

Mayor
NELSON P.
CRABB

September 14, 2012

City
Administrator
SCOTT
FLORY

To: Mayor Nelson P. Crabb & City Council Members
Cc: Jennifer Larsen, City Clerk
Doug Meyers, Fire Chief
From: Scott Flory, City Administrator
Re: Council Workshop Session – September 17, 2012

COUNCIL
MEMBERS

DANA
BRANT
Ward 1

TONY J.
NELSON
Ward 2

JIM
BOEHNKE
Ward 3

MIKE
CALLANAN
At Large

TERRY
UNSWORTH
At Large

Dear Elected officials:

Attached is the "tentative" agenda for the upcoming *Clear Lake City Council Workshop session*. The Council will meet at **6:00 p.m., Monday, September 17, 2012**, in the Council Chambers, at City Hall. Please refer to the attached agenda for the items discussed below.

ITEM #3. Ambulance Replacement. Back in October of 2005, the City purchased two (2) ambulances for a total combined cost of \$100,000. One of those units was a Med Tec Type III modular ambulance mounted on a new 2006 Ford E450 (6.0 liter diesel) cutaway chasis (14,050# GVW). Over the last several months this unit has experienced significant engine and other mechanical problems that make it unfit for further use as an emergency response unit.

The City Fire Chief and City mechanic, over the last month, have solicited input from a variety of sources regarding a potential replacement unit for the department. The unit proposed for replacement has performed front line service for nearly seven (7) years. Some of the disadvantages of the current style, a van mount chasis, were the overall durability and lack of 4-wheel drive.

For several years the City has been allocating \$20,000/annually into an ambulance replacement reserve fund. The fund currently has an accumulated balance of \$80,000 and a projected June 30, 2013 ending balance of \$100,000.

It is recommended that the City purchase a new 2013 Lifeline Type I modular ambulance with a Ford F-450, 4-wheel drive chasis (16,500# GVW), with a 6.7



liter turbo diesel motor, and new patient car module. The cost of the proposed new replacement ambulance is, essentially, a net of \$153,000. The anticipated delivery time on the new unit would be four (4) months, during which time the ambulance dealer would provide the City with a loaner to use at no additional cost.

Please feel free to contact me if you have any questions about any of the agenda items.

CITY COUNCIL OF THE CITY OF CLEAR LAKE
WORKSHOP MEETING AGENDA
MONDAY, SEPTEMBER 17, 2012
COUNCIL CHAMBERS – CITY HALL
6:00 P.M.

1. Call to Order by Mayor Nelson P. Crabb.
2. Approval of the Agenda.
3. Replacement of 2006 Ford E-450 Ambulance and recommendation to purchase a 2013 Ford F-450 with 4-wheel drive chasis:
 - Introduction by Scott Flory, City Administrator.
 - Review of proposal, Fire Chief Doug Meyers.
 - Discussion by City Council.
4. Other Business:
5. Motion to adjourn.

09-12-2012

Ambulance replacement recommendation

As you all are aware of the dramatic increase in cost of vehicle maintenance we has incurred over the past 3 months, specifically with one of our ambulances. I recommend that that vehicle be replaced as soon as possible. This ambulance was purchased at the time the city began providing ambulance service at the end on 2005. The chassis was a new 2006 ford E450 with a 6.0 liter diesel engine and a remounted or recycled patient care module. The purchase price of this truck was \$80,000. Over the past 3 months the engine has developed severe mechanical problems and as such is unreliable to operate. The estimated cost to make repairs is up to \$10,000. The recommendations made by both of the area Ford dealers is to not invest the funds to do this as the engine has failed to perform to Fords expectations and has been replaced with a reengineered model.. The body style of this ambulance does not allow for replacement of the new engine style into the existing chassis.

The City Mechanic (Rod Haag) and I have conducted research into various replacement options with dealers from 2 different major ambulance manufacturers; Lifeline Vehicles of Sumner Iowa, and Wheeled Coach Industries of Florida. We reviewed various chassis options including make, model, and warranties as well as patient care modules including standard and optional equipment. We examined the availability of service from the 2 vendors and well as available demonstrator and pre-built vehicles.

It is our recommendation that we purchase a new 2013 Lifeline ambulance on a Ford F-450, 4-wheel drive chassis, equipment with a 6.7 liter diesel engine equipped with a new patient care module for a sum not to exceed \$155,000 Attached is a separate specification sheet detailing features of the vehicle. The sales representative has assured that we would have available a replacement unit to use at no cost during the 4 month builds time of the new ambulance. The price quoted would include a trade in allowance for the ambulance being replaced.

