COUNCIL COMMUNICATION

CITY OF DES MOINES CITY MANAGER'S OFFICE	Meeting:	**October 19, 2026**	
	Agenda Item: **28**	Roll Call:	**26-1202**
	Submitted by:	**Jonathan Lund, Fire Chief**	

AGENDA HEADING:

Approving the purchase of four (4) Type 1 ambulances for use by the Fire Department.

SYNOPSIS:

Recommend approval of the quote received from Foster Coach Sales, Inc. (903 Prosperity Drive, Sterling, IL 61081; Steve Foster, President) for: the purchase of four (4) Type I replacement ambulances.

FISCAL IMPACT:

Amount: $1,703,420.00

Funding Source: Fiscal Year (FY) 2025-2029 Capital Improvement Program (CIP), Page 49, Fire Equipment Acquisition, GEMT Funds.

ADDITIONAL INFORMATION:

- The Type 1 ambulance has been competitively bid and is available from REV Group, doing business as (d/b/a) Horton Emergency Vehicles, pursuant to Sourcewell Cooperative Purchase Contract No. 122123-RVG and short form agreement No. W25-333, and through use of REV Group's local vendor Foster Coach Sales, Inc. (903 Prosperity Drive Street, Sterling, Illinois 61081; Steve Foster, President).
    - Foster Coach ambulance sales anticipate a three (3)-year lag until receipt of these ambulances. The four (4) ambulances are being procured out of the FY2029 and FY2030 CIP budgets.
    - Unit Costs – $425,855 per unit, purchasing four (4) units.

- Power Loads and Power Cots will be purchased during a separate procurement due to a three (3)-year lag time on receiving the ambulances and due to the cost and warranty implications.

PREVIOUS COUNCIL ACTION(S):

Date: March 24, 2025

Roll Call Number: 25-0451

Action:. Purchase from local vendor Foster Coach Sales, Inc. (Steve Foster, President) of seven (7) Type 1 ambulances per Sourcewell Cooperative Agreement for use by the Fire Department, and authorizing negotiation and execution of Supplemental Agreement with REV Group, Inc. d/b/a Horton Emergency Vehicles, $3,011,372. (Council Communication No. 25-114) Moved by Gatto to adopt. Second by Coleman. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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