



## Legislation Details (With Text)

**File #:** 21-0102      **Version:** 1

**Type:** Procurement Award      **Status:** Passed

**File created:** 1/14/2021      **In control:** City Council

**On agenda:** 3/2/2021      **Final action:** 3/2/2021

**Title:** Approve the award of Cooperative Procurement 21-061, Unit 330 (International MedTec Ambulance) Replacement, to Foster Coach Sales, Inc. for an amount not to exceed \$274,193

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:**

Date	Ver.	Action By	Action	Result
3/2/2021	1	City Council	approved	

### CITY COUNCIL AGENDA ITEM

#### **ACTION REQUESTED:**

Approve the award of Cooperative Procurement 21-061, Unit 330 (International MedTec Ambulance) Replacement, to Foster Coach Sales, Inc. for an amount not to exceed \$274,193

**DEPARTMENT:** Department of Public Works

**SUBMITTED BY:** Richard Dublinski, Director

#### **BOARD/COMMISSION REVIEW:**

N/A

#### **BACKGROUND:**

Vehicles are scored for replacement based on four criteria: age, usage, condition and repair costs. Recommending a vehicle for replacement requires a score 28.0 or greater. Unit 330 scored 28.37.

Unit 330 was reviewed and approved by the Fleet Economic Committee and Fleet Services Manager for replacement in the 2021 budget.

#### **DISCUSSION:**

Unit 330 is a 2009 International MedTec ambulance used by the Fire Department - Operations Division in a reserve capacity to provide patient care and transport 24 hours per day in the event of medical emergencies. The unit also provides medical emergency support during special events throughout the city.

The replacement unit will be a 2021 Freightliner M2 chassis with a Horton ambulance conversion. The new unit will be assigned to replace Unit 339 in a front-line capacity. Unit 339, a 2013 International MedTec, will then be assigned to fill the reserve position for Unit 330. The new unit is

specified to match the two most recent ambulance purchases which will maintain fleet and operational consistency.

Staff has researched surplus value of retired Unit 330. The most recent City ambulance sold at auction was in December 2019 for \$6,500, netting \$5,451.20 after fees. Staff contacted the City's auction service provider and confirmed recent ambulance auctions averaged \$6,163. The sale average does not exclude any fees.

Foster Coach Sales, Inc. has quoted a trade-in value of \$6,000. Staff recommends a trade-in to Foster Coach Sales, Inc. for a \$6,000 trade-in credit towards the purchase of the new ambulance.

The new ambulance is available on the Suburban Purchasing Cooperative (SPC), an approved cooperative through Foster Coach Sales, Inc., contract #174. Using the City's specifications, Foster Coach Sales, Inc. has quoted the ambulance in the amount of \$274,193.

A cost breakdown is provided in the table below:

<b>Original Price</b>	<b>Less Cooperative Discount</b>	<b>Less Trade-In</b>	<b>Net Price</b>
\$284,793	\$4,600	\$6,000	\$274,193

Due to COVID-19 manufacturing delays, the vehicle will be delivered in March of 2022.

**FISCAL IMPACT:**

CIP #: VEH002

Vehicle Replacements for the Fire Department are expensed to the vehicles and equipment account below. A total of \$295,500 was budgeted for replacement of Unit 330 in 2021. The award amount of \$274,193 is within the amount budgeted for this expense. Due to the manufacturing delays, if approved, funds will be budgeted in 2022 to reflect the anticipated delivery date.

<b>Account Number</b>	<b>Fund Description</b>	<b>Total Budget Amount</b>
22252200-551505	Capital Projects Fund	\$1,939,500