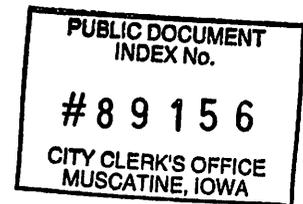


August 16, 2004

To: A.J. Johnson, City Administrator

From: Chief Dalbey

Subject: Ambulance Purchase



The bidding process for a new ambulance has been completed. We received two bids, one of which was from the company that provided our first three ambulances. While we have been satisfied with the product and service received from that company and their dealer, they did not turn out to be the low bidder.

We conducted some research into the background of the low bidder and found the manufacturer to be well-thought of in the ambulance industry by its customers. Further, we are familiar with the dealer as it is the same dealer as for our aerial tower, EDM Equipment in Lincoln, Nebraska. Beyond price and quality, service and the availability of a loaner ambulance was the only other issue of major concern. EDM has recently opened a facility in Des Moines where they keep loaner ambulances and from where they operate mobile service trucks.

Given all that, I recommend the purchase of a new ambulance from EDM Equipment for an ambulance manufactured by Osage Ambulance, Linn, Missouri, at a cost of \$100,775.00. The alternate bid from Foster Coach for a Medtec ambulance totaled \$103,745.00, a difference of \$2,970. The approved budget amount was \$127,000, of which \$22,000 was for a monitor/defibrillator. The Muscatine Health Support Foundation purchased the m/d for us, relieving us of that expense. That leaves a budgeted amount of \$105,000 from which to purchase the ambulance. Not included in the bid amount was the cost of the patient cot. As a part of the capital budget, a heavier-duty replacement cot was approved for one of the existing ambulances. My intention is to purchase two cots, one from the remainder of the approved ambulance replacement budget amount and the other from the capital budget. Buying two together from an EMS supply vendor should result in a savings over separate purchases from two vendors.

The chart below outlines the cost comparisons. Please submit this to the City Council for their approval of an ambulance from EDM Equipment. Thank you.

	Foster Coach Medtec	EDM Osage
	\$102,810	\$99,800
Bug Shield	\$75	\$50
SCBA Brackets	\$110	\$200
Service Manuals	\$295	inc.
'H' oxygen tank	unk.	\$275
Two 1" OD bars	inc.	\$100
Heated mirrors	\$455	\$350
Total	\$103,745	\$100,775