

Mac's Lift Gate Inc.

"Don't Strain Your Back ... go see Mac!"



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## Mac's Lift Gate Inc. and Ferno

### Providing Total Safety Solutions for Safe and Humane Bariatric Transportation

September 14, 2012 - Mac's Lift Gate Inc. had the pleasure of visiting with Robert Graumann and Ferno to discuss emergency patient handling and safe transfer solutions. Mac's Lift Gate Inc. had their first look at the new Ferno POWERFlexx + Powered Cot, the 35X PROFlexx X-Frame Cot, the 28Z PRO Flexx Chair Cot and the EZ Glide with PowerTraxx Stair Chair and put them to the test.

We loaded and unloaded the Ferno Cots on the Mac Bariatric Ambulance Lift with 1,300 lbs. weight capacity. We measured the Ferno Cots and did a clearance test to prove the Ferno Cots were compatible. There was not one cot that caused any loading problems. With Ferno and Mac's Lift Gate Inc. a Total Safety Solution is not hard to find.

Contact us today for more information regarding any of our products.



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## Mac's Lift Gate Inc. and Ferno

### Providing Total Safety Solutions for Safe and Humane Bariatric Transportation



Pictures Feature the new Ferno POWERFlexx + POWERED COT, available in blue and red and a Mac Bariatric Ambulance Lift - 1,300 lbs

The Ferno Equipment was a joy to work with. It was light yet extremely well engineered and built.

It is our opinion that these cots may be the best available on the market today. And we have seen and worked with a lot of them over the past 20 years that we have been manufacturing Mac Ambulance Lifts.





## **Mac's Lift Gate Inc. and BEAR-iatrics Inc. Turn any cot into a BEAR-iatric cot**

*From the desk of Keith Ishida, President of BEAR-iatrics Inc.*

*"It is indeed a shame when there is equipment onboard an ambulance made for normal size patients and pediatric patients but not for bariatric patients. Finally there is a new company called BEAR-iatrics Inc that addresses the issue of transporting obese and bariatric patients on that narrow 20" wide ambulance cot.*

*Recently BEAR-iatrics made a seven state tour with their Bariatric Equalizing Abdominal Restraint (B.E.A.R.) with a lot of success. Though it would have been nice to have had a sale with every agency visited, the goal was to inform agencies that there is a **safer, less expensive way to transport obese/bariatric patients.***

*The first objective was to show EMS agencies how they could save thousands of dollars by not having to call for a bariatric unit on those questionable bariatric patients. Granted, there are times, few and far between, when there is a true need for a bariatric unit, but typically most patients are going to be in the category of 4' to 5' tall and weigh 300 – 600 lbs. These patients are in the category that do not warrant the use of a bariatric cot but are just too large for a typical 20" wide cot.*

*BEAR-iatrics second objective was to show how their B.E.A.R. device would prevent sudden lateral shift with the larger than normal abdominal adipose tissue that is usually uncontrollable, thus prevent tipping of the cot, and reduce the risk of back injury to the transport crew.*

*Because of BEAR-iatrics, you can go to their website and see testimony of the agencies using the B.E.A.R. and from customers who have had the device used on them. Today there is a satisfied customer who weighs 600 pounds in Adams County Illinois who now has his wife request the B.E.A.R. any time her husband is transported by ambulance. It is hard to get a higher compliment on an EMS product than to have patients ask for it.*

*BEAR-iatrics believes that you should know what is available to you, what can save you money, and what can keep you safe. BEAR-iatrics accept as truth that no one should have to be scared when strapped to an ambulance cot, hoisted into the air, and asked to balance oneself in a moving vehicle while lying flat on that narrow mattress."*



**BEAR-iatrics Inc.**  
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**Mac's Lift Gate Inc. and BEAR-iatrics Inc.**

