



# Ambulance Replacement Program & Reimbursement Resolution

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CITY COUNCIL PRESENTATION

MAY 18, 2026

# Planned Replacement

**Demers In-service: Oct 2023**

- CIP – Replace 4 Ambulances (FY2028 funding: \$2.652M)
- ~ 30 Month Lead Time
- Replacement Date Est.FY 2029 (~6 yrs)





# Current Fleet Overview

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- 3 full-time ambulances (24/7)
- 1 peak ambulance (8a–8p weekdays)
- 1 reserve ambulances
- All units staffed by **Firefighter/Paramedics**

Our ambulances function as dual-role Fire/EMS units, supporting EMS response and fireground operations.

# Fleet Transition Plan

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## **Building Capacity and Standardizing the Fleet**

In October 2023, the department placed four Demers ambulances into service

- Utilized as 3 frontline units and 1 reserve

In FY2025, Council approved the purchase of two additional Horton ambulances

- Address proper reserve capacity
- Support implementation of a peak-time ambulance
- Provide increased space for fire-based EMS operations

## **Current Transition Plan:**

- Place the two new Horton ambulances into service
  - First Horton has arrived and been placed into service.
  - The second Horton is expected by the end of May 2026.
- Continue utilizing existing Demers units within the fleet
- Replace all four Demers units with Horton ambulances through the CIP

# Ambulance Mileage / Hours Projections

Staff is refining ambulance replacement criteria recommendations using both mileage and engine hours to better reflect true wear. Since idle time significantly impacts units, engine hours (~30 miles per hour) provide a more accurate, data-driven approach for future Council consideration.

<b>Unit</b>	<b>Current Mileage</b>	<b>Projected Mileage FY 2029</b>	<b>Current Hours</b>	<b>Projected Hours FY 2029</b>
FD15323	55,613	~134,500	4,417	~10,700
FD15023	62,014	~150,000	4,555	~11,000
FD15123	66,058	~159,800	5,103	~12,300
FD15223	53,541	~129,500	3,838	~9,300

# Risk of Delayed Replacement

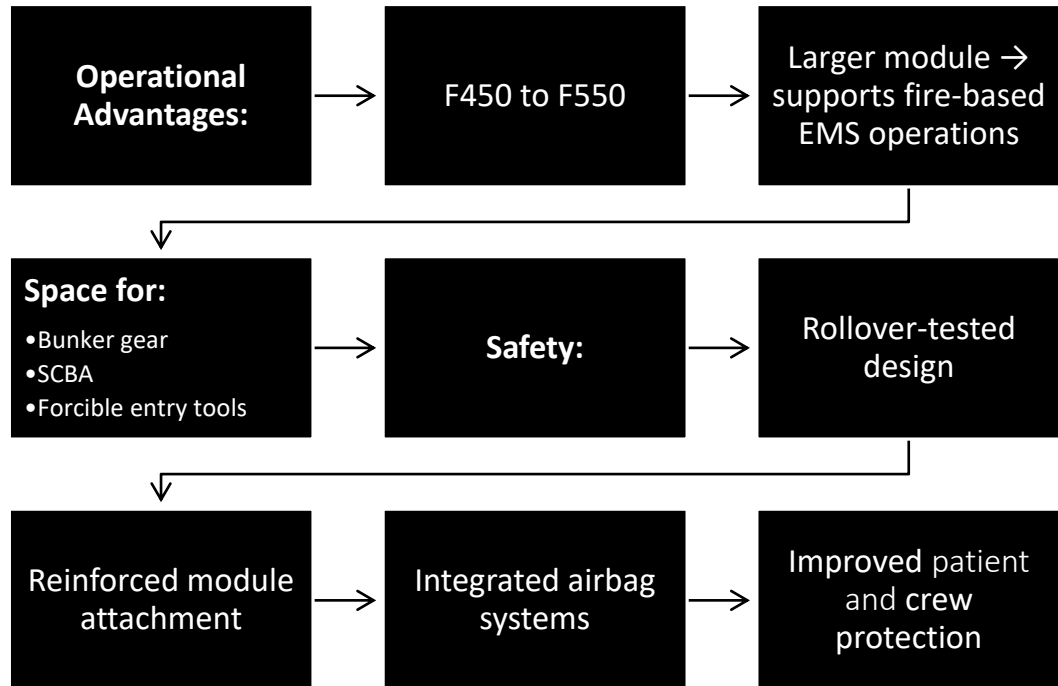
## Current Issues with Demers Units

- Increasing mechanical failures
- Downtime impacts system reliability
- Reserve units become frontline
- Suspension failures emerging
- Already replaced one suspension system
- Additional failures anticipated
- Parts delays (Canada sourcing)

Delaying replacement increases downtime, reduces reliability, and pushes reserve units into frontline service. With a 30-month lead time, acting now is critical to ensure replacements are in place before end-of-life issues escalate.

