

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b> December 20, 2010
	<b>Agenda Item No.</b> 37A <b>Roll Call No.</b> <u>10-2093</u> <b>Communication No.</b> <u>10-749</u> <b>Submitted by:</b> John F. TeKippe Chief of the Fire Department

**AGENDA HEADING:**

Approve purchase of two ambulances for use in the Des Moines Fire Department (DMFD).

**SYNOPSIS:**

Recommend approval of the low, compliant bid from Emergency Vehicle Sales & Service, Eugene Draper, President, 1781 Balsam Avenue, Alexander, IA 50420, for the purchase of two Type 1 ambulances, including specified loose equipment.

**FISCAL IMPACT:**

Amount: \$361,318

Funding Source: 2010/2011 CIP, Page: Fire Protection Improvements – 6, CP041, FIR990000, FIR013, 544070.

**ADDITIONAL INFORMATION:**

Invitation to Bid V11-046 was sent to 10 potential vendors, with two responses for the provision of two Type 1 ambulances built to specifications developed by the DMFD to replace two units currently in service of which one has reached the end of its practical useful life in urban service, and one to replace a frontline unit recalled from reserve status when Medic 7, at Fire Station #7, was placed into service. Emergency Vehicles Sales and Service submitted the low, compliant bid of \$188,159 per unit, for a total cost of \$376,318, with a trade-in allowance for a 2005 F350 Ford/Lifeline Type 1 ambulance of \$15,000. The total cost after trade-in is \$361,318.

The specifications developed by the DMFD have ensured that the City purchases ambulances that stand up to the severe demands of the operating environment. Other vendors can build ambulances to DMFD specifications, but many 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 yielded unsatisfactory consequences that have 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 A subsequent purchase order for additional units was rescinded.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: October 27, 2008

Roll Call Number: 08-1859

Action: [Emergency](#) Vehicle Sales & Service for two (2) replacement ambulances and sale or trade-in of two (2) existing ambulances to be used by the Fire Department, \$305,700. (Eight bids mailed, one received). ([Council Communication No. 08-631](#)) Moved by Vlassis to adopt. Motion Carried 6-1. Nays: Hensley.

Date: August 20, 2007

Roll Call Number: 07-1621

Action: [Rescinding](#) award to Taylor Made Ambulances for two (2) ambulances and release of the performance bond, subject to approval of Legal Department, and approval of exception to competitive procurement process and approval of procurement of four (4) replacement ambulances from Emergency Vehicle Sales and Services, \$552,968. ([Council Communication No. 07-493](#)) Moved by Vlassis to adopt. Motion Carried 7-0.

Date: February 26, 2007

Roll Call Number: 07-358

Action: [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: 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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