

SUBJECT: Authorizing The Purchase From FERNO In The Amount Of \$868,372.76, Power X-2 Ambulance Stretcher Platforms With Pro F1 Mounting Systems.

AGENDA OF: May 19, 2026

ASSEMBLY ACTION: Approved under the consent agenda 05/19/26 - BJH

AGENDA ACTION REQUESTED: Present to the Assembly for consideration.

Route To:	Signature
Purchasing Director	5/6/2026 X R u s t i n K r a f f t S i g n e d b y : R u s t i n K r a f f t
Emergency Services Director	5/6/2026 X K e n B a r k l e y S i g n e d b y : K e n n e t h B a r k l e y
Finance Director	5/7/2026 X C h e y e n n e H e i n d e l S i g n e d b y : C h e y e n n e H e i n d e l
Borough Attorney	5/7/2026 X N i c h o l a s S p i r o p o u l o s S i g n e d b y : N i c h o l a s S p i r o p o u l o s
Borough Manager	5/7/2026 X M i c h a e l B r o w n S i g n e d b y : M i c h a e l B r o w n
Borough Clerk	5/7/2026 X L o n n i e M c K e e S i g n e d b y : L o n n i e M c K e e

ATTACHMENT (S) : FERMO QUOTE

SUMMARY STATEMENT: EMS has completed its evaluation of ambulance stretcher systems offered by the two primary manufacturers, Stryker and Ferno. Based on this review, EMS has selected the Ferno Power X-2 as its new standard stretcher platform, replacing the Stryker Power Pro XT, and will also transition to the Ferno Pro F1 mounting system. A portion of the existing stretcher fleet has been in service since 2007 and has reached the point of replacement.

This change will enhance occupant and patient safety by improving stretcher securement and crash performance within the ambulance

patient compartment. The selected mounting system also provides forward compatibility should the Borough pursue powered autoloader systems in the future. In addition, the new stretcher platform includes several design improvements intended to support patient comfort and reduce ergonomic strain on field personnel, including:

- Relocation of the portable oxygen cylinder closer to the patient's head.

- Surface extenders to better accommodate larger patients

- Knee gatch positioning for improved patient comfort.

- Integrated LED lighting beneath the stretcher for improved visibility in low-light conditions

The purchase also includes a five-year essential protection and maintenance plan.

This purchase is being made directly from the manufacturer and incorporated Sourcewell pricing, saving the Borough \$266,581.76 off standard pricing.

Funding for this purchase is through a Capital Improvement Project account, Project number 45225-1844 and 45225-1847

RECOMMENDATION OF ADMINISTRATION: Authorize the purchase of 22 Power X-2 stretcher platforms and Pro F1 mounting systems from FERNO in the amount of \$868,372.76

MATANUSKA-SUSITNA BOROUGH

FISCAL NOTE

Agenda Date: May 19, 2026

SUBJECT: Award FERNO in the amount of \$868,372.76 to purchase Power X-2 Ambulance Stretcher Platforms with Pro F1 Mounting Systems.

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT YES NO
AMOUNT REQUESTED \$868,372.76	FUNDING SOURCE Ambulance and EMS Capital Projects
FROM ACCOUNT # 425.000.000 4xx.xxx	PROJECT# 45225-1800-1844/1847
TO ACCOUNT :	PROJECT #
VERIFIED BY: X <u>L i e s e l Z a n t o</u> Signed by: L i e s e l Z a n t o	CERTIFIED BY:
DATE:	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	868.4					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	868.4					
TOTAL	868.4					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____

DEPARTMENT: _____ DATE: _____



Recoverable Signature

X

C h e y e n n e H e i n d e l

APPROVED BY: _____ DATE: _____

Signed by: C h e y e n n e H e i n d e l

**Quote Prepared For Our Valued Customer:****Mat-Su Borough DES**

Buying Group: SOURCEWELL Contract

Quote #: 25196

Customer Contact:

Michael Blecker

Billing Address:

Mat-Su Borough DES

Palmer, AK 99645

Shipping Address:

Mat-Su Borough DES

Palmer, AK 99645

Quote Valid Until: Apr 30, 2026

Member Number 100542

Your Sales Representative is:**Amy Cavellini****a.cavellini@ferno.com****415-407-9203****Your Customer Service Contact is:****Lora Eldridge****l.eldridge@ferno.com****(877) 733-0911**

Item #	Product	Qty	Unit Price	Total Savings	Total Price
0015816	POWER X2	22	\$ 564,960.00	\$ 112,992.00	\$ 451,968.00
1406200	OPTION, SAE, WITH ICS	22	\$ 54,142.00	\$ 10,828.40	\$ 43,313.60
1406210	OPTION, SURFACE EXTENDER	22	\$ 67,100.00	\$ 13,420.00	\$ 53,680.00
1406214	PX2 - OPTION, DIRECTIONAL WHEEL LOCK	22	\$ 26,730.00	\$ 5,346.00	\$ 21,384.00
1406219	OPTION, KNEE GATCH LEGREST	22	\$ 25,520.00	\$ 5,104.00	\$ 20,416.00
1406205	OPTION, LOAD FRAME O2	22	\$ 7,062.00	\$ 1,412.40	\$ 5,649.60
0822541	STO-NET, LOAD FRAME POWER X2	22	\$ 3,542.00	\$ 637.56	\$ 2,904.44
0374907	POUCH, BKREST STORAGE, PWR X1	22	\$ 8,624.00	\$ 1,724.80	\$ 6,899.20
1406238	OPTION IV POLE R, POWERX2	22	\$ 18,832.00	\$ 3,766.40	\$ 15,065.60
0822545	KIT, PX2 PUSH/PULL HANDLE	22	\$ 9,790.00	\$ 1,762.20	\$ 8,027.80
0822484	ENDURACHARGE BATTERY LI-ION	22	\$ 21,010.00	\$ 5,042.40	\$ 15,967.60
PROF1 UFPDC	PRO F1 W/UFP DC	18	\$ 171,090.00	\$ 34,218.00	\$ 136,872.00
0990117	TRADE IN PRODUCT	22	\$ 0.00	\$ 62,500.00	\$ -62,500.00
7000615	SA-POWER X2 ESSENTIAL PLAN, 5Y	22	\$ 156,552.00	\$ 7,827.60	\$ 148,724.40

Hard Copy PO Required? ☐ Yes ☐ No

Approval: _____
Printed Name Signature

Subtotal: \$ 868,372.24
Savings: \$ 266,581.76
Sales Tax: \$ 0.00
Shipping Quote: \$ 0.00
Your Price: \$ 868,372.24

Credit Card: _____ Code: _____ Exp: _____

Comments:

Order subject to credit 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.

70 Weil Way / Wilmington, Ohio 45177 / info@ferno.com / 888.388.1349 FAX