# Why Horton Ambulances

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## Logistics:

- Built in USA
- Faster parts availability
- Reduced downtime

## Financial:

- Planned remount capability (2 lifecycles)
- Standardizes our ambulance fleet



14 ft' Module - Demers vs. Horton

# Captain Chiar Demers vs. Horton





## Rollover Design - Demers vs. Horton



## Seatbelt Safety - Demers vs. Horton



Airbags - Demers vs. Horton

# Ambulance crash-related injuries

## CDC Statistics

"Ambulance crashes are one of many hazards faced by U.S. emergency medical services (EMS) workers. EMS personnel have an estimated fatality rate of 12.7 deaths per 100,000 workers, **more than twice the national average.**"

### Conclusions

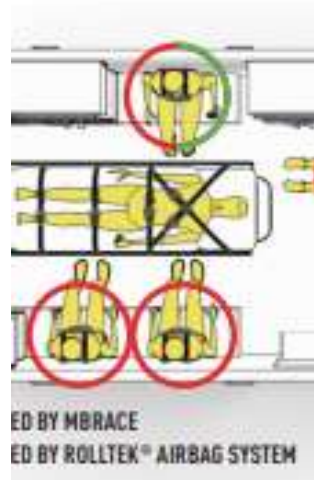
**"Improved restraint systems are needed for the patient compartment that permit workers to stand and attend to the patient,** yet still protect workers during sudden stops or avoidance maneuvers. Also, restraints should be used by all occupants, including the driver and front-seat passenger."

Bobick TG et al. (2003). Ambulance crash-related injuries among EMS workers..





# Horton Safety





# Patient Safety Power-Pro 2 Ambulance Cot

- Crash-tested system
- Requires full system: cot + Power-LOAD + X Restraints
- Multi-point restraints (shoulders, waist, legs) improve patient security
- Enhances patient and provider safety during transport and collisions

# Ambulance Fleet Strategy – Remount Program

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## Recommendations for Moving Forward

- Transition to Horton platform
- Implement a planned remount program (2 per unit)
- 4–12 month delivery vs. ~30 months new
- Extend lifecycle while maintaining safety and reliability

## Financial Advantage

New Ambulance: ~\$438K per unit

- Remount: ~\$300K per unit

**Savings: ~\$130K per unit (~30%)**

**Total Savings (4 units): ~\$520K per cycle**

# Procurement Considerations

- Buyboard Contract #745-24
- Current build time: ~30 months
- CIP FY2028: \$2,652,000 (4 units + equipment)
- Planned replacement FY2029
- Lifecycle strategy
- Future remounts = cost savings



# Horton F550 Ambulances (4)

## Cost Estimate

### Ambulances - (4) Four F550 Diesel Horton 603 Ambulances - Cost Estimate

DRIVE TRAIN AND BOX					
Line	Vendor	Description	Units	Unit Cost	Total
1	SERVS	Type I Ambulance w/Upfit package	4.0	\$ 437,729	\$ 1,750,916

EQUIPMENT FOR BOX					
Line	Vendor	Description	Units	Unit Cost	Total
1	Stryker	6507 POWER PRO 2, HIGH CONFIG	4.0	\$ 34,203	\$ 136,813
2	Stryker	KIT, ALVARIUM BATTERY, SERVICE	4.0	1,022	4,089
3	Stryker	ASSEMBLY, BATTERY CHARGER	4.0	1,462	5,850
4	Stryker	ASSEMBLY, POWER CORD, NORTH AM	4.0	34	136
5	Stryker	MTS POWER LOAD	4.0	31,471	125,886
6	Stryker	Stair-PRO Model 6252	4.0	4,505	18,019
7	Stryker	Removable Head Support	4.0	104	414
8	Stryker	14.1 POWERPRO-PROCARE	4.0	7,119	28,475
9	Stryker	14.2 POWERLOAD-PROCARE	4.0	10,404	41,616
10	Stryker	Shipping	4.0	1,698	6,792
11	Stryker	5% Inflation			16,785
				<b>Sub Total</b>	<b>\$ 384,874</b>

