

COUNCIL COMMUNICATION

	Number:	19-019	Meeting:	January 14, 2019
	Agenda Item:	38B	Roll Call:	19-0059
	Submitted by:	John F. TeKippe, Fire Chief		

AGENDA HEADING:

Approving the award of bid and purchase of two (2) Type 1 replacement ambulances for use by the Fire Department.

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.
- Purchased through the HGACBuy Public Safety Project.
- Strategic Plan: Goal #3; High Performing City Organization.

FISCAL IMPACT:

Amount: \$599,666

Funding Source: 2018-2019 CIP, Page Fire Improvements 4, FR013 – Equipment Acquisition – Fire Department, Being: G.O. Bonds to be issued.

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, pre-bid and pre-proposal conferences, legal notice posting and advertising, bid/proposal review and contract execution. On December 13, 2018, the Fire Department received pricing proposal for two (2) Type 1 ambulances from Foster Coach Sales, Inc. bidding Horton Type 1 ambulances based on HGACBuy.
- Unit Cost - there are two (2) unit cost for ambulances:
 - Ambulance 1: \$299,333, including Power Pro XT Cot and Power Load System Installed
 - Ambulance 2: \$299,333, including Power Pro XT Cot and Power Load System Installed

- Power Loading System Cost - The unit cost per ambulance also includes the unit for Stryker Power Load System: \$25,850 each. This inclusion is the extended 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 versus all lift assist devices) the department experienced a 58% decrease in lost-time injuries while EMS call volume has increased 11.4%.
- The HGACBuy fee for two (2) unit purchases is \$1,000.

PREVIOUS COUNCIL ACTION(S):

Date: February 19, 2018

Roll Call Number: [18-303](#)

Action: [Foster](#) Coach Sales, Inc. (Steve Foster, President) for three (3) replacement Type 1 ambulances per Houston Galveston Area Council (HGAC) Contract for use by the Fire Department, \$858,900. ([Council Communication No. 18-091](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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