

Rod Swope

From: Eric Mohrmann
Sent: Friday, December 08, 2006 4:44 PM
To: Rod Swope
Subject: RE: Marine Passenger Fees

We have reviewed our information and found that in this past year 54% of the med-evacs have most probably been cruise ship related. \$42,000.00 was billed and \$15,276.00 or 36.37% of the billable amount was recovered.

Private med-evac services activities have markedly reduced the number of med-evacs flown by CCF/R. From a norm of 70+ flights we only provided 35 flights in the past year.

The cost of the program has further been reduced in that we have suspended standbys for the winter months.

The new estimated costs are:

Standbys 8 months @ \$5,400 / month:	\$43,200.00
Flight Pay \$200/medic X 2 medics X 45 flights:	\$18,000.00
Flight O.T. pay 2 medics X 4 hours/flt X 45 flts X \$32/hr:	\$11,520.00
Materials/supplies	\$ 2,000.00
Total (est)	\$74,720.00

Thank you,

Eric Mohrmann

From: Rod Swope
Sent: Thursday, December 07, 2006 11:47 AM
To: Eric Mohrmann
Subject: Marine Passenger Fees

I'm compiling my FY08 list of recommendations for use of marine passenger fees. Last year, based on information that you provided to me, I set aside \$65,000 for CCFR medivac support. As you may recall, this was to offset unrecoverable costs to the air medevac program in response to medical events involving cruise ship passengers or crew.

In 2005, according to the info you provided, 42% of all medevacs were in response to cruise ship related incidents. We only recovered 35% of our costs from patient billings. I need to know if these statistics have changed or remain the same so I can determine an appropriate amount of money to set aside for this year.
 Thanks



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800-426-2430 (US/Canada)
206-329-2569 (Seattle)

Founding Hospitals
■ Children's Hospital and
Regional Medical Center
■ Harborview Medical Center
■ University of Washington
Medical Center

Airlift Northwest is a 501(c)(3)
nonprofit organization.

January 11, 2007

Dear Mr. Swope,

As the Director of Clinical Operations I would like to request a portion of the Marine Passenger Fee Proceeds on behalf of Airlift Northwest.

Airlift Northwest, is a non-profit air ambulance transport service that has been serving the Pacific Northwest for 25 years, transporting over 55,000 patients. We have had a permanent base in Juneau since 1994 to provide improved service to the SE communities.

During the cruise ship season 25-35% of our transports, from Juneau, are cruise ship passengers or crew for medical services unavailable at Bartlett Regional Hospital. For 2006, 40% of the cruise ship passengers we transported were due to cardiac (heart) problems. As stated previously we have added additional staff to facilitate availability of the aircraft during the busier season.

Three of our nurses are instructors in Advanced Cardiac Life Support (ACLS) which is a course that prepares healthcare providers for the emergency care of cardiac patients. The manikin and simulator we would like to purchase allows us the capability of extensive training in knowledge and skills. This manikin would be used to train employees at Airlift Northwest, Bartlett Regional Hospital and Capital City Fire and Rescue to improve care for cruise ship passengers.

I would like to petition for \$58,177.00 which would assist Airlift Northwest in their continued commitment to providing safe, efficient air ambulance transport service to the cruise ship passengers and education to the medical community to improve cardiac care for the cruise ship passengers.

- \$16,578.00 for unrecoverable billing costs from 2005
- \$33,422.00 for partial cost of additional staff for four months
- \$6142.00 for ACLS MegaCode Kelly manikin
- \$2035.00 for VitalSim arrhythmia trainer

Thank you for your consideration for any or all of the above request. Please call or email me if you have any questions or I can provide you with additional information.

Cordially,

Shelly Deering
Director, AK Clinical Operations
907-723-0168
shelly.deering@airliftnw.org

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MegaCode Kelly

The advanced life support skills manikin for quality education

MegaCode Kelly is a realistic manikin for training in a wide range of advanced life saving skills in pre-hospital emergencies.

