

**AGENDA ITEM EXECUTIVE SUMMARY**Agenda Item number: **6a**

Title:

Recommendation to approve the purchase of a Ferno INX Inline Cot and Inline Fastener System as approved by the Tri City Ambulance Board

Presenter:

Fire Chief Joseph Schelstreet

Meeting: Government Operations Committee

Date: January 3, 2017

Proposed Cost: \$38,826.35

Budgeted Amount: \$39,000

Not Budgeted: ☐**Executive Summary (if not budgeted please explain):**

The Tri-City Ambulance Board, as part of the current Tri-City Ambulance budget, approved the purchase of one Ferno INX Inline Cot and Inline Fastener at their regular meeting held on December 9, 2016. The newly purchased cot will be placed in the new Batavia ambulance that is scheduled for delivery in April 2017. This unit was selected as it functions as a power cot which can lessen the risk of back injury to ambulance and fire department personnel.

Currently, the ambulance cot industry has two manufacturers of power ambulance cots. The manufacturers are Ferno and Stryker. Medic 252 housed in Geneva, has the Stryker Power Cot and Power Load fastening system. After previous demonstrations by Ferno's INX Inline Cot, a side by side field test between the two manufacturers was completed by staff. The Ferno INX Inline Cot outperformed the Stryker Power Cot. The cost of the Ferno unit is less than its competitor Stryker by \$1,538.75. The selection of Ferno was approved by the Tri-City Ambulance Board of Directors at the regular meeting December 9, 2016.

The purchase price of \$38,826.35 includes the following:

INX Inline Cot

Inline Fastener

INX IV Pole

O2 Holder

INX Soft Net

Bariatric Surface Extenders

Attachments (please list):

Quotes from Ferno and Stryker

Recommendation/Suggested Action (briefly explain):

Recommendation to approve the purchase of a Ferno INX Inline Cot and Inline Fastener System as approved by the Tri City Ambulance Board.



877.733.0911
www.Ferno.com

**QUOTATION PREPARED FOR OUR VALUED CUSTOMER
TRI-CITY AMBULANCE**

Account ID: _____ **PO Ref:** _____ **Quote #** 00018630 **Date Quoted:** 8/22/2016

Customer Contact: Stephanie Hanson	Billing Address: Tri-City Ambulance 112 N. First Ave St. Charles, IL 60174 US	Shipping Address: Tri-City Ambulance 112 N. First Ave St. Charles, IL 60174 US
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Terms TBD	Valid 30 Days	FOB Origin	Ship Via Please Select
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Qty	Item#	Product Description	Preferred Cust. Price	Extended Price
1		INX INLINE Cot Ship Kit INLINE Fastener INX IV POLE O2 Holder iNX Soft Next Bariatric Surface Extenders	38,826.35	38,826.35

Approval: _____
Printed Name Signature

Subtotal 38,826.35
Sales Tax .00
Ship Quote: 150.00
Your Price 38,976.35

Credit Card: _____ Secure Code: _____ Exp: _____

Comments: If not quoted, taxes & shipping charges are extra. Thank you for your business.

Your Sales Representative is:

Roy Agostini
r.agostini@ferno.com
(260)498-0795

**Thank you for allowing the Ferno
team to serve you!**

Your Customer Service Contact is:

Michelle Cline
m.cline@ferno.com

**** Order subject to approval by Ferno. If not quoted, shipping and any applicable sales tax will be added to invoice. Credit cannot be allowed on returns of special or modified items. Prices and specifications are subject to change without notice.**



Comprehensive Quotation

Sales Account Manager

John Fischer
john.fischer@stryker.com
Cell: -(847) 989-4536
Fax: -(815) 578-1679

Remit to:

P.O. Box 93308
Chicago, IL 60673-3308

End User Shipping Address

1161279
TRI CITY AMB CITY OF ST CHARLES
2 E MAIN ST
ST CHARLES, IL 60174-1936

Shipping Address

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ST CHARLES, IL 60174-1936

Billing Address

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TRI CITY AMB CITY OF ST CHARLES
2 E MAIN ST
ST CHARLES, IL 60174-1936

Customer Contact	Ref Number	Date	PO Number	Reference Field	Quote Type
	5300619	12/14/2016	QUOTE		

Line #	Quantity	Item Description	Part #	Unit Price	Extended Price	Item Comments
1.00	1	Power-PRO XT	6506000000	\$17,673.00	\$17,673.00	
		Options				
	1	Power-PRO XT	6506000000	\$13,989.00	\$13,989.00	
	1	XPS Option	6506040000	\$1,656.00	\$1,656.00	
	1	Power-LOAD Compatible Option	6506127000	\$1,403.00	\$1,403.00	
	1	3 Stage IV Pole PR Option	6500315000	\$285.00	\$285.00	
	1	Retractable Head Section O2	6085046000	\$152.00	\$152.00	
	1	Head End Storage Flat	6500128000	\$115.00	\$115.00	
	1	Equipment Hook	6500147000	\$44.00	\$44.00	
	1	SMRT Charger Mounting Bracket	6500034000	\$29.00	\$29.00	
	1	Dual Wheel Lock	6086602010			
	1	PR Cot Retaining Post	6085033000			
	1	Power Pro Standard Components	6506026000			
	1	No Runner/HE O2	0054200994			
	1	Trendelenburg	6085031000			
	1	English Manual	6506600000			
	1	120V AC SMRT Charging Kit	6500028000			
	1	Short Hook	6060036017			
	1	XPS Knee Gatch Bolster Matrss	6500003130			
	1	No Steer Lock Option	6506037000			
	1	3 YR X-Frame Powertrain Wrnty	7777881669			
	1	2 Yr Bumper to Bumper Warranty	7777881670			
	1	DOM SHIP (NOT HI, AK, PR, GM)	0054030000			
	1	X-RESTRAINT PACKAGE	6500001430			
	1	STANDARD FOWLER	6506012003			
2.00	1	PowerLOAD	6390000000	\$22,692.00	\$22,692.00	
		Options				
	1	PowerLOAD	6390000000	\$22,692.00	\$22,692.00	
	1	Standard Comp 6390 Power Load	6390026000			
	1	English Manual	6390600000			
	1	1 year parts, labor & travel	7777881660			
	1	UNIVERSAL FLOORPLATE OPTION	6390028000			
	1	English Option, Manual	6390020000			



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Note:
SHIPPING IS NO CHARGE. LEAD TIME APPROX 8-9
WEEKS. INSTALLATION TO BE PERFORMED BY
QUALIFIED DEALER/MECHANIC (NOT INCLUDED).

Product Total	\$40,365.00
Freight	\$0.00
Tax	\$0.00
Total Incl Tax & Freight	\$40,365.00

☐ Signature: _____ Title/Position: _____ Date: _____

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

Terms: Net 30 Days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-STRYKER.

Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.