



# City Council

## Agenda Item

**Subject:** Authorization for the Fire Department to accept the bid from Premier Specialty Vehicles for the replacement of a new Ambulance and equipment in the 2023 CIP budget.

**Meeting:** City Council - Mar 07 2022

**From:** Don Rowland, Fire Chief

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### **SUGGESTED MOTION:**

I move to authorize for the Fire Department to accept the bid from Premier Specialty Vehicles for the replacement of a new Ambulance and equipment in the 2023 CIP budget.

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### **STAFF REFERENCE(S):**

Don Rowland

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### **ATTACHMENT(S):**

[WFR Quote Tab for 2023 Ambulance Type 1](#)

[2023 Horton Type I Quote Watertown Fire Dept](#)

[LP15 Quote 2022](#)

[Power Load Quote 2022](#)

[PowerPro 2 Quote Cot 2022](#)

[LUCAS Quote 2022](#)

[Stair Chair Quote 2022](#)



# Watertown Fire Rescue

## Station 1

129 1st Avenue NW  
Watertown, SD 57201  
Phone (605) 882-5030  
Fax (605) 882-5041

## Station 2

500 Golf Course Road  
Watertown, SD 57201  
Phone (605)882-5027  
Fax (605)882-5028

Date: March 7th, 2022

## Quote Tab for 2023 Ambulance Type 1 Watertown Fire Rescue

**Buying group:** Savvik Buying Group  
**Contact Person:** Fire Chief Don Rowland  
**Contact Phone:** 605-882-5030

	<u>Quote from Dealer</u>
<b>Ambulance Company:</b>	<b>Premier Specialty Vehicles</b>
Model:	2023 Horton Tyle 1
Make:	Ford F550 4 wheel drive
Quote price for Ambulance:	\$252,216.00
<b>Ambulance Equipment Company:</b>	<b>Stryker</b>
Life Pack 15 Cardiac Monitor	\$38,106.22
Cot Accesories: Pro Cot & Power Load	\$47,540.16
Lucas CPR machine	\$15,602.40
Stair Chair	\$ 3,811.80
<b>Trade in allowances and grants:</b>	<b>Deductions</b>
WFR Medic 4 ambulance trade in allowance	-\$45,000.00
WFR Lifepack 15 monitor trade in allowance	-\$6,500.00
SDML WC grant	-\$3,531.32
<b>Total cost for Ambulance and Equipment</b>	<b>\$302,245.26</b>

1. This unit is replacing a 2013 Type 1 Horton ambulance that will be used as a trade in for the new 2023 ambulance.
2. We are asking approval to use the 2023 (212) CIP Ambulance 2023 Long Term funds of \$306,500.00. Next ambulance will be in 2025.
3. Ambulance will be delivered in 15 months from order date.





2-23-22

Chief Don Rowland  
Watertown Fire & Rescue  
129 1<sup>st</sup> Ave NW  
Watertown, SD. 57201

**Savvik Buying Group Firm Price Quotation**  
**2023 Horton Emergency Vehicles**

<b>2023 Horton Type 1 Ambulance Model</b>	<b>\$249,956.00</b>
<b>2023 Ford F550 4x4 with liquid spring suspension</b>	
<b>Accessories/Options Cost</b>	
<b>Delivery from Grove City, Ohio to Watertown SD</b>	<b>\$ 2,495.00</b>
<b>2023 F 550 4x4 Chassis Price Increase/Upgrade from 2022 Base Pricing</b>	<b>\$ 3,565.00</b>
<b>Less Ford Rebate of</b>	<b>\$ 3,800.00</b>
<b>Less Trade in of Medic 4</b>	<b>\$ 45,000.00</b>
<hr/>	
<b>Total price delivered to Watertown SD</b>	<b>\$ 207,216.00</b>

**Respectfully Submitted,**

Mark Rethwisch  
PSV Sales Manager





## Quick Quote 2/1/2022 3:42 PM

Quote Number: 10485577

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: WATERTOWN FIRE DEPT

Rep: Will Frantz

Attn:

