

Johnson County  
Ambulance District  
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**Date:** June 24, 2025

**To:** Board of Directors

**Subject:** Recommendation for Ambulance Fleet Purchases – Remounts and New Units

### Summary

This memo outlines a strategic recommendation for the procurement of four ambulance units to replace aging vehicles in our EMS fleet. The proposed purchase includes:

- **Two remounted ambulances** on new Ford F-550 4x4 gasoline chassis
- **Two new Type III ambulances** on Ford E-450 2WD gasoline chassis

The total cost of the recommended procurement is \$1,120,205.40. This approach balances operational readiness, long-term cost efficiency, and fleet modernization needs, while accounting for manufacturer lead times and current vehicle condition.

### Remounted Ambulances – Ford F-550 4x4 Chassis

- Unit Cost: \$252,371.45
- Quantity: 2
- Total Cost: \$504,742.90
- Lead Time: 465–600 days
- Payment Terms: Final payment upon delivery
- Optional Down Payment Savings: ~\$7,000

### Justification:

The vehicles selected for remount have each exceeded 350,000 miles, resulting in increasing maintenance costs and frequent service disruptions. However, their patient modules remain in excellent condition and are already equipped with our proprietary safety seat infrastructure—an essential feature for enhancing crew safety during transport.

By remounting these modules onto new Ford F-550 4x4 gasoline chassis, we retain key safety features and realize significant cost savings compared to purchasing new builds. Notably, older units in our fleet that lack the safety seat infrastructure are not viable candidates for remounting.

### New Type III Ambulances – Ford E-450 2WD Chassis

- **Unit Cost:** \$307,731.25
- **Quantity:** 2
- **Total Cost:** \$615,462.50
- **Lead Time:** 900–1,080 days
- **Payment Terms:** Full payment due at delivery

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- **Optional Prepayment Savings: ~\$8,000**

**Justification:**

Truck 10 and Truck 7 currently have over 383,000 and 392,000 miles, respectively, and have reached the end of their operational life. These new Type III ambulances will allow us to retire these high-mileage units while standardizing the fleet around the safety seat system, ensuring uniform safety standards for patients and EMS personnel alike.

**Procurement Recommendation Summary**

Item	Amount
Remounted Units (2)	\$504,742.90
Down Payment Discount	-\$7,000.00
Total (Remounts)	\$497,742.90
Capital Budget Allocation	\$330,000.00
Remaining Balance (Due at Delivery)	\$167,742.90

**Remount Recommendation:**

I recommend the purchase of two remounted ambulances from American Response Vehicles at a discounted total of \$497,742.90, utilizing the 2025 Capital Ambulance Purchase Budget of \$330,000 as a down payment. The remaining \$167,742.90 will be due upon delivery, anticipated between Q4 2026 and Q1 2027.

**New Unit Recommendation:**

I recommend the order of two new Type III ambulances from American Response Vehicles at a total cost of \$615,462.50. No down payment is recommended. Full payment will be due upon delivery, projected in 2028.