



## MEMORANDUM

To: Santaquin City Mayor & Council  
From: Benjamin A. Reeves, Santaquin City Manager  
Ryan M. Lind, Santaquin City Fire Chief  
Date: October 5, 2021  
Subject: Ambulance (Box) Bids

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Mayor & Council,

The purchase/fabrication of a replacement ambulance was previously approved by the Santaquin City Council within the FY2021-2022 Budget in the amount of \$260,000.00.

Under state bid, the purchase of a Ford Chassis (from Murdock Ford) was previously approved in the amount of \$51,171.50, leaving a balance of \$208,828.50 for the fabrication of the ambulance box, associated installation costs and equipment.

An advertisement was placed for the fabrication and installation of the ambulance box. Two bids were received. However, only one of the bids met the specification outlined within the advertisement (e.g. construction design and lifetime warrantee – see attached).

Although the non-qualifying bid was lower (\$154K vs. 163K), the qualifying bid allows for the reuse of the ambulance box from chassis to chassis; thus, saving the city significant capital replacement cost in the future. In addition, the qualifying bid also provides equipment that matches Santaquin City's other ambulance, which will provide more consistent operational use for our staff; thus, lowering training time.

It is for these reasons that Chief Lind is recommending that you award the 2021 Ambulance Bid to OSAGE, in an amount of \$162,949.00. This will leave a balance of \$45,879.50 for the remainder of the ambulance's equipment and supplies. *[Less the cost of the Power Load (\$22,600) and Power Cot (\$20,548), a remaining balance of \$2,727.50 would be used to stock and logo the ambulance.]*

**Recommended Motion:** Motion to award the 2021 Ambulance Bid to OSAGE in an amount of \$162,949.00.

**From:** Ryan Lind <[RLind@santaquin.org](mailto:RLind@santaquin.org)>  
**Sent:** Monday, October 4, 2021 10:32 AM  
**To:** Aaron Shirley <[AShirley@santaquin.org](mailto:AShirley@santaquin.org)>; Ben Reeves <[BReeves@santaquin.org](mailto:BReeves@santaquin.org)>  
**Subject:** Ambulance Bids

Please see the attached bids for the ambulance project.

We received 1 bid that meet every spec we had, and one that did not.

The OSAGE meets everything we had in the spec, where the Horton did not.

The main specs that Horton DID NOT meet was the lifetime warranty of the box, and the construction design and build of the box.

It would be my recommendation that we go with the OSAGE.

This would allow us to have the lifetime warranty of the box, so in the future we can remount the box to a new chassis and save \$70-90k.

This would also standardize the rigs, making them easier for the crews as items would be in the same locations, and operation and handling would be the same.

The price do not reflect the power load or cot that would need to be ordered late October earlier November to avoid the annual price increase. I am working on that price now.

Please let me know if you need anything else.

I plan on being there tomorrow night as well

Ryan Lind, Fire Chief  
Santaquin Fire/EMS  
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| <b>Items to consider</b>  | <b><u>Osage Ambulance</u></b> | <b><u>Horton Ambulance</u></b>                  |
|---------------------------|-------------------------------|---|
| Meets Spec as provided    | Yes: (Qualifying Bid)         | No: (Non-Qualifying Bid)                        |
|                           |                               | Latches   |
|                           |                               | Rub Rails                                       |
|                           |                               | Module Window                                   |
|                           |                               | Warranty 20yr not Lifetime                      |
|                           |                               | Box Construction not interlacing 2x2 with 1x2's |
| Budget:                   | \$ 260,000.00                 | \$ 260,000.00                                   |
| Less Chassis from Murdock | \$ (51,175.50)                | \$ (51,171.50)                                  |
| Balance:                  | \$ 208,824.50                 | \$ 208,828.50                                   |
| Bid Amount                | <b>\$ 162,949.00</b>          | \$ 154,061.00                                   |
| Balance:                  | \$ 45,875.50                  | \$ 54,767.50                                    |
| Less Equipment & Chassis: |                               |   |
| Power Load                | \$ (22,600.00)                | \$ (22,600.00)                                  |
| Power Cot                 | \$ (20,548.00)                | \$ (20,548.00)                                  |
| Remaining Balance         | \$ 2,727.50                   | \$ 11,619.50                                    |