

**TO:** Mayor and City Council

**FROM:** Tim Malchow, EMS Chief

**SUBJECT:** Ambulance 3 Remount

**DATE:** April 15, 2025

### **BACKGROUND**

Historically, we have replaced an ambulance every three years. This rotation ensures that our oldest ambulance is nine years old at the time of replacement. We have found that after nine years, maintenance costs increase dramatically each year we continue to keep the unit in service.

To maintain reliable service, we have traditionally purchased new ambulances, which come with warranties and help minimize downtime. However, the cost and lead times for new ambulances have significantly increased. Currently, the lead time for new ambulances range from 900 to 1,200 days.

In light of these challenges, MacQueen Emergency Group has submitted a proposal for remounting an existing ambulance. MacQueen is located in St. Paul, making it convenient for any follow-up service or warranty work after the remount is completed.

Remounting offers a cost-effective alternative while still ensuring reliability, quicker turnaround, and continued service life for our fleet.

### **REQUESTED COUNCIL ACTION**

Motion to approve the ambulance remount project with MacQueen Emergency Group for a price not to exceed \$213,000.00 at today's cost. Pricing is based on a competitive bid process through Sourcewell, a national cooperative purchasing program. Authorize the EMS Chief to execute all necessary paperwork related to the ambulance remount process.



IOWA ILLINOIS MICHIGAN MINNESOTA NORTH DAKOTA SOUTH DAKOTA

EM-102f Ambulance

April 10th, 2025

EMS Chief Tim Malchow  
Cannon Falls Ambulance  
918 River Rd  
Cannon Falls, MN 55009

Subject: **Proposal for one (1) Remounting of Horton Ambulance  
Specification Reference Quote 26435**

Dear Chief Malchow,

With regard to the above subject, please find attached our completed proposal.

**Pricing Summary:**

Sale Price – **\$210,553.00\***  
**\*Sourcewell Ambulance Remount Contract 122123-CRR**

**Terms and Conditions:**

Taxes – Not Applicable  
Freight – Not Included in Price. Pricing and method to be determined at time of delivery.  
Terms – Net due prior to vehicle(s) release at MacQueen facility.  
Delivery\* – 3 - 4 months once entering production.

*\*Due to global supply chain constraints, any delivery date contained herein is a good faith estimate as of the date of this order/contract, and merely an approximation based on current information. Delivery updates will be made available, and a final firm delivery date will be provided as soon as possible.*

Said ambulance and equipment are to be remounted, built, and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or international conflicts, or other causes beyond our control not preventing, could alter the delivery schedule.

The specifications herein contained, shall form a part of the final contract, and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

Various state or federal regulation agencies (e.g., NFPA, DOT, EPA) may require changes to the Specifications and/or the Product and in any such event any resulting cost increases incurred to comply therewith will be added to the Purchase Price to be paid by the Customer. Any future drive train upgrades (engine, transmission, axles, etc.) or any other specification changes have not been calculated into our annual increases and will be provided



IOWA ILLINOIS MICHIGAN MINNESOTA NORTH DAKOTA SOUTH DAKOTA

at additional cost. The Company reserves the right to update pricing in response to manufacturer-imposed increases as a result of PPI inflation. The Company will document and itemize any such price increase for the Customer's review and approval before proceeding. Should the customer choose not to accept the pricing update, the customer has the ability to cancel without penalty.

This proposal for ambulance apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all KKK Guidelines for Ambulance Apparatus as published at the time of bid, except as modified by customer specifications.

The attached proposal is valid for thirty (30) days.

We trust the above and the enclosed to be full and complete at this time; however, should you have any questions or require additional information, please do not hesitate to contact me at 651-329-3284 or [kevin.devoy@macqueengroup.com](mailto:kevin.devoy@macqueengroup.com).

We wish to thank the Cannon Falls Ambulance for the opportunity to submit our proposal.

Respectfully,

*Kevin Devoy*

Kevin Devoy  
Ambulance Sales  
MacQueen Equipment LLC  
DBA MacQueen Emergency Group