


## COUNCIL COMMUNICATION

	Number: <b>22-193</b>	Meeting: <b>April 18, 2022</b>
	Agenda Item: <b>48</b>	Roll Call: [ _____ ]
	Submitted by: <b>John F. TeKippe, Fire Chief</b>	

### 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 one (1) trade-in offer.

### SYNOPSIS:

Approval of award of bid to Foster Coach Sales, Inc. (903 Prosperity Drive, Sterling, IL 61081), for purchase of one (1) Type 1 replacement ambulances and one (1) trade-in ambulance, purchased through the Houston Galveston Area Council (HGAC)Buy Public Safety Project.

### FISCAL IMPACT:

Amount: \$355,433

Funding Source: 2020-2025 CIP, Page Fire Protection Improvements - 4, FR.013-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, and Des Moines is a member of the 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 March 9, 2022, the Fire Department received pricing proposal for one (1) 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 is one (1) unit cost for the ambulance:
  - Ambulance 1 - \$355,433, 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: \$28,898 each. This inclusion is the extended cost and is preferable to purchasing the ambulance without the loading system and later retrofitting the ambulance with the loading system.

- Stryker Power Load Systems (cot loading/unloading) is included and is standardized on all Fire Department ambulances in an effort to reduce back and other Emergency Medical Services (EMS) lifting injuries. After reviewing 2005-2018 data, it was determined the Fire Department experienced a 58% decrease in lost-time injuries as a result of the all-lift devices (Power Load System).
- Trade-in credit – credit for one (1) 2012 F-450 4x2 ambulance being traded in at \$12,500.
- HGAC fee – HGAC fee for one (1) unit purchases is \$1,000.

**PREVIOUS COUNCIL ACTION(S):**

Date: August 17, 2020

Roll Call Number: [20-1350](#)

Action: Purchases from the following:

- (C) [Foster](#) Coach Sales, Inc. (Steve Foster, President) for a Type 1 ambulance with one Stryker Power Load System per Houston Galveston Area Council contract for use by Fire Station 11, \$313,250. ([Council Communication No. 20-364](#)) 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](mailto:cityclerk@dmgov.org).