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Subject: Ankeny Fire Department; Ambulance Purchase

Executive Summary:

The fire department requested \$190,000 in the FY 2017 budget to add a new ambulance to the response fleet. Request for proposals (RFP) for the purchase of a new, Type I Ambulance were received from four (4) vendors in August 2016. A review of each vendors submitted RFP was completed including pricing, exceptions and compliance with specifications. The results are:

Vendor	Representing	Final RFP
Everest Emergency Vehicles	Road Rescue	\$232,372
Klocke Emergency Vehicle	Lifeline - 168"	\$233,742
North Central Ambulance	Braun - 167	\$245,971
Foster Coach Sales	Horton - 172	\$254,735

Based on the submitted RFP's and final pricing provided, the department recommends the purchase of the Lifeline ambulance from Klocke Emergency Vehicle in the amount of \$233,742.

As part of the RFP process, option pricing was requested for an additional track style stair chair - Ferno Washington EZ Glide Stair Chair. The stair chair allows for the movement of a seated patient up and down stairs reducing the potential for rescuer or patient injury by gliding the patient down the stair case on tracks. Price for this option is \$5,975. The total cost for the ambulance and stair chair totals \$239,717.

While the recommended vehicle price is \$1,370 more than the low bidder, Lifeline is the current vendor for our current ambulance fleet and is located in Sumner, Iowa. Our shop is very familiar with the units and the quality of construction. Lifeline allows our repair facility to perform warranty work (when needed) and quickly responds to technical questions from our staff. For these reasons, the department feels that the Lifeline ambulance is the preferred choice.

The budgeted amount for this purchase was \$190,000. This estimate was based on information provided by the vendors in the fall of 2015. Manufacturer and chassis price increases were well above what was expected when the FY 2017 budget was developed a year ago. The department will require a budget adjustment of approximately \$49,717 to fulfill this purchase.