


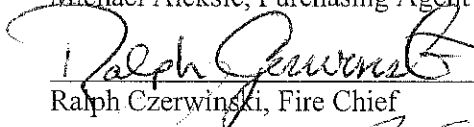
**MEMORANDUM**

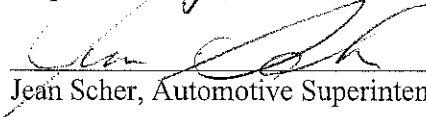
**Purchasing Division  
Fire Department  
Automotive Division**

**H**

**TO:** Albert J. Rigoni, Village Manager

**FROM:**   
Michael Aleksic, Purchasing Agent

  
Ralph Czerwinski, Fire Chief

  
Jean Scher, Automotive Superintendent

**DATE:** June 28, 2013

**SUBJECT: Agenda Item – July 15, 2013 Village of Skokie Board Meeting  
TYPE I - MEDIUM DUTY AMBULANCE – FLEET # A17R/112**

Pricing for the subject item was obtained competitively through the Houston Galveston Area Counsel (HGAC) Joint Government Purchasing Program. The Village is an active member of the HGAC while also maintaining membership with the Northwest Municipal Conference. Recent competitive bidding through the Northwest Municipal Conference did not offer or include the type and style of chassis specified by the Village, subsequently excluding them from the process. The chassis selected by the Village is significantly less money while providing improved durability, functionality, comfort and dependability. Additionally, purchasing through the HGAC eliminates an administrative fee, translating to an additional \$600.00 in savings to the Village.

Budget Amount & Account: #H63272      \$233,220.00      020-420-418.07-42

Tabulation:

Foster Coach Sales, Inc.(Horton Emergency Vehicles), Sterling, Illinois.....\$211,377.00

Recommendation:

It is recommended that a contract be awarded to Foster Coach Sales, Inc., the Houston Galveston Area Counsel awarded contractor in the amount of \$211,377.00. The awarded amount includes the trade-in of old Ambulance #17R for \$8,250.00.

#337355

432405v1 AMBULANCE BID REPORT FY14

Comments:

The FY14 Capital Improvement Plan budget provides for the replacement of a 2003 Med Tec Type I - Medium Duty Ambulance, currently Village Fleet # A17R/112. The current unit is being replaced at the recommendation of the Automotive Superintendent based on the age of the unit, mileage and life expectancy. The existing unit will be disposed of by trade-in to Foster Coach Sales, Inc. The new ambulance will have an air suspension system for patient comfort, improved emergency lighting, a hydraulic oxygen lift and stretcher lift to reduce the risk of back injuries.

The unit will be constructed by Horton Emergency Vehicles on a 2014 International (Terra Star) chassis, which is the newest design offered by International. The new chassis offers economic value, improved reliability, dependability and comfort. All of our department specifications have been incorporated into the new ambulance, keeping with consistent standardization of our existing fleet. The Automotive Superintendent has reviewed this issue, and is fully confident that the unit bid by Foster Coach Sales, Inc. and Horton Emergency Vehicles will provide satisfactory performance for our applications. The Village has previously worked with and purchased vehicles through Foster Coach Sales, Inc. and Horton Emergency Vehicles. The overall experience, history, and reference checks have been extremely positive.

The remaining \$21,843.00 in the budget will go towards the purchase of mobile and portable radio equipment and installation, KeySecure Knox Box entry system equipment and installation, mobile computer docking station installation, Stryker power stretcher refurbishment and installation and miscellaneous incidentals.

cc: John Lockerby  
D.C. Barry Liss  
Capt. Ken Borre  
Capt. Ludkowski  
Max Slankard  
Jean Scher

#337355

432405v1 AMBULANCE BID REPORT FY14

**FOSTER COACH SALES, INC.**

903 Prosperity Drive Street P.O. Box 700  
Sterling, Illinois 61081

Phone: (815) 625-3276  
(800) 369-4215

Fax: (815) 625-7222  
Web site: www.fostercoach.com

SF00603

**QUOTATION**

TO: SKOKIE FIRE DEPARTMENT  
  
7424 NILES CENTER ROAD  
SKOKIE, IL 60077

DATE: 06/27/13

ATTN: AMBULANCE COMMITTEE

REFERENCE: NEW AMBULANCE

We are pleased to submit the following quotation in accordance with your request and subject to the Terms and Conditions listed below and on the reverse side hereof.

QTY.	DESCRIPTION	EACH	NET PRICE
1	2014 Navistar Terra Star With A Horton 653 Custom Body Trade in 2003 Medtec International Ambulance w/97,000 miles	\$ 219,627.00 \$ -8,250.00	\$ 219,627.00 \$ -8,250.00
	Total		\$ 211,377.00
	OPTIONS FOR PRE-PAYMENTS CREDIT		
	Pre-pay chassis only \$62,550.00	\$ -514.00	\$ -514.00
	Pre-pay conversion 100% \$148,827.00	\$ -2,854.00	\$ -2,854.00
	Pre-pay conversion 80% \$119,061.00	\$ -2,283.00	\$ -2,283.00
	Payment for the chassis if no pre-payment is chosen is due upon receipt of chassis at the factory.	\$ 62,550.00	\$ 62,550.00
	ACCEPTED BY: _____		
	TITLE: _____ Date: _____		

ESTIMATED DELIVERY:  
8-9 Months after receipt of order

PROPOSED BY:   
STEVE FOSTER, PRESIDENT