

Century Ambulance

Stryker Power-PRO™ Powered Ambulance Cots Help Private EMS Company Reduce Lost Workdays From 113 to Zero.

A Disappearing Act—Literally

Herb Sellers, owner of 26-year old Century Ambulance, has seen a lot of action in his time. Before starting Century, he was a firefighter in Jacksonville, Florida. He's seen countless fires disappear due to the determination and courage of firemen using high pressure water. However, Herb had never seen EMS-related injuries disappear due to the power of a cot. That is, until he purchased 33 Stryker Power-PRO powered ambulance cots in October 2005.

From 2003 until the purchase of the Power-PRO units, Century Ambulance recorded 113 lost workdays, or days in which employees were out due to a work injury. During that same timeframe, Century racked up 45 modified days, which means that employees recovering from an injury could only fulfill non-physical tasks. Since the purchase, Century has only recorded 4.5 modified days, and lost workdays have dropped to zero. Literally, they've disappeared, thanks to the benefits of Stryker's Power-PRO powered ambulance cot! The company was so impressed with the performance of the Stryker equipment that they purchased five more Power-PRO powered ambulance cots in February 2006.

Exceptional Results and Savings

Thanks to Power-PRO, Century Ambulance has been able to reduce the number of personnel needed for special calls. Prior to Power-PRO, the company routinely sent two crews and two trucks on these calls. Since the purchase, dispatchers are comfortable with sending out only one crew. This results in savings in manpower, costs and overhead, while improving the company's responsiveness without adding personnel or ambulances.

The improvement in safety for all involved is just as significant. Not only are medics working safer with fewer reported injuries, but patient transport related injuries are minimized. The Power-PRO cots help save patients from injuries incurred during EMS patient handling. From 2003 to 2005, Century noted ten patient injuries; that figure is zero since October 2005.

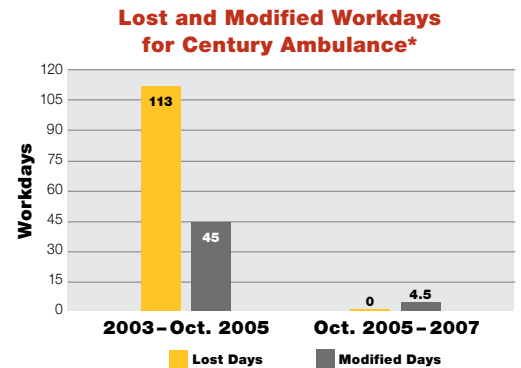
Century Ambulance recorded 113 lost workdays over a three-year period prior to acquiring Stryker Power-PRO. Since purchasing 38 Power-PRO powered ambulance cots, no lost workdays have been recorded.

Herb Sellers takes pride in the fact that Century Ambulance is performing to a higher safety standard after adding the Power-PRO cots.

Another impressive figure is ... one. That's the number of workers' compensation claims that were cot-related since the introduction of Power-PRO. Since 1998, Century recorded an average of nine claims per year for a total of 89 claims from 1998 to 2006. Forty-five percent of those claims were stretcher related. With the implementation of the Power-PRO cots, workers' compensation claims have dropped to six with only one being stretcher related. Century Ambulance moved from 45 percent of their claims being classified as stretcher related to a mere 17 percent. In addition, the severity of workers' compensation claims has dropped by 94 percent!

An equally impressive statistic is the cost of each claim. Prior to purchasing Stryker's Power-PRO, each workers' compensation claim averaged \$15,165 in total cost (Medical and Indemnity). The sole stretcher related claim since closed for \$903, only six percent of the previous average claim, as calculated by Century's insurance agent, Jimmy Tullis of James F. Tullis & Associates.

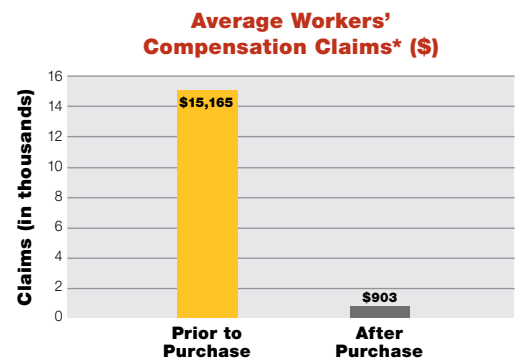
EMS Equipment



* Century Ambulance purchased 33 Power-PRO powered ambulance cots in October 2005; five more in February 2006.

About Century Ambulance

Male employees	169 (76.2%)
Female employees	53 (23.8%)
Average Number of calls per month	3,000
Number of trucks	40
Number of Stryker Power-PRO cots	38



* Prior to purchasing Stryker's Power-PRO, each workers' compensation claim averaged \$15,165 in total cost. The sole claim since the purchase amounted to \$903.

The severity of workers' compensation claims has drastically dropped by 94 percent since Century first implemented the Stryker Power-PRO.

EMS Equipment

Powered Equipment Powers Positive Results

Some of the benefits that the new Stryker Power-PRO powered ambulance cots have provided Century include:

- Increased productivity by significantly reducing lost and modified workdays
- Substantial reduction in the frequency and severity of patient handling-related injuries
- Eliminating all patient injuries reported since implementation
- Savings in operating costs due to single ambulance dispatch for calls that normally require additional assistance
- Provides employees a sense that they are working for a company that is on the cutting edge of technology regarding work-related equipment
- Provides employees with a sense of pride in knowing that they work for a company that puts their safety above finances or profits

Other EMS Providers Realizing Benefits

Herb Sellers' Century Ambulance team isn't the only EMS provider benefiting from Stryker's 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, Stryker's 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.

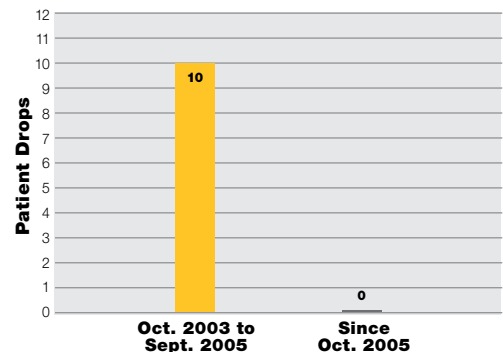
Participants, who represent EMS services with as few as 215 calls to as many as 113,000 calls annually, all experienced a significant decrease in job-related injuries. After deployment of Stryker Power-PRO and Stair-PRO, average yearly job-related injuries declined from 5.88 to 0.06 per service. Patient drops also decreased by over 90 percent.

Contact your Stryker EMS Account Manager for more information on this important field research.

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Patient Drops for Century Ambulance*



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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

Workers' Compensation Claims

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