ZOLL CARDIAC MONITORS					
Line	Vendor	Description	Units	Unit Cost	Total
1	Zoll	Cardiac Monitors	4.0	\$ 65,426	\$ 261,703
2	Zoll	Service Agreement	4.0	15,574	62,297
3	Zoll	5% Inflation			14,774
				<b>Sub Total</b>	<b>\$ 338,774</b>

INSTALLATION - EQUIPMENT AND TECHNOLOGY					
Line	Vendor	Description	Units	Unit Cost	Total
1	Carter	Installation of Stryker Equipment	4.0	\$ 3,000	\$ 12,000
2	Carter	Installation of IT Equipment	4.0	3,000	12,000
3	Carter	5% Inflation			1,094
				<b>Sub Total</b>	<b>\$ 25,094</b>

TECHNOLOGY					
Line	Vendor	Description	Units	Unit Cost	Total
1	Knox	Key Defender Single Mkey Assembly	4.0	\$ 919	\$ 3,676
2	TBD	In Dash Radio with remote heads	4.0	8,122	32,489
3	TBD	RAM Charging Stations	4.0	403	1,610
4	BTX IT	iPad	4.0	3,000	12,000
5	Knox	Mounting - iPad	4.0	200	800
6	TBD	Magnetic Phone Charges	4.0	78	314
7	BTX IT	Mobile Radio and installation (MCA)	4.0	10,000	40,000
8	BTX IT	Cradle Point w/chargers and antenna	4.0	5,800	23,200
9	Safety Cloud	HAAS Alerting transponder/R2 indicator and service	4.0	1,200	4,800
10	Paradigm	Preemptive priority in vehicle unit	4.0	7,000	28,000
11	All	5% Inflation			5,202
				<b>Sub Total</b>	<b>\$ 152,091</b>

**Total Cost \$ 2,651,750**



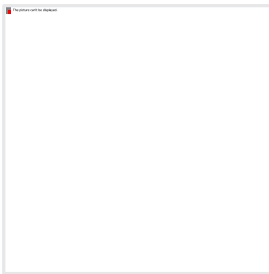
# Staff Recommendations

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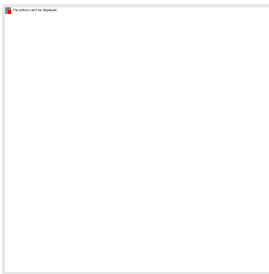
- Standardize the fleet to Horton platform
- Implement a 2-remount lifecycle strategy
- Proceed with CIP FY 2029 purchase of 4 Horton ambulances
- Maintain a consistent replacement schedule
- Continue fleet standardization across all units
- Achieve long-term cost savings and operational sustainability

# Reimbursement Resolution

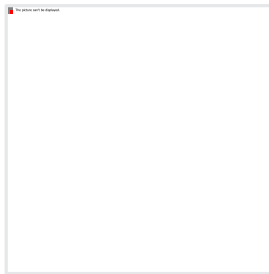
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Provides project funding prior to issuing the bonds not to exceed \$2,652,000



City anticipates issuing bonds during August 2028



The resolution is not an authorization to issue bonds

# 5-Year Capital Improvement Plan

Council approved the FY25/26 Budget and five-year capital improvement plan on September 8, 2025

Four Replacement Ambulances – Capital Equipment purchase planned for FY 2028 not to exceed \$2,652,000. Ordering of the ambulances needs to occur in a timely fashion to receive the ambulances by fiscal year 2029.

## Questions & Comments

### **Requested Council Action**

- Consider associated reimbursement resolution
- Proceed with planned CIP purchase of 4 Horton ambulances
- F550 4x4 Diesel Horton 603 Ambulances - \$437,529.00 each + Buyboard- Contract #745-24 @ \$800.00 = \$1,750,916.00 TOTAL
- Continue fleet standardization