It also is our recommendation to continue the fiscally responsible practice of establishing a vehicle reserve found to allow for a purchase of a replacement ambulance every five years such that each of the ambulances are replaced at a 15 year cycle.

Thanks you for your consideration and support of the Fire Department Ambulance Service.

Doug Meyers, Fire Chief CLFD

**City of Clear Lake
Ambulance Analysis**

	Fy 06 ¹	Fy 07	Fy 08 ²	Fy 09	Fy 10	Fy 11 ³	Fy 12 ⁴
Revenues							
Number of billable runs	265	606	649	594	570	673	655
Gross Billings	143,630	328,248.00	395,791.00	416,207.50	414,937.50	523,852.43	511,206.10
Medicare/Insurance Adjustments	(21,233.72)	(74,267.05)	(104,406.35)	(132,093.34)	(128,730.37)	(128,395.18)	(131,224.81)
Adjusted Gross Billings	122,396.28	253,980.95	291,384.65	284,114.16	286,207.13	395,457.25	379,981.29
Estimated Additional Medicare/Ins Adj	(28,489.48)	(7,952.47)	(19,467.83)	(15,138.50)	(15,276.62)	(27,658.42)	(12,411.38)
Accounts sent to Collections - net		(21,780.25)	(22,651.49)	(23,125.20)	(30,994.19)	(29,368.19)	(31,363.42)
Adjusted Billings	93,906.80	224,248.23	249,265.33	245,850.46	239,936.32	338,430.64	336,206.49
Total Revenues	93,906.80	224,248.23	249,265.33	245,850.46	239,936.32	338,430.64	336,206.49
Expenditures							
Operating Costs							
Personnel	120,752.43	273,129.37	297,144.84	328,792.06	349,869.49	373,068.62	382,715.56
Other Operations	12,165.65	31,885.71	43,536.94	34,123.90	35,784.35	42,800.61	43,691.53
Billing Service	8,459.58	20,100.89	21,756.11	20,923.99	22,292.92	29,803.37	29,144.74
Total Operating Costs	141,377.66	325,115.97	362,437.89	383,839.95	407,946.76	445,672.60	455,551.83
Net Operating Gain (Loss)	(47,470.86)	(100,867.74)	(113,172.56)	(137,989.49)	(168,010.44)	(107,241.96)	(119,345.34)
Number of Calls with bills over \$1,200	1	2	6	10	6	34	29
Average amount of the calls over \$1,200	1,326	1,463	1,843	2,031	2,164	2,090	2,263

¹ Ambulance service started January 2006

² Rate increase effective January 2008

³ Health Care Bill resulted in increased payments on prior claims of \$4,756

EMERGENCY VEHICLE SALES & SERVICE
1781 BALSAM AVE.
ALEXANDER, IOWA 50420

PH: 641-692-3540
FAX: 641-692-3518
E-MAIL.: evss@frontiernet.net
WEB PAGE: www.drapcr2.com

FAX COVER PAGE

DATE: 9/6/13

FAX NUMBER: 641-357-5361

PLEASE DELIVER THE FOLLOWING PAGES TO

City of clear Lake

ATTN; Rod

Rod

Attached is a quote for a new 2013 F-450 with 4 wheel drive. Using options customers buy 80% of the time. I added paint allowance and 4 wheel drive.

I also stated on this quote if you buy a new unit from EVSS and elect not to fix your 2006, we will furnish you a loaner until the new unit is here.

6

FROM

Gene

TOTAL NUMBER OF PAGES INCLUDING COVER PAGE:

4

EMERGENCY VEHICLE SALES & SERVICE
 1781 BALSAM AVE
 ALEXANDER, IOWA 50420
 PHONE 641-692-3540 FAX 641-692-3518 EMAIL EVSS@FRONTIERNET.NET

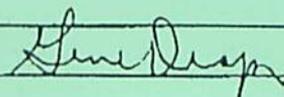
QUOTATION

City of Clear Lake		FOB
DATE:	9/6/2012 PO box 185	Clear Lake
DELIVERY		QUOTE VALID
DATE:		60 days
160 days	Clear Lake, Iowa 50428	

