



City of Racine, Wisconsin

Sole Source, Public Exigency or Previous Provider Form

Department: **FIRE DEPARTMENT**

Date: **November 24, 2025**

Supplier|Contractor: **FOSTER COACH, STERLING IL** (Vendor Number 108)

Procurement – In accordance with Sec. 46-28 of the City of Racine Code of Ordinances, professional services may be procured without bidding under certain circumstances.

Business Rationale

1. Provide detailed information about why you need to acquire these professional services:

For many years the fire department has standardized fire apparatus and our medical response units (rescue squads) on a basic design that is functional, and easily maintained. In addition we have moved away from extensive customization which is expensive to a more utilitarian design that accomplishes our operational needs. Since 2006 we have waived formal bidding on several medical response units (ambulance) with significant success and always under budget.

2. Has your department procured these services in the past? **Yes**

If yes, who was the contractor/supplier and was the requirement competitively bid or sold source? What was the last date and price paid for the services?

FOSTER COACH OF STERLING IL UTILIZING A FORD F450 CHASSIS AND A HORTON AMBULANCE BOX. The Horton Ambulance Box is under the Sourcewell Contract 122123-RVG.

Purchase order issued on December 7th, 2022 with delivery in 2023. Purchase price \$226,102 per unit plus Power-Cot system.

3. What are the unique qualifications this supplier/contractor possesses? Provide specific, measurable, qualifications/factors.

- Knowledgeable Sales and Support Staff. They have always made themselves available on very short notice to answer questions or meet on technical issues that occasionally arise.
- Technical Engineering – Foster Coach working with Ford Motor Company and Horton Ambulance Company has redesigned and improved the construction of this new ambulance which gives the vehicle a life expectancy of 10+ years.
- Standardization of Equipment. This allows us to put the same equipment in the same location on all of the rescue squads which facilitates quicker access by crews on the scene of an emergency. You do not need to hunt down equipment in odd compartments due to different placement of compartments.
- The medical response unit is built for Wisconsin weather. Hot, cold, rain, snow, sleet, ice, and road salt is all part of the Wisconsin experience. Older fire department apparatus built by suppliers well south of Wisconsin have suffered major electrical and corrosion issues due to our environment. A quality control and engineering issue.
- Maintenance – When maintenance issues arise Foster Coach is quickly able to send their representatives or mechanics to us within a few hours of identifying a problem and recommend appropriate repairs. In addition Foster Coach has been very responsive to issues that have arisen when the vehicles have been outside their normal warranty period.
- Parts – With Foster Coach located in Sterling, Illinois they have a well-stocked warehouse of spare parts that can be acquired the same day or overnight depending on the severity of the failure.
- Foster Coach has always been willing to provide a loaner medical response unit when one of our primary units is down for repair.

4. If a public exigency exists, please explain.

At the present time estimated delivery for the new Medical Response Unit (ambulance) is 300 days from placement of the order.

5. Were alternative services evaluated? Yes

If yes, what were they and why were they unacceptable?

Cost. To purchase a similar unit to the one being requested here exceeded \$350,000 and we would lose parts compatibility with existing parts inventory and equipment. The fleet mechanic would also need significant additional training on a new manufacturer of the ambulance.

6. What efforts were made to get the best possible price?

Yes.

We used the exact same minimal specifications as in previous ambulances with no changes. It is a set of specifications that have worked exceptionally well for us. Additionally we are now using the Sourcewell contract for Horton (122123-RVG)

7. Will this purchase obligate the City to this supplier/contractor for future purchases, for example licensing or continuing need? No
8. Why is the price for this purchase of professional services considered to be fair and reasonable?

Unfortunately costs of raw materials and parts have risen dramatically since January of 2025 going up almost 25% for aluminum used in the construction of the ambulance. To delay the a purchase we would need to potentially adjust the CIP for 2026.

9. Amount to be paid: \$330,000 based on the current quote from Foster Coach. (Raw materials increases could occur)
10. What will be the financial or other impact to your department if this source is not approved and a competitive bid is required?

Significantly higher cost to the department and the City by delaying until after January 30, 2026.

Term

One time purchase

Source procurement begin date: ASAP

Source procurement end date: December 2026 (estimated delivery 300 days from placing the order.

Number of potential renewal options: None