



Office of the City Manager

CONSENT CALENDAR
September 29, 2026

To: Honorable Mayor and Members of the City Council

From: Paul Buddenhagen, City Manager

Submitted by: Jamie Parks, Director, Public Works

Subject: Purchase Order: Braun Northwest, Inc. for One 2027 Ford F-450 North Star Ambulance Body Remount to a New Chassis

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a purchase order with Braun Northwest, Inc. for one 2027 Ford F-450 North Star ambulance body remount to a new chassis in an amount not to exceed \$260,000.

FISCAL IMPACTS OF RECOMMENDATION

The FY 2027 Adopted Public Works Department Equipment Replacement Fund (Fund 671) budget includes funding for this purchase. The requested \$260,000 authorization includes the vendor's purchase price, estimated sales tax, and a contingency for unforeseen costs associated with completing the remount. Any expenditure exceeding the authorized not to exceed amount is subject to Council approval.

Cost Component	Amount
Braun Northwest, Inc. HGACBuy purchase price	\$220,705.25
Estimated sales tax (10.25%)	\$22,622.29
Contingency for pricing adjustments and unforeseen costs	\$16,672.46
Total not-to-exceed authorization	\$260,000.00

The sales-tax amount is an estimate calculated from the vendor's total purchase price and is subject to confirmation by Public Works Administrative and Fiscal staff.

CURRENT SITUATION AND ITS EFFECTS

The Fire Department needs to remount one existing North Star ambulance body onto a new 2027 Ford F-450 four-wheel-drive diesel chassis. The existing ambulance chassis was placed into service in 2020. Because of the time required to manufacture the new chassis, complete the remount, and place the ambulance into service, the existing chassis is expected to be approximately six to seven years old when the project is completed in FY 2027 or FY 2028.

Initiating the purchase now allows the City to complete the chassis replacement through a planned process before the condition or reliability of the existing chassis affects the availability of frontline emergency medical services. The customized North Star ambulance body remains suitable for continued service and will be retained, refurbished, and installed on the new chassis. This approach preserves the City's investment in the existing ambulance body while avoiding the higher cost of purchasing a complete new ambulance.

Braun Northwest, Inc.'s July 24, 2026 HGACBuy Contract Pricing Worksheet identifies the work as a remount of a North Star module onto a Ford F-450 regular-cab chassis. The purchase includes the published options and customized components necessary to preserve the ambulance's existing appearance, functionality, emergency equipment, and operational configuration. The worksheet lists a purchase price of \$220,705.25. The vendor's production and delivery schedule is subject to change because of global supply-chain constraints.

Maintaining a reliable ambulance fleet is essential to the Fire Department's ability to respond to medical emergencies, provide treatment, and transport community members. This purchase supports the City's Strategic Plan goal to create a resilient, safe, connected, and prepared city.

Effective January 1, 2026, local agencies are required to satisfy noticing requirements for certain service contracts that meet the criteria established by Government Code Section 3504.1, as amended by Assembly Bill 339. This purchase does not meet those criteria and is therefore exempt from the noticing requirement.

BACKGROUND

The City may use pricing obtained through a competitively solicited cooperative purchasing agreement when procuring goods and services. The City has participated in the Houston-Galveston Area Council cooperative purchasing program (HGACBuy) since 2008.

On June 9, 2023, HGACBuy issued Request for Proposal No. AM10-23 for ambulances, emergency medical services vehicles, and other special-service vehicles. The solicitation was nationally advertised for 48 days, and 23 proposals were submitted. HGACBuy selected Braun Northwest, Inc. as a responsive and responsible proposer and awarded Contract No. AM10-23 effective October 1, 2023.

The current HGACBuy worksheet prices one remount at \$220,705.25. Of that amount, \$82,643 represents published and customized options. Braun Northwest, Inc. confirmed that these options are necessary to maintain the ambulance's existing appearance and functionality because some existing items cannot be reused during the remount. The worksheet includes a \$600 HGACBuy order-processing charge, a \$1,500 contract discount, and a \$12.25 California tire tax.

In a prior ambulance-remount purchase, the Council authorized remounting customized North Star ambulance bodies onto new Ford F-450 chassis. That prior action demonstrates the City's established use of remounting as an alternative to full ambulance replacement.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

Public Works evaluates the feasibility and availability of fully electric vehicles and hybrid-electric powertrains when purchasing fleet vehicles. For the City's prior ambulance-remount procurement, staff determined that viable electric or hybrid-electric ambulance chassis were not available. Reusing the existing ambulance body avoids replacing the complete vehicle and extends the useful life of a specialized City asset.

RATIONALE FOR RECOMMENDATION

A reliable ambulance fleet is essential to the Fire Department's ability to respond to medical emergencies, provide treatment, and transport community members. Remounting the serviceable, customized ambulance body onto a new chassis maintains operational capability while avoiding the higher cost of purchasing an entirely new ambulance. Using the competitively solicited HGACBuy contract provides established pricing for the remount and associated options.

ALTERNATIVE ACTIONS CONSIDERED

The City could purchase a complete new ambulance instead of remounting the existing body. Staff does not recommend that alternative because it would replace a specialized body that remains suitable for continued use and is expected to cost more than the proposed remount. City staff cannot perform the specialized chassis remount, refurbishment, electrical, paint, graphics, and emergency-equipment integration work in-house.

CONTACT PERSON

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John Trepczynski, Equipment Maintenance Superintendent, Public Works, 510-981-6469

John Fischer, Deputy Fire Chief, Fire Department, 510-981-5515

Attachment:

1: Resolution

RESOLUTION NO. ##,###-N.S.

**PURCHASE ORDER WITH BRAUN NORTHWEST, INC. FOR ONE 2027 FORD F-450
NORTH STAR AMBULANCE BODY REMOUNT TO A NEW CHASSIS**

WHEREAS, the Fire Department needs one existing North Star ambulance body remounted onto a new 2027 Ford F-450 chassis to maintain reliable emergency medical response capability; and

WHEREAS, the existing North Star ambulance body is customized for Fire Department operations and can be retained, refurbished, and remounted to extend its useful service life; and

WHEREAS, on June 9, 2023, the Houston-Galveston Area Council cooperative purchasing program (HGACBuy) issued Request for Proposal No. AM10-23 for ambulances, emergency medical services vehicles, and other special-service vehicles, and subsequently awarded Contract No. AM10-23 to Braun Northwest, Inc.; and

WHEREAS, the HGACBuy contract's competitive solicitation and resulting contract provide the procurement basis for the City's purchase from Braun Northwest, Inc.; and

WHEREAS, Braun Northwest, Inc.'s July 24, 2026 HGACBuy Contract Pricing Worksheet lists a purchase price of \$220,705.25 for one North Star module remount onto a Ford F-450 four-wheel-drive diesel chassis, including required published options and customized components; and

WHEREAS, funds are available in the FY 2027 Adopted Public Works Department Equipment Replacement Fund (Fund 671) budget for a total authorization not to exceed \$260,000, including estimated sales tax and contingency.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to execute a purchase order with Braun Northwest, Inc. for one 2027 Ford F-450 ambulance body remount to a new chassis in an amount not to exceed \$260,000.