Quantity	Description	Amount
1	2013 Life Line type 1 modular ambulance, 168" x 96" x 72" headroom. Ford F-450 XLT, 16,500# GVW, 189" wheelbase, and 6.7 turbo diesel engine. Kelderman electronic air ride with lowering feature.	\$156,210.00
	Options:	
	4-wheel drive	\$3,000.00
	paint and lettering allowance	\$2,500.00
	total	\$161,710.00
	1- Ford government rebate	\$3,700.00
	1- trade 2006 remount. As is	\$5,000.00
	total	\$153,010.00
	Options: If customer elects not to trade you may deduct \$3,000.00 in lieu of the \$5,000 trade. If unit is repared there would be additional trade in value.	
	If customer elects to buy a new unit from EVSS and does not repair the trade in ambulance, we will furnish a loaner ambulance until the new unit arrives.	

Customer _____

Salesman _____



2013 LIFE LINE SUPERAERO TYPE I

1 2013 Life Line Type I Modular Ambulance, 168" x 96" x 68" headroom. Ford F-450 XL, 16,500# GVW, 189" wheelbase, and 6.7 turbo diesel. Kellderman Electronic air ride with lowering feature. 850 Electrical System. \$143,000.00
(Add \$3,600.00 for 4-Wheel Drive.)

Body Options:

1 72" Headroom in lieu of standard. \$500.00
 1 Polished stainless fuel fill protector. \$100.00
 1 Cross lay backboard storage P1 and D1 \$1,000.00
 1 D3 Compartment left rear dual access into interior. \$500.00
 1 3" Drop skirt in front of rear wheels with dual step side entry door. \$1,150.00
 2 Electric door locks. Module entry doors. STD
 1 Hidden unlock switch rear license plate holder. \$125.00
 1 Lock/unlock switch interior left rear entry door. Switch \$195.00
 1 Stair chair rack on D3 door. \$175.00
 1 Opening window with screen over squad bench. \$275.00
 1 Privacy slide with marker board on window over squad bench \$175.00

Chassis

1 Pair PIAA dichroic fog lights. \$310.00

Electrical Options:

4 110V/12V, LED lights down center wiring channel. \$500.00
 2 Additional 110V duplex outlets. 1 telemetry area. 1 right wall over cabinet in front of squad bench. \$120.00
 1 Vanner 1050 watt inverter with built-in battery charger/conditioner. \$1,300.00
 8 Whelen led ceiling lights in lieu of std. \$800.00
 1 Electric O2 On/off with manual by-pass. Std.
 1 Electronic O2 contents gauge, low pressure alarm, and regulator. Std.
 1 Full screen GPS. Std.
 1 Interior/exterior temperature. Std.
 1 Rearview camera. Std.
 1 15 Minute light timer. Std.

Lights & Siren:

2 Whelen 700 LED grille lights. Std
 2 Whelen 700 LED intersection lights. Std
 4 Whelen 900 LED, 2 each side Std
 2 Whelen 900 LED light rear, upper corners. Std
 1 Additional 900 LED light rear module. Total two window level \$300.00
 4 Additional 900 led lights front module. (total 7) \$1,200.00
 1 Carson SA441-17F Mag-Force mechanical dual amp siren. \$100.00

2012 LIFE LINE SUPERAERO TYPE I
PAGE 2

1- Whelen AFM560 led flasher for front module 900 led lights. \$220.00

Miscellaneous Options:

1 Pair Kenwood stereo speakers built into rear headliner. Fader switch in action area. \$130.00
1 Intellitec clock/time manager. Back wall squad bench side. \$225.00
1 LED Exterior compartment lights. Std.

Interior Options:

1 Storage under CPR seat with pneumatic hold open. \$75.00
1 Cabinet over side seat. \$100.00
1 35" Wide CPR seat in lieu of standard. N/C
1 Front attendant seat on swivel base. \$100.00
1 Drug locker cabinet over dual access. \$10.00
1 Cabinet over squad bench. 8" Deep. \$300.00
1 Single cabinet over action area. N/C
1 Single cabinet over telemetry area. N/C
1 Slanted switch panel. Additional storage section. \$100.00
1 Pocket sliding door on cabinet under action area. \$75.00
1 Ducted Heat and Air. \$1,400.00
1 Center console in cab with clipboard pockets & cup holders. \$650.00
1 Cabinet front squad bench. \$300.00

O2/Suction:

1 Flush SSCOR suction regulator in lieu of standard.
1 Cabinet under pass-thru. \$500.00

Total... \$156,210.00