



Office of the City Manager

CONSENT CALENDAR  
November 19, 2019

To: Honorable Mayor and Members of the City Council  
From: Dee Williams-Ridley, City Manager  
Submitted by: Phillip L. Harrington, Director of Public Works  
Subject: Purchase Order: Braun Northwest, Inc. for Five (5) 2020 North Star 155-1 Ambulances

RECOMMENDATION

Adopt a Resolution satisfying requirements of City Charter Article XI Section 67.2 allowing the City to participate in HGACBuy contract bid procedures, and authorizing the City Manager to execute a purchase order for five (5) 2020 North Star 155-1, Type 1 Ambulances with Braun Northwest, Inc. in an amount not to exceed \$1,110,000, and authorizing the disposal of three (3) Freightliner and two (2) International ambulances by public auction.

FISCAL IMPACTS OF RECOMMENDATION

The purchase of five (5) North Star 155-1, Type 1 Ambulances will not exceed \$1,110,000 and includes delivery, CA Tire fees and sales tax. Funding for the purchase of these vehicles is available in the FY 2020 Baseline Budget Fund for Equipment Replacement (671).

CURRENT SITUATION AND ITS EFFECTS

Thus purchase order will replace five (5) existing ambulances that are have reached the end of their useful life. Ambulances are emergency medical response vehicles utilized throughout the City to maintain the community's health and welfare. The existing ambulances will be replaced with new compact versions; custom-built for quality, durability, and maximum functionality. The aluminum construction is designed to reduce weight and provide superior crash protection. In addition, the Fire Department is piloting a "Safety Model" ambulance that is designed to provide enhanced employee and patient safety in the event of a vehicle collision, including a roll over. The vehicle design includes five-point safety restraints for caregivers and patients in the rear of the ambulance, rounded corners inside the vehicle, equipment storage compartments with multiple points of access facilitating caregivers' ability to get needed supplies quickly without having to move around the patient compartment unrestrained. The estimated time for the manufacture of the cab, chassis and body of these ambulances is six to eight months.

The vehicles being replaced include the following:

Current Vehicle #s	Year/Make
1988	2009 Freightliner/ Horton
1990	2009 Freightliner/ Horton
1996	2009 Freightliner/ Horton
1997	2014 International /LEDR
1998	2014 International /LEDR

**Electric / Hybrid Electric Evaluation**

For every fleet purchase, Public Works staff researches the feasibility and availability of fully electric vehicles and hybrid-electric powertrains to support the City’s transition off of fossil fuels. Staff research found that there are no electric or hybrid electric ambulances for consideration. There are several companies including Tesla are in early development stages internationally.

In addition to the lack of readily available and tested electric ambulances, there is no current infrastructure at the Fire Stations to support electric charging of vehicles. Public Works staff is working closely with the East Bay Community Energy’s consultant to complete a fleet assessment to evaluate overall fleet needs, vehicle options and right-sizing.

The new ambulances will be able to run on 100% renewable diesel<sup>1</sup> which complies with the City’s Fossil Free recommendations<sup>2</sup>.

This purchase will support the City’s Strategic Plan Goal of Create a resilient, safe, connected, and prepared City.

**BACKGROUND**

Throughout the year, Department of Public Works purchases vehicles and equipment for City’s operating departments that are paid through the Equipment Replacement fund. City departments that use fleet vehicles pay into the equipment replacement fund, which funds vehicle replacement as they reach the end of their life. If a purchase request exceeds \$25,000, the Department of Finance, General Services Division, solicits bids or “piggybacks” off competitively bid contracts to ensure the City’s departments receive the best pricing.

The City of Berkeley has been a no-cost member of the Houston-Galveston Area Council (HGACBuy), a Cooperative Purchasing Program that has offered inter-local

<sup>1</sup> [https://www.cityofberkeley.info/Clerk/City\\_Council/2016/10\\_Oct/Documents/2016-10-18\\_Item\\_44\\_Use\\_of\\_Renewable\\_Diesel.aspx](https://www.cityofberkeley.info/Clerk/City_Council/2016/10_Oct/Documents/2016-10-18_Item_44_Use_of_Renewable_Diesel.aspx)

<sup>2</sup> <https://www.cityofberkeley.info/uploadedFiles/Clerk/2019-10-03%20Agenda%20Packet%20-%20Facilities.pdf>

purchasing since 2008<sup>3</sup>. HGACBuy provides procurement services that make the government procurement process more efficient by establishing competitively priced contracts for goods and services made available to local governments nationwide.

Products and services offered through HGACBuy have been subjected to a public competitive bid process. On May 2, 2018 HGACBuy released an Invitation to Submit Competitive Bid, Invitation No. AM10-18 for Ambulances, Emergency Medical Service (EMS) and Other Special Service Vehicles. This solicitation was nationally advertised for thirty-seven days. Twenty proposals were submitted and reviewed by the Houston-Galveston Area Council who selected Braun Northwest, Inc. as one of the best responsive and responsible proposers to meet the specifications, thusly awarding Contract No. AM10-18 to Braun Northwest, Inc.

HGACBuy charges an order processing fee for each sale successfully completed through their contract. For this purchase a flat fee charge of \$1,000 will be paid directly to HGACBuy by Braun Northwest, Inc. and the cost will not be passed on to the City.

#### ENVIRONMENTAL SUSTAINABILITY

Public Works Equipment Maintenance works to procure the most fuel-efficient vehicles and equipment that are suitable for the required tasks. Hybrid / Electric Medium Duty EMS vehicles are just starting to be developed and are not yet available for the Fire / EMS Services Industry.

The replacement equipment is state of the art, and will be able to be powered by 100% renewable diesel fuel that meets 2018 EPA and California Air Resources Board (CARB) requirements.

#### RATIONALE FOR RECOMMENDATION

All City vehicles are due for replacement at the end of their recognized economic lives. In addition, the newer ambulances ensure that maintenance costs are controlled and have enhanced safety features.

#### ALTERNATIVE ACTIONS CONSIDERED

None. Listed vehicles have reached the end of their useful active service life.

#### CONTACT PERSON

Greg Ellington, Superintendent, Department of Public Works (510