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Office of the City Manager

CONSENT CALENDAR
December 1, 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: National Auto Fleet Group for the Purchase of One 2027 Ford Super Duty F-450 Truck Equipped with a Pavement Marking System

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a purchase order with National Auto Fleet Group for the purchase of one 2027 Ford Super Duty F-450 truck equipped with a Roadline Products USA pavement marking system through Sourcewell Contract No. 032824-NAF, in an amount not to exceed $201,795.85, including a 10-percent contingency and estimated sales tax.

FISCAL IMPACTS OF RECOMMENDATION

The FY 2027 Adopted Public Works Equipment Replacement Fund (Fund 671) budget includes funding for this purchase. The requested authorization of an amount not to exceed $201,795.85 includes the quoted vehicle, equipment price, including the tire fee of $167,815.36, a 10 percent contingency of $16,780.49, and estimated sales tax of $17,200.00. Any expenditure exceeding the authorized not-to-exceed amount is subject to Council approval.

Cost Component	Amount
National Auto Fleet Group — Sourcewell contract price	$ 68,690.36
Roadline Products USA pavement marking system	$ 99,125.00
Subtotal, including tire fee	**$167,815.36**
10% contingency on vehicle and equipment	$ 16,780.49
Quoted sales tax (10.25%)	$ 17,200.00
Total not-to-exceed authorization	**$201,795.85**

The sales-tax amount is the vendor's quoted estimate, calculated at 10.25 percent of the vendor's purchase price, including the pavement marking system, plus a 10 percent contingency. This is all subject to confirmation with the vendor at the time of purchase.

CURRENT SITUATION AND ITS EFFECTS

The Public Works Department maintains the pavement markings and roadway stencils that help guide road users and support safe travel throughout Berkeley. This work includes ongoing maintenance of pavement markings on City streets and other public rights-of-way. Dedicated equipment is needed to support the application and maintenance of these markings.

Staff propose to purchase one 2027 Ford Super Duty F-450 truck equipped with a Roadline Products USA pavement marking system. Public Works will use the specialized vehicle to apply, refresh, and maintain roadway markings, including crosswalks, stop bars, directional arrows, lane markings, bicycle symbols, and other traffic control markings. These markings help communicate roadway regulations, guide motorists, bicyclists, pedestrians, and other road users, and support safe and orderly movement throughout the City's transportation network.

National Auto Fleet Group quoted $167,815.36 for the truck, the pavement marking system, and tire fee, plus $17,200.00 in estimated sales tax, for a quoted total of $185,015.36. With the proposed 10 percent contingency, the requested authorization is $201,795.85. The purchase includes installation of the pavement marking system and delivery to Berkeley.

The purchase will be made through Sourcewell Contract No. 032824-NAF and will not exceed the amount authorized by the City Council. This purchase supports the City’s Strategic Plan goal of providing state-of-the-art, well-maintained infrastructure, amenities, and facilities.

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. Sourcewell is a government cooperative purchasing organization that competitively solicits and awards contracts for use by participating public agencies.

On February 8, 2024, Sourcewell issued Request for Proposals (RFP) No. 032824, Class 4–8 Chassis and Cabs with Related Equipment, Accessories, and Services. The solicitation was nationally advertised for 49 days, and 24 proposals were evaluated in Category 1. Following a competitive evaluation process, Sourcewell selected 72 HOUR, LLC dba National Auto Fleet Group as one of the highest-ranked proposers in Category 1 and awarded Contract No. 032824-NAF, effective July 2, 2024. The four-year agreement expires July 9, 2028. National Auto Fleet Group is an authorized Ford dealer for the City’s purchases and will provide local warranty and service support.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The proposed vehicle is equipped with a 6.7-liter diesel engine and will be used to support ongoing pavement marking maintenance throughout Berkeley. The vehicle will utilize renewable diesel. There is not an electric truck option that is currently compatible with the truck mounted pavement marking equipment the City needs.

RATIONALE FOR RECOMMENDATION

The Public Works Department's existing 2016 pavement marking truck and equipment (Vehicle #2916) has reached the end of its useful life. The current system has only one paint dispenser, limiting operational efficiency when applying pavement markings that require different colors.

The proposed 2027 Ford Super Duty F-450 truck will be equipped with a Roadline Products USA pavement marking system featuring multiple paint dispensers, allowing crews to apply different paint colors more efficiently. The replacement vehicle will reduce labor time and improve the department's ability to maintain crosswalks, stop bars, directional arrows, bicycle symbols, and other traffic control markings.

Purchasing the specialized vehicle through the competitively solicited Sourcewell contract provides established pricing and access to warranty and service support.

ALTERNATIVE ACTIONS CONSIDERED

The City could delay the purchase and continue using the existing 2016 pavement marking truck or consider other pavement marking vehicles and equipment. Staff do not recommend delaying the purchase because the existing truck and equipment have reached the end of their useful life. Additionally, the current system’s single paint dispenser requires additional labor time when applying different paint colors, reducing operational efficiency and potentially delaying pavement marking projects.

The proposed replacement vehicle's multiple paint dispensers will allow crews to apply different paint colors more efficiently, reduce labor time, and complete pavement marking projects faster. Other alternatives would require additional evaluation of equipment suitability, procurement terms, and cost.

CONTACT PERSON

Joy Brown, Interim Deputy Director, Public Works, 510-981-6629
John Trepczynski, Equipment Maintenance Superintendent, Public Works, 510-981-6469
Gina Mendoza, Acting Traffic Maintenance Supervisor, Public Works, 510-981-6490

Attachment:
1: Resolution

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

PURCHASE ORDER WITH NATIONAL AUTO FLEET GROUP FOR THE PURCHASE OF ONE 2027 FORD SUPER DUTY F-450 TRUCK EQUIPPED WITH A PAVEMENT MARKING SYSTEM

WHEREAS, the Public Works Department maintains pavement markings and roadway stencils throughout Berkeley and requires dedicated equipment to support these operations; and

WHEREAS, City staff propose to purchase one new 2027 Ford Super Duty F-450 truck equipped with Roadline Products USA pavement marking system to support safe travel on Berkeley streets; and

WHEREAS, on February 8, 2024, Sourcewell issued Request for Proposals (RFP) No. 032824 for Class 4–8 Chassis and Cabs with Related Equipment, Accessories, and Services and subsequently awarded Contract No.032824-NAF to 72 HOUR, LLC dba National Auto Fleet Group for a four-year term ending July 9, 2028; and

WHEREAS, the competitive solicitation and resulting Sourcewell Cooperative Purchasing Contract No. 032824-NAF provide the procurement basis for the City's purchase of one 2027 Ford Super Duty F-450 truck equipped with a pavement marking system from National Auto Fleet Group; and

WHEREAS, National Auto Fleet Group's proposed pricing under Sourcewell Cooperative Purchasing Contract No. 032824-NAF lists a purchase price of $167,815.36 for one 2027 Ford Super Duty F-450 truck equipped with a Roadline Products USA pavement marking system, including the specialized truck body, pavement marking equipment, and tire fee, excluding sales tax; and

WHEREAS, funds are available in the FY 2027 Adopted Public Works Department Equipment Replacement Fund (Fund 671) budget for the purchase amount not to exceed $201,795.85, including a 10-percent contingency and estimated sales tax.

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 National Auto Fleet Group for the purchase of one new 2027 Ford Super Duty F-450 truck equipped with a Roadline Products USA pavement marking system in an amount not to exceed $201,795.85.