

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date:	March 21, 2016
	Agenda Item No.	32B
	Roll Call No.	<u>16-481</u>
	Communication No.	<u>16-133</u>
	Submitted by:	John F. TeKippe, Fire Chief

AGENDA HEADING:

Approving the award of bid and purchase of one (1) Type 1 replacement ambulance for use by the Fire Department and approving of trade-in offer.

SYNOPSIS:

- Approval of bid to Foster Coach Sales, Inc., 903 Prosperity Drive, Sterling, IL 61081.
- Purchase of one (1) Type 1 replacement ambulance.
- Purchase of one (1) Mac’s Bariatric Ambulance Lift.
- Approval of one (1) trade-in ambulance.
- Nine (9) bids mailed, four (4) received (non-bid follow-up included below).
- Strategic Plan: Goal #3; High Performing City Organization.

FISCAL IMPACT:

Amount: \$237,391.00

Funding Source: Fiscal Year (FY) 2016 Capital Improvement Plan (CIP) Budget, Fire Department, Equipment Acquisitions Fire, C041FR99 FR013, Page 4

ADDITIONAL INFORMATION:

On January 4, 2016, requests to bid (Bid No. V16-055) were sent to nine (9) vendors for one (1) Type 1 ambulance for the Fire Department. The City received four (4) responses, including the response from Foster Coach Sales, Inc. bidding a Horton Type 1 ambulance and greatest trade-in offer.

Of the four (4) bids received, the following illustrates the total cost regarding the ambulance, bariatric ambulance lift, and value of trade-in:

- Braun Northwest: \$241,382, non-compliant regarding attendant safety air bags
- Foster Coach Sales: \$237,391, compliant
- Alexis Fire Equip.: \$225,849, non-compliant regarding attendant safety air bags
- Feld Fire: \$203,513, non-compliant regarding attendant safety air bags

Of note, attendant safety air bags are differentiated from the safety air bags present in the front driver's compartment of the ambulance, similar to those in a personal vehicle. The attendant safety airbags provide safety for those fire fighters who are attending to the medical care of a patient in the rear of the ambulance.

Non-bidder follow-up:

Those vendors who chose not to bid on the ambulance were contacted following the bid process and asked if they would provide their reason not to submit a bid. The following are the reasons provided by the five (5) vendors:

- Presently sells remount ambulance models only; may bid in the future.
- Previously sold ambulances, but no longer sells ambulances.
- Felt their product would require too many exceptions to be considered compliant.
- Could not meet testing and safety requirements; may bid in the future.
- Sells demo and used ambulances.

PREVIOUS COUNCIL ACTION(S):

Date: January 26, 2015

Roll Call Number: [15-0122](#)

Action: Bids from the following:

- (B) [Foster](#) Coach Sales Inc. (Steve Foster, President) for two (2) replacement Type 1 ambulances for use by the Fire Department, \$460,338 including \$12,500 trade allowance for one existing unit. (Ten bids mailed, one received). ([Council Communication No. 15-020](#)) Moved by Hensley to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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