Product benefits:

- Educationally effective for training in advanced life support targeting key skills of pre-hospital care providers
- Pre-programmed scenarios provide standardized training while customizable scenarios and real time instructor control allows adaptation to meet individual student's needs
- Durable, rugged and lifelike; made to withstand years of use
- Highly flexible and mobile for use in field, transport, and in-hospital training
- Flexible manikin platform with multiple modules accommodates a wide range of training including CPR, ACLS, NBC, trauma, bleeding control, and first aid training



Product features:

- New improved airway allows for insertion of standard airway devices with the addition of the LMA and Combitube
- 1400+ cardiac rhythms with synchronized pulses allows students to interpret and intervene using defibrillation, pacing, and drug administration
- Use of clinical monitors, defibrillators, and external pacers for practice of live interventions
- Instructor-controlled blood pressure arm allows for realistic palpation and auscultation. Systolic and diastolic pressures, auscultatory gap, and volume are variable
- Allows student assessment of heart, breath and bowel sounds
- Pupillary assessment of normal, constricted and dilated pupils
- Intravenous drug administration via IV bolus or drip using the multivenous pediatric IV arm
- Chest tube insertion can be practiced at the left mid-axillary site, at the 4th and 5th intercostal spaces.
- VitalSim allows for increased functionality including creating, editing and running of scenarios.
- Optional accessories such as Nuclear, Biological and Chemical (NBC), trauma, and bleeding control modules add realism to the training scenarios

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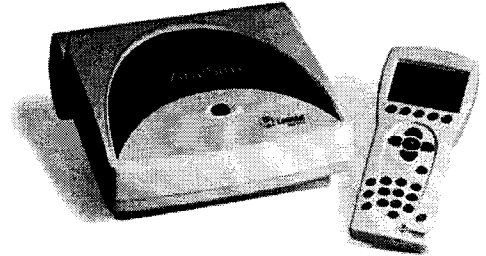
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Product Info | Product Resources

VitalSim™

Vital signs for manikins and skills trainers

The VitalSim Vital Signs Simulator is the heart of Laerdal's VitalSim product line. When connected to VitalSim-enabled manikins and skills trainers, VitalSim simulates ECGs, heart sounds, fetal heart sounds, breath sounds, bowel sounds, blood pressure and pulses. VitalSim also allows instructors to run pre-programmed scenarios as well as write their own custom scenarios to meet their specific learning objectives. Data logging and download functions provide valuable information for use in performance assessment and debriefing.



Product benefits:

- VitalSim simulates a comprehensive array of core vital signs for effective scenario-based training and skills training
- VitalSim is logistically flexible and cost effective working with a wide range of patient manikins for training in-hospital and pre-hospital care providers
- Educationally effective for training in the care and treatment of adult male, adult female, pediatric, and infant patients
- Preprogrammed and programmable scenarios provide standardized training and ease of use
- Customizable scenarios and real time instructor control allows training to be adapted to meet students needs
- Easily and conveniently connects with all VitalSim-capable manikins and skills trainers
- Simple user interface and wireless handheld controller allow instructors to remain engaged with students for enhanced training
- Data logging and download capabilities for effective assessment and debriefing

Product features:

- Cardiac capabilities include 1400+ ECG rhythm variations
- Pacing with or without capture
- Defibrillation
- Auscultation of normal and abnormal sounds a. Heart b. Breath c. Bowel Sounds d. Fetal Tones
- Blood pressure can be set to allow for realistic palpation and auscultation. Systolic and diastolic pressures, auscultatory gap and volume are variable
- VitalSim enables palpation of carotid, brachial and radial pulses with pulse strength that varies with blood pressure
- Instructors can play pre-recorded patient voice sounds or transmit their own voice through the manikin
- Works with adult male and female, pediatric and infant manikins and a variety of task trainers
- VitalSim allows for creating, editing and running preprogrammed and instructor written scenarios
- Downloadable student data logs

Links

[VitalSim Software Updates](#)

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Quantity	Item No.	Product	Per Pkg.	Price	Item Total
1	AA-2300X	 MegaCode Kelly Manikin, VitalSim Compatible	1	\$6,142.00	\$6,142.00
1	AA-2310	 VitalSim	1	\$2,035.00	\$2,035.00

Subtotal: \$8,177.00

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