

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b>	March 6, 2017
	<b>Agenda Item No.</b>	<b>41C</b>
	<b>Roll Call No.</b>	<b><u>17-0391</u></b>
	<b>Communication No.</b>	<b><u>17-254</u></b>
	<b>Submitted by:</b>	<b>John F. TeKippe, Fire Chief</b>

**AGENDA HEADING:**

Approving the award of bid and purchase of two (2) Type 1 replacement ambulances for use by the Fire Department and approving of one (1) trade-in offer.

**SYNOPSIS:**

- Approval of bid to Foster Coach Sales, Inc., 903 Prosperity Drive, Sterling, IL 61081.
- Purchase of two (2) Type 1 replacement ambulances.
- Purchase of two (2) Stryker Power Load Systems.
- Approval of one (1) trade-in ambulance.
- Purchased through the HGACBuy Public Safety Project.
- Strategic Plan: Goal #3; High Performing City Organization.

**FISCAL IMPACT:**

Amount: \$580,971

Funding Source: 2017 Capital Improvement Project Budget CP041FR FR013, FY2018, page 4 Fire Protection Improvements

**ADDITIONAL INFORMATION:**

Des Moines has become a member of the Houston Galveston Area Council (HGACBuy Public Safety Project). HGACBuy is a government-to-government cooperative purchasing program. Its enabling legislation allows for HGACBuy to act nationwide on behalf of local governments, special districts and private non-profits providing a government service. HGACBuy's procurement process includes research, preparation of specifications, prebid and preproposal conferences, legal notice posting and advertising, bid/proposal review and contract execution. On February 23, 2017, the fire department received pricing proposal for two (2) Type 1 ambulances from Foster Coach Sales, Inc. bidding Horton Type 1 ambulances with trade-in offer for one (1) ambulance based on HGACBuy.

**Unit costs:** There are two (2) unit costs for ambulances:

Ambulance 1: \$297,459, including new O2 cylinder lift

Ambulance 2: \$295,512, reusing O2 cylinder lift from ambulance being traded-in

**Power loading system cost:** The unit cost per ambulance also includes the unit cost for Stryker Power Load Systems: \$25,850 each. This inclusion is a new cost and is preferable to purchasing the ambulances without the loading system and later retro-fitting each ambulance with the loading system.

Stryker Power Load Systems (cot loading/unloading) are being implemented in an effort to reduce back and other EMS lifting injuries. 2005-2016 data was reviewed to determine rates of EMS-related injuries and efforts to mitigate those injuries. Specific to loading/unloading patients, the impacts of adding lift-assist devices to the ambulances was also reviewed. Comparing the rates of injuries related to cot loading/unloading (no lift-assist devices vs. all lift-assist devices), the department experienced a 58% decrease in lost-time injuries while EMS call volume has increased 11.4%.

**Trade-in credit:** Credit for one (1) ambulance being traded-in: \$13,000. The department must retain one ambulance, versus trading in, in order to meet the current need for ambulances being utilized in reserve as well as for special events staffed by department personnel, but paid for by the events.

**HGAC fee:** HGAC fee for two (2) unit purchases: \$1,000

#### **PREVIOUS COUNCIL ACTION(S):**

Date: March 21, 2016

Roll Call Number: [16-0481](#)

Action: Bids from the following:

- (B) [Foster](#) Coach Sales, Inc. (Steve Foster, President) for one replacement Type 1 ambulance for use by the Fire Department, \$237,391. (Nine potential bidders, four received). ([Council Communication No. 16-133](#)) Moved by Gatto to adopt. Motion Carried 7-0.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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