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

Quote Date: 02/14/2022

Expiration Date: 05/15/2022

### Delivery Address

### End User - Shipping - Billing

### Bill To Account

Name:	WATERTOWN FIRE DEPT	Name:	WATERTOWN FIRE DEPT	Name:	WATERTOWN FIRE DEPT
Account #:	1077048	Account #:	1077048	Account #:	1077048
Address:	129 FIRST ST NW	Address:	129 FIRST ST NW	Address:	129 FIRST ST NW
	WATERTOWN		WATERTOWN		WATERTOWN
	South Dakota 57201		South Dakota 57201		South Dakota 57201

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001588	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD(26500-003612) per order	1	\$35,424.82	\$35,424.82
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	1	\$0.00	\$0.00
3.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	3	\$433.78	\$1,301.34
4.0	11171-000049	Masimo™Rainbow™ DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	1	\$561.70	\$561.70
5.0	21300-008147	LIFEPAK 15 NIBP Straight Hose, 9'	1	\$72.98	\$72.98
6.0	11160-000013	NIBP Cuff-Reusable, Child	1	\$22.96	\$22.96
7.0	11160-000017	NIBP Cuff -Reusable, Large Adult	1	\$31.98	\$31.98
8.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	1	\$45.10	\$45.10
9.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	1	\$296.02	\$296.02
10.0	11220-000028	LIFEPAK 15 Carry case top pouch	1	\$53.30	\$53.30
11.0	11260-000039	LIFEPAK 15 Carry case back pouch	1	\$76.26	\$76.26
12.0	11171-000082	Masimo™;RC Patient Cable - EMS, 4 FT.	1	\$219.76	\$219.76
				Equipment Total:	\$38,106.22



## Quick Quote 2/1/2022 3:42 PM

Quote Number: 10485577

Version: 1

Prepared For: WATERTOWN FIRE DEPT

Attn:

Quote Date: 02/14/2022

Expiration Date: 05/15/2022

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Will Frantz

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

### Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STRYKER LP15V1/V2 TOWARDS PURCHASE OF LIFEPAK 15	1	-\$6,500.00	-\$6,500.00

### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
<b>Grand Total:</b>	<b>\$31,606.22</b>

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

**Capital Terms and Conditions:**

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html). A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.



## Quick Quote 1/24/2022 3:28 PM

Quote Number: 10481265

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: WATERTOWN FIRE DEPT

Rep: Will Frantz

Attn:

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

Quote Date: 01/24/2022

Expiration Date: 04/24/2022

### Delivery Address

### End User - Shipping - Billing

### Bill To Account

Name: WATERTOWN FIRE DEPT

Name: WATERTOWN FIRE DEPT

Name: WATERTOWN FIRE DEPT

Account #: 1077048

Account #: 1077048

Account #: 1077048

Address: 129 FIRST ST NW

Address: 129 FIRST ST NW

Address: 129 FIRST ST NW

WATERTOWN

WATERTOWN

WATERTOWN

South Dakota 57201

South Dakota 57201

South Dakota 57201

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550001	MTS POWER LOAD	1	\$22,658.16	\$22,658.16
Equipment Total:					\$22,658.16

### Price Totals:

Estimated Sales Tax (0.000%): \$0.00

Freight/Shipping: \$0.00

Grand Total: \$22,658.16

Prices: In effect for 90 days

Terms: Net 30 Days

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**Capital Terms and Conditions:**

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## Quick Quote 1/24/2022 3:57 PM

Quote Number: 10481296

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: WATERTOWN FIRE DEPT

Rep: Will Frantz

Attn:

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

Quote Date: 01/24/2022

Expiration Date: 04/24/2022

### Delivery Address

### End User - Shipping - Billing

### Bill To Account

Name: WATERTOWN FIRE DEPT

Name: WATERTOWN FIRE DEPT

Name: WATERTOWN FIRE DEPT

Account #: 1077048

Account #: 1077048

Account #: 1077048

Address: 129 FIRST ST NW

Address: 129 FIRST ST NW

Address: 129 FIRST ST NW

WATERTOWN

WATERTOWN

WATERTOWN

South Dakota 57201

South Dakota 57201

South Dakota 57201

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	650705550001	6507 POWER PRO 2, HIGH CONFIG	1	\$24,882.00	\$24,882.00
Equipment Total:					\$24,882.00

