AGENDA HEADING:

Purchase of two ambulances for use in the Fire Department.

SYNOPSIS:

Recommend approval of the bid of Emergency Vehicle Sales & Service, 1781 Balsam Avenue, Alexander, IA 50420, Eugene Draper, President, for the purchase of two (2) Type 1 ambulances including specified loose equipment. The purchase of these ambulances will not result in an increase in the City's vehicle equipment fleet.

FISCAL IMPACT:

Amount: $305,700

Funding Source: 2008-2009 CIP, Page: Fire Protection Improvements – 6, CP041, FIR990000, FIR013, 544070.

ADDITIONAL INFORMATION:

Invitation to Bid V09-039 was sent to eight (8) potential vendors for the provision of two (2) Type 1 ambulances built to specifications developed by the Des Moines Fire Department to replace two units currently in service that have reached the end of their practical useful life in urban service. The sole respondent, Emergency Vehicles Sales and Service, submitted a compliant bid of $164,350 per unit, for a total cost of $328,700 with a trade in allowance for a 2001 F350 Ford/Lifeline Type 1 Ambulance of $8,000.00 and a 2004 F350 Ford/Lifeline Type 1 Ambulance of $15,000. The total cost after trade in is $305,700.00**.**

The specifications developed by the Des Moines Fire Department have ensured that the City purchases ambulances that stand up to the severe demands of our operating environment. Other vendors can build ambulances to DMFD specifications, but choose not to; national vendors manufacture stock models that are not compliant with the patient care module construction requirements, cabinet and workspace plan, electrical load management hardware and software, etc. Previous experience with variances from specification to broaden vendor response has had very unsatisfactory consequences that impacted service capacity, caused significant repair costs, and resulted in threatened legal proceedings in order to have units remanufactured. A subsequent purchase order for additional units was rescinded. Lifeline Ambulances have proven their durability and have provided good value. The Chief of the Fire Department and the Procurement Administrator recommend awarding the contract for purchase to

Emergency Vehicle Sales and Service and requests authorization to proceed with the acquisition of two ambulances.

PREVIOUS COUNCIL ACTION(S):

Date: August 20, 2007

Roll Call Number: 07-1621

Action: Rescinding award to Taylor Made Ambulances for two (2) ambulances; and approval of exception to Competitive Procurement Process; and approval of procurement of four (4) replacement ambulances from Emergency Vehicle Sales and Service. Moved by Vlassis to adopt (Council Communication No. 07-493). Motion Carried 7-0.

Date: February 26, 2007

Roll Call Number: 07-358

Action: Bids from the following: Taylor Made Ambulances for two (2) replacement ambulances and accessories, including trade-ins to be used by the Fire Department, $235,008. (Twelve bids mailed, three received.) Moved by Hensley to adopt. Motion Carried 6-1.

Date: February 20, 2006

Roll Call Number: 06-365

Action: Bids from the following: Taylor Made Ambulances for three (3) replacement ambulances and accessories, and sale or trade-in of two (2) existing ambulances to be used by the Fire Department, $350,260. (Ten bids mailed, three received.) (Council Communication No. 06-074) Moved by Mahaffey to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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