the Federal Specification for the Star-of-Life Ambulance KKK-A-1822.

The Power-PRO XT is designed to be compatible with competitive cot fastener systems.

Meets dynamic crash standards with Power-LOAD cot fastening system (AS/NZS-4535, BS EN-1789 and SAE J3027 with X-restraints) and Performance-LOAD cot fastening system (SAE J3027 with X-restraints).

Stryker Corporation or its divisions or other corporate affiliated entities own, use or have applied for the following trademarks or service marks: **Performance-LOAD, Power-LOAD, Power-PRO, Stryker**, . All other trademarks are trademarks of their respective owners or holder.

The yellow and black color scheme is a registered trademark of Stryker Corporation

<b>Articulation</b>	
Backrest	0 – 73°
Shock Position	+ 15°
Optional Knee Gatch	30°
<b>Maximum Weight Capacity</b> <sup>3</sup>	700 lb (318 kg)
<b>Minimum Operator Required</b>	
Occupied Cot	2
Unoccupied Cot	1
<b>Recommended Fastener System</b>	
Power-LOAD	Model 6390
Floor Mount	Model 6370 or 6377
Wall Mount	Model 6371
<b>Recommended Loading Height</b> <sup>4</sup>	Up to 36 in (91 cm)

# Power-LOAD®

## Specifications

<b>Model Number</b>	6390
<b>Length</b>	
Overall length	95 in (241 cm)
Minimum length	89.5 in (228 cm)
<b>Width</b>	24.5 in (62 cm)
<b>Weight</b>	
Total weight	211.5 lb (96.5 kg)
Floor plate assembly	16.5 lb (7.5 kg)
Anchor assembly	23 lb (10.5 kg)
Transfer assembly	67 lb (30.5 kg)
Trolley assembly	105 lb (48 kg)

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\*Maximum weight capacity represents patient weight and assessories. Safe working load of 870 lb (395 kg) represents the sum of the cot total weight and patient.

The Power-LOAD Cot Fastener System is designed to conform to the Federal Specification for the Star-of-Life Ambulance KKK-A-1822.

1. Sanders, Mick J. (2011) Mosby’s Paramedic Textbook (4th ed., p. 36)
2. Please contract your sales representative to see if you qualify for the EMS Guarantee.
3. Subject to the terms and conditions of EMS proven to save.
- 4.Reference: Stryker (2018). EMSStat – Norman Regional Health System Case Study (Case Study on Power-PRO XT cots and Power-LOAD cot fastening systems). Retrieved from: <http://ems.stryker.com>
- 5 Reference: Stryker. (2012). Superior Ambulance Case Study [Case Study on Power-PRO XT cots]. Retrieved from: <http://ems.stryker.com>
- 6.Emergency Medical Services Authority. (2015). Risk Reduction Success Story: Utilization of the Stryker Power-LOAD Cot Fastener System in the EMSA System. Tulsa, Oklahoma and Oklahoma City, Oklahoma: Emergency Medical Services Authority. \*Data provided by EMSA

<b>Maximum weight capacity*</b>	700 lb (318 cm)
<b>Minimum operator required</b>	
Occupied cot	2
Unoccupied cot	1
<b>Recommended loading height</b>	22 in to 36 in (56 cm to 91 cm)
<b>Battery</b>	12 VDC, 5 Ah lead acid battery (6390-001-468)

3800 E. Centre Avenue  
Portage, MI 49002 USA  
t: 269 329 2100  
toll free: 800 327 0770

**ems.stryker.com**

**Office Safety Plan (Axon/Taser International)**

Member electing to purchase a bundle of products (Tasers, body cameras, data storage) under the Officer Safety Plan through Axon can apply for funding using the following formulas to determine cost sharing. (5/10/19)

Body Cameras – \$250 per camera.

Tasers - \$500 multiplied by the number of officers/units purchased. ( $\$500 \times 10 = \$5,000$ )

Data Storage – 50% up to a maximum of \$50,000

**Passenger Surveillance Cameras**

50% up to \$1,500 per vehicle with a maximum of 10 vehicles per member. Funding is limited to retrofitting existing fleet vehicles only. New vehicle purchases do not qualify for funding. (7/1/16)

**Power DMS Policy Management**

50% funding up to \$10,000 per member for initial funding of first year implementation costs.

Continuation/subscription fees are not eligible. Funding is one-time only. (6/3/20)

**Power Load Systems**

25% funding up to a maximum of \$25,000 per member. Does not include funding for power cots. (6/3/20)

**Pre Plan Software**

Computer software for pre-emergency site planning, hazardous materials identification, and MIOSHA Firefighter Right-to-Know compliance.

50% funding up to \$10,000 and an aggregate maximum of 10 software licenses. (5/18/12)

**Prisoner Restraint Chair or Board**

50% up to \$1,000 per unit. (8/14/13)

**Reality Based Training Equipment**

50% up to a maximum of \$3,500 for safety equipment and conversion gun equipment. (5/22/08)

**SCADA Control System Software**

50% funding up to \$7,000 per site with a maximum per member aggregate of \$30,000. (8/14/13)

**Sewer Cameras**

50% up to a maximum of \$20,000 in aggregate funding per member. Aggregate limits will be replenished on a 10-year rolling basis. Grants older than 10 years will drop from the aggregate total. Contact Risk Control for additional information.

Member must carry sewer coverage with MMRMA to be eligible for funding. (7/1/16)

**Stop Sticks**

50% up to a maximum of percentage of fleet units per member with maximum funding of \$2,250, regardless of the size or type of unit purchased. Although no price maximum was set, the average cost of a typical tire deflation device is between \$400 and \$600. (2/17/05)