**Turn any cot into a BEAR-iatric cot**

BEAR™

The Bariatric Equalizing Abdominal Restraint (BEAR) can be attached to a common long backboard, a standard ambulance cot, and a bariatric cot. Made from top quality high-grade materials that are chemical resistant, UV resistant, and that may be washed with soap and water. The mesh fabric has a bursting strength of 536 psi. The 1 ½" frame straps have a tensile strength of 750 pounds, and the 2" abdominal straps have a tensile strength of 1,200 pounds. Total weight with bag 4.4 lbs



AIR BEAR™ with optional lower extremity restraint system

The AIR BEAR (Aircraft Version) is specially designed for the narrower skid type patient cot on Fixed Wing and Rotary Wing Aircraft. The AIR BEAR has no backboard straps and it is built with the same strength specifications as the original BEAR. Two optional features are available on this model. One is the Lower Extremity Restraint System which prevents sudden horizontal shift of the patient in the event of Autorotation. The other is the ability to secure and remove the patient warming blanket. Total weight with options is 7.4 lbs. Because of the need to customize this product to your specific equipment, pricing and delivery times will vary.



**Include that you saw the BEAR on the Mac's Lift Gate website and receive an additional 5% discount with your order!**

*All specs and product claims have been gathered from the manufacturer's website. This information is available there for further review.*

## Mac's Lift Gate Inc.

### Mac's Bariatric Ambulance Lift vs. Ramp and winch system

The traditional ramp and winch systems are old and outdated. This is a great system for moving freight or machinery. But it is NOT the way to move a human being. Their set up and break down require a lot of time and effort. They require a lot of care when using the winch to ensure proper cable deployment and retraction as well as patient comfort and safety. Plus the additional cost of replacing cables every 12-18 months to ensure safety and operation is often not mentioned. Nor is the risk of injury to patient and personnel. This is a labor intensive piece of equipment, it requires someone to carry and set up two ramp tracks which weigh approximately 45 lbs each and possibly the winch, which weighs approximately 45 lbs also.



With this system there are at least 4 opportunities for someone to hurt themselves just during the set up and break down. Moreover in bad weather where is the comfort to the patient? Winches are slow and tracks can get wet or icy, which can cause cots to slide and possibly come off the track, injuring both the patient and EMS personnel.

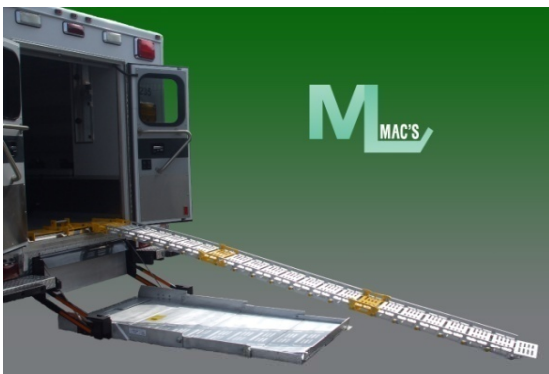
*(This does NOT look fun or easy to handle)*

And have you seen how many parts are needed to set up the ramp system?



What if you lose one of them ... is that system now useless? What if the ramps are in your Supervisors truck and they are clear across town and not accessible? Any lifting at all is a chance at injury. And the only way to reduce the chance of injury is to eliminate the lifting factor ... **and that is what a Mac's Bariatric Ambulance Lift does.**

Compare the two products side by side and you will see.



The lift takes up less room to operate, less set up time and less effort to get the patient into the ambulance. Making your lift safe and humane for everyone involved.

## Mac's Lift Gate Inc.

### Mac's Bariatric Ambulance Lift vs. Ramp and winch system

Traditional ramp systems are 48" longer than a Mac Bariatric Ambulance Lift, approximately.



And storage of a Mac Ambulance Lift is under the ambulance. Out of sight and out of mind. Ambulance operates as normal with all cots when lift is stowed.



Ramps require two ambulance compartments or a supervisor's vehicle to transport.

Our perspective comes from being a manufacturer of both lifts and ramp with winch systems. We have manufactured many ramp and winch systems in the past for moving mobile diagnostic and x-ray machines. This equipment weights more than 2,500 lbs in some cases and is

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