


COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number: 22-534	Meeting: November 21, 2022
	Agenda Item: 38	Roll Call: 22-1809
	Submitted by: John F. TeKippe, Fire Chief	

AGENDA HEADING:

Approving the award of bid for the purchase of two (2) Type 1 replacement ambulances with Stryker Power Load Systems 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) for:

- 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 Sourcewell cooperative. Strategic Plan: Goal #3; High Performing City Organization.

FISCAL IMPACT:

Amount: \$901,964

Funding Source: CIP FY 2024-2026 Plan, page 30, Fire Equipment Acquisition, GEMT Funds.

ADDITIONAL INFORMATION:

- The Type 1 ambulance with Stryker Power Load System has been competitively bid and is available from Halcore Group, Inc., doing business as (d/b/a) Horton Emergency Vehicles, pursuant to Sourcewell cooperative purchase contract 110921, and through use of Halcore Group, Inc's sole local vendor Foster Coach Sales, Inc. (903 Prosperity Drive Street, Sterling, Illinois 61081, Steve Foster, President).
- Unit costs – there are two (2) unit costs for ambulances:
 - Ambulance 1 - \$450,985.00, including Power Pro-XT Cot and Power Load System Installed
 - Ambulance 2 - \$450,982.00, included 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: \$28,764.00 each. This inclusion is the extended cost and is preferable to purchasing the ambulances without the loading system and later retrofitting each ambulance with the loading system.
- Stryker Power Load Systems (cot loading/unloading) are standard on all City Fire Department ambulances in an effort to reduce back and other Emergency Management Systems (EMS) lifting injuries. The 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 the Fire Department ambulances.
- Trade-in credit – credit for one (1) ambulance being traded-in:
 - The option of trading in of existing unit to be evaluated at the time the new units would go into production. This would allow for a fair market trade-in value at the time of completion of new units.
- Sourcewell fee – Sourcewell fee for two (2) unit purchases is \$1,000.

PREVIOUS COUNCIL ACTION(S):

Date: April 18, 2022

Roll Call Number: [22-0625](#)

Action: [Procurement](#) of Type 1 replacement Ambulance with one Stryker Power Load System for use by the Fire Department from Foster Coach Sales, Inc (Steve Foster, President) per Houston-Galveston Area Council (H-GAC) cooperative purchase contract and agreement, \$355,433. ([Council Communication No. 22-193](#)) Moved by Gatto to adopt. Second by Boesen. Motion Carried 7-0.

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

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