



# Gaston County

Gaston County  
Board of Commissioners  
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## Gaston Emergency Medical Services (GEMS)

### Board Action

File #: 17-280

Commissioner Fraley - GEMS - Accept Stryker as a Sole Source Vendor and Authorize the Budgeted Purchase of Stryker Power Loads at a Cost of \$284,541.08 after Trade-ins

#### STAFF CONTACT

Mark Lamphiear - EMS - 704-866-3202

#### BUDGET IMPACT

Uses budgeted funds and the trade-in of present stretcher retention systems to purchase new Power Load devices.

#### BUDGET ORDINANCE IMPACT

Uses budgeted funds.

#### BACKGROUND

New SAE safety standards regarding the retention of ambulance stretchers and crashworthiness are in effect. Stryker, the manufacturer of our ambulance stretchers, has both a manual and a power loading solution to these standards. Last year, we ordered the new safety-standard compliant, manual stretcher retention system to go in ambulances that were on order for both GEMS and the Rescue Squads.

Since the time of that order, we have had several instances of EMS providers and patients getting hurt. Obesity is a growing problem and EMS providers have an increased likelihood of responding to very large patients. Due to these factors, it is desirable and cost-effective to incrementally change to Power Load systems. Since all of our stretchers are Stryker brand, it is necessary to purchase Stryker compatible power loading devices to avoid replacing all of our stretchers.

Stryker has agreed to take the manual stretcher retention systems that are in the new ambulances we just received as full cost trade-ins towards the purchase of Stryker Power Loads. Further, they have significantly reduced the pricing of the Power Loads. Installation is included in the pricing. The net cost of the 18 Power Loads will be \$284,541.08 (Gross cost of \$365,734.44, less credits of \$81,193.36). The net cost of eleven Power Loads is budgeted in GEMS (4370) and the net cost of seven Power Loads is budgeted in Rescue Squads (4372).

(Continued on Page 2)

DO NOT TYPE BELOW THIS LINE

I, Donna S. Buff, Clerk to the County Commission, do hereby certify that the above is a true and correct copy of action taken by the Board of Commissioners as follows:

NO.	DATE	M1	M2	Brown	Fraley	Grant	Hovis	Keigher	Philbeck	Worley	Vote
2017-192	08/22/2017	RW	TK	A	AB	A	A	A	AB	A	U

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A=AYE, N=NAY, AB=ABSENT, ABS=ABSTAIN, U=UNANIMOUS

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The new ambulances will likely be in service for at least the next five years, so it is important to meet the new safety standards, protect patients, and protect EMS providers. Rather than retrofitting the remaining ambulances that are presently in service, we will update the stretcher retention systems when those trucks are replaced.

**POLICY IMPACT**

No impact

**ATTACHMENTS**

Stryker Sole Source and Power System Letters

Date: April 29, 2013

Re: Power-LOAD Cot Fastener Sole Source Information

To Whom It May Concern:

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-LOAD (Model 6390). This correspondence is to inform you of the unique characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: Independent Qualification, and Ease of Use.

The Stryker EMS Power-LOAD (Model 6390) cot fastening system is mounted within the patient compartment and is intended to aid in the loading/unloading of patients. The Stryker Power-LOAD is the only powered cot fastening system that meets the following:

Independent Qualification

- IPX6: The system is rated to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: This certification indicates that Power-LOAD conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789 clause 4.5.9: This is a European dynamic crash test which subjects a 50<sup>th</sup> percentile dummy to a nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.

Ease of Use

- Device must provide a linear guide when loading and unloading the cot
- Device must allow for remote actuation from Power-PRO foot end controls
- Device must engage to the cot during loading and unloading, providing a means of lifting and lowering
- Device must allow for manual back-up operation in the event of power failure or system error
- Device must have a safe working load of 870 lbs and be capable of lifting patients weighing up to 700lbs.
- Device must be mounted inside the patient compartment to prevent environmental exposure and corrosion
- Device must be power washable
- Device must be capable of inductively charging the Stryker SMRT cot battery

Please contact your Stryker Sales Representative for further information.

Tim Richardson  
NC West

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Portage, MI 49002  
t: 336 977 6584 f: 336 217 7965  
tim.richardson@stryker.com

**stryker®**

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**EMS Equipment**

August 8, 2017

Dear Sirs:

This letter is to inform you that the Stryker model 6390 Power LOAD will only function as intended and meet SAE Crash Test Standards with the Stryker model 6506 Power PRO XT.

Sincerely,



Tim Richardson  
Account Manager NC East