# Ambulance Replacement Program & Reimbursement Resolution

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

- 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

**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 recconmendatiosn 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.

| Unit | Current Mileage | Projected Mileage FY 2029 | Current Hours | Projected Hours FY 2029 |
|---|---|---|---|---|
| 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 |

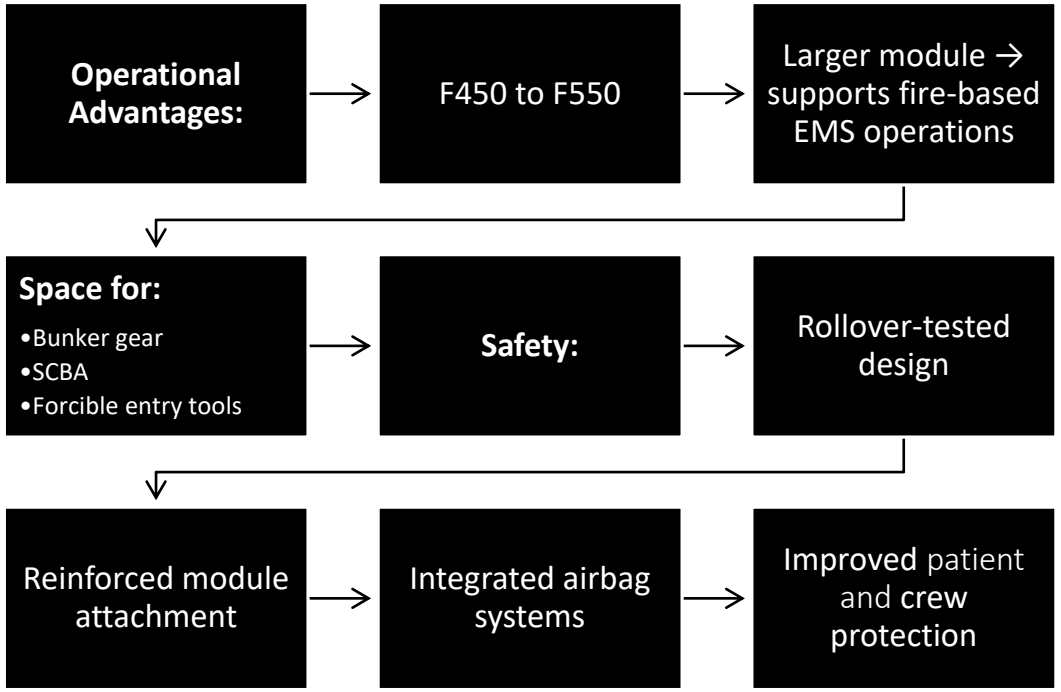
# Risk of Delayed Replacement

## 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




**Logistics:**

- Built in USA
- Faster parts availability
- Reduced downtime

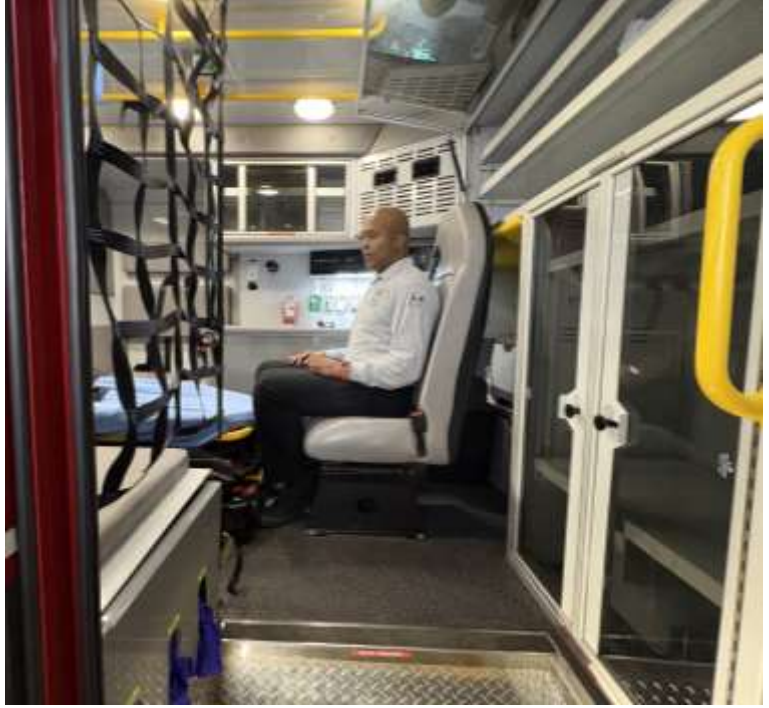
**Financial:**

- 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

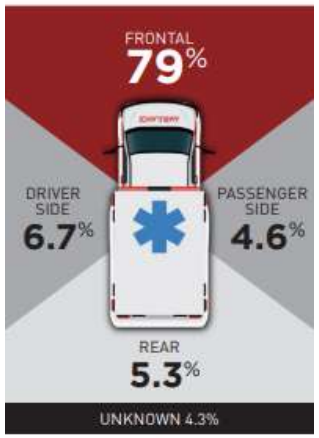

## CDC Statistics

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

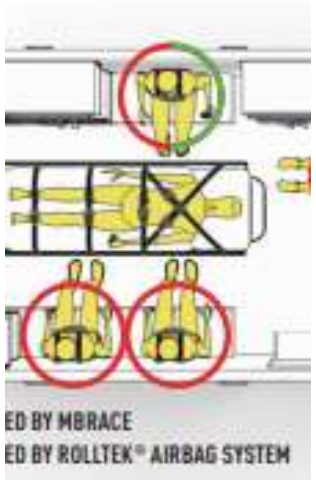
**Conclusions**

"**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..



PACT DIRECTION OF FATAL AMBULANCE CRASHES




# 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

**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 |
| | | | | **Sub Total** | **$ 384,874** |

**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 |
| | | | | **Sub Total** | **$ 338,774** |

**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 |
| | | | | **Sub Total** | **$ 25,094** |

**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 |
| | | | | **Sub Total** | **$ 152,091** |

| | |
|---|---|
| **Total Cost** | **$ 2,651,750** |



# Staff Recommendations

- 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

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