



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3939

**EXECUTIVE SUMMARY**

To: Patti McLauchlin, City Manager  
From: Keith Hernandez, Division Chief of EMS, KWFD  
Date: June 8, 2022  
Reference: New Ambulance Purchase

**Action Statement:**

Respectfully request City Commission approval for the purchase of one (1) One 2023 Demers MXP170 Ambulance, on a 2024 Ford F-450 gas chassis for a cost of \$245,737, pursuant to the City of Code of Ordinances Sec 2-797 (3), Purchases and acquisitions under contracts of federal government, the state or its political subdivisions, and governmental purchasing cooperative programs via the Florida Sheriffs' Association Contract (FSA) # FSA 20-VEF14.01 Specification # 01 for Ambulances and Other Equipment.

**Background:**

An adequate fleet of rescue ambulances is vital for KWFD to safely transport patients to the Emergency Department while providing lifesaving care. If approved, this ambulance would replace Rescue 1, a Horton Ambulance purchased in 2017 at a cost of \$198,156.00. Rescue 1 would remain in our fleet as a reserve and special events vehicle.

The Fire Department proposes this Demers ambulance for the following reasons:

- After diligent review of all manufactures, Demers has shown exceptional craftsmanship, quality, and estimated delivery time.
- Demers Ambulances is one of the largest, most trusted ambulance design and manufacturers in the world.
- Ten-8 has consistently delivered orders in a timely and efficient manner on our previous apparatus purchases, and their service after the investment has been excellent.
- This purchase will continue our goal of providing the best quality EMS care to our community.

The bid was awarded on behalf of the Florida Fire Chiefs' Association, Florida Sheriffs' Association, and the Florida Association of Counties for participating agencies in the State

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of Florida and is commonly referred to as the FSA Bid. Ten-8 is the authorized Demers dealer for the State of Florida and is an authorized listed dealer in the FSA Contract. The FSA Contract price is \$286,061. They have included additional discounts for a multiple vehicle purchase (Pierce Aerial/ Pierce Pumper, purchased 11/2021) in the amount of \$27,674, a deduction for a gasoline engine \$12,650, which results in a total of \$245,737.00.

**Financial Impact:**

The cost to the City for this ambulance purchase would be \$245,737.00. The purchase of this new rescue was adopted into the FY 2021/2022 budget under Infrastructure Surtax EMS 101-2601-526-6400 account for \$220,000. The remaining balance of \$25,737 would be funded through a transfer from the Infrastructure Surtax Reserve 101-1900-519-9803 account.

**Recommendation:**

Respectfully request City Commission approval for the purchase of (1) One 2023 Demers MXP170 Ambulance, on a 2024 Ford F-450 gas chassis, for a cost of \$245,737, pursuant to the City of Code of Ordinances Sec 2-797 (3), Purchases and acquisitions under contracts of federal government, the state or its political subdivisions, and governmental purchasing cooperative programs via the Florida Sheriffs' Association Contract (FSA) # FSA 20- VEF14.01 Specification # 01 for Ambulances and Other Equipment.

***Keith Hernandez, Division Chief of EMS***

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