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PARAMED SYSTEMS

December 20, 2007

This is Fred Ball for Zions Bank, speaking on business.

After working at a private ambulance agency in Utah for many years, Nate Walkingshaw painfully watched as many of his partners were forced to quit field work because of debilitating back injuries sustained while hauling patients up and down the stairs.

From his observations, Nate began working with engineers to create a device to help prevent permanent injuries caused by hefting patients in ambulance cots. In 2004, he launched the Descent Control System, which mounts to the bottom of the ambulance cot and glides patients safely down the stairs.

His patented DCS invention led the way for Nathan to launch Paramed Systems and has resulted in several products for safer patient transport. The Paraslyde minimizes risk while assisting in safe and rapid evacuation for non-ambulatory patients in hospitals, nursing homes, assisted living centers and high-rise buildings.

Post-Katrina federal emergency guidelines mandate hospitals certify evacuation plans and equipment are in place. And the Utah Department of Health recently placed the Paraslyde throughout all Utah hospitals. The Mšv Power Chair, launched in October, effortlessly transports mobility-impaired persons weighing up to 500 pounds up and down stairs.

Nate says the wonderful thing about Paramed Systems products is they reflect innovative ideas provided by focus groups from Utah's own hospital staff, nurses and safety directors. The products, sold nationally, are very rewarding to sell because they increase mobility in difficult circumstances.

The vision for Paramed Systems is to invent products that help bring control to an uncontrolled environment. Evacuations and disasters often lead to chaos and confusion, but Nate says with preparation and products such as those he provides, better patient mobility will create more orderly evacuations as well as protect paramedics' and caregivers' backs.

For Zions Bank, I'm Fred Ball. I'm speaking on business.

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