


COUNCIL COMMUNICATION

	Number:	20-010	Meeting:	January 13, 2020
	Agenda Item:	51G	Roll Call:	20-0100
	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 and approving of two (2) ambulances 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 two (2) trade-in ambulances.
- Purchased through the HGACBuy Public Safety Project.
- Strategic Plan: Goal #3; High Performing City Organization.

FISCAL IMPACT:

Amount: \$599,500

Funding Source: 2020-2025 CIP, Page Fire Protection Improvements - 4, FR013-Equipment Acquisition-Fire Department, Being: G.O. Bonds Issued

ADDITIONAL INFORMATION:

- HGACBuy is a government-to-government cooperative purchasing program. Its enabling legislation allows for HGACBuy to act nationwide on behalf of local governments, Des Moines has become a member of the Houston Galveston Area Council (HGACBuy) Public 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 January 2, 2020 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 two (2) ambulances based on HGACBuy.

- Unit costs: There are two (2) unit costs for ambulances:
 - Ambulance 1: \$313,250, including Power Pro-XT Cot and Power Load System Installed
 - Ambulance 2: \$313,250, including Power Pro-XT Cot and Power Load System Installed
- Power loading system cost - The unit cost per ambulance also includes the unit cost for Stryker Power Load Systems of \$28,764 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 Emergency Management System (EMS) lifting injuries. 2005-2018 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 versus all lift-assist devices), the department experienced a 58% decrease in lost-time injuries while EMS call volume has increased 11.4%. The power loading system is a standard mechanical device on all Fire Department ambulances.
- Trade-in credit: Credit for two (2) ambulance being traded-in is \$27,000:
 - 2011 F-450 4x2 Ambulance Trade-in \$14,500
 - 2012 F-450 4x2 Ambulance Trade-in \$12,500
- HGAC fee – The HGAC fee for two (2) unit purchases is \$1,000.

PREVIOUS COUNCIL ACTION(S):

Date: January 14, 2019

Roll Call Number: [19-0059](#)

Action: Purchases from the following:

- (B) [Foster](#) Coach Sales Inc. (Steve Foster, President) for two replacement ambulances per Houston-Galveston Area Council Contract for use by the Fire Department, \$599,666. ([Council Communication No. 19-019](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

For more information on this and other agenda items, please call the City Clerk's Office at 515-283-4209 or visit the Clerk's Office on the first floor of City Hall, 400 Robert D Ray Drive. Council agendas are available to the public at the City Clerk's Office on Thursday afternoon preceding Monday's Council meeting. Citizens can also request to receive meeting notices and agendas by email by calling the Clerk's Office or sending their request via email to cityclerk@dmgov.org.