### Price Totals:

Estimated Sales Tax (0.000%): \$0.00

Freight/Shipping: \$0.00

Grand Total: \$24,882.00

Prices: In effect for 90 days

Terms: Net 30 Days

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## Quick Quote 1/24/2022 3:28 PM

Quote Number: 10481272

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: WATERTOWN FIRE DEPT

Rep: Will Frantz

Attn:

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

Quote Date: 01/24/2022

Expiration Date: 04/24/2022

### Delivery Address

Name: WATERTOWN FIRE DEPT

Account #: 1077048

Address: 129 FIRST ST NW

WATERTOWN

South Dakota 57201

### End User - Shipping - Billing

Name: WATERTOWN FIRE DEPT

Account #: 1077048

Address: 129 FIRST ST NW

WATERTOWN

South Dakota 57201

### Bill To Account

Name: WATERTOWN FIRE DEPT

Account #: 1077048

Address: 129 FIRST ST NW

WATERTOWN

South Dakota 57201

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	1	\$14,571.00	\$14,571.00
2.0	11576-000071	LUCAS External Power Supply	1	\$351.90	\$351.90
3.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	1	\$679.50	\$679.50
Equipment Total:					\$15,602.40

### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
<b>Grand Total:</b>	<b>\$15,602.40</b>

Prices: In effect for 90 days

Terms: Net 30 Days

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## Quick Quote 2/2/2022 11:37 AM

Quote Number: 10486064

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: WATERTOWN FIRE DEPT

Rep: Will Frantz

Attn:

Email: will.frantz@stryker.com

Phone Number:

Mobile: (605) 521-1408

Quote Date: 02/02/2022

Expiration Date: 05/03/2022

### Delivery Address

### End User - Shipping - Billing

### Bill To Account

Name:	WATERTOWN FIRE DEPT	Name:	WATERTOWN FIRE DEPT	Name:	WATERTOWN FIRE DEPT
Account #:	1077048	Account #:	1077048	Account #:	1077048
Address:	129 FIRST ST NW	Address:	129 FIRST ST NW	Address:	129 FIRST ST NW
	WATERTOWN		WATERTOWN		WATERTOWN
	South Dakota 57201		South Dakota 57201		South Dakota 57201

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	6252000000	Stair-PRO Model 6252	1	\$3,456.13	\$3,456.13
1.1	7777881660	1 year parts, labor & travel		\$0.00	\$0.00
1.2	6252009001	Stair-Pro Operations Manual		\$0.00	\$0.00
1.3	6250001162	In-Service Video (DVD)		\$0.00	\$0.00
1.4	6252026000	Common Components		\$0.00	\$0.00
1.5	6250021000	2 Piece ABS Panel Seat		\$0.00	\$0.00
1.6	6250160000	Polypropelene Restraint Set(Plastic Buckles)		\$0.00	\$0.00
1.7	6252022000	Main Frame Assy Option		\$0.00	\$0.00
1.8	6250024000	Standard Length Lower LiftHandles		\$0.00	\$0.00
1.9	6252027000	Footrest Option		\$280.05	\$280.05
1.10	6252040000	Removable Head Support		\$75.62	\$75.62
1.11	6252024000	No IV Clip Option		\$0.00	\$0.00
				Equipment Total:	\$3,811.80

### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$3,811.80



## Quick Quote 2/2/2022 11:37 AM

Quote Number: 10486064

Version: 1

Prepared For: WATERTOWN FIRE DEPT

Attn:

Quote Date: 02/02/2022

Expiration Date: 05/03/2022

Remit to:

**Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Will Frantz

Email:

will.frantz@stryker.com

Phone Number:

Mobile:

(605) 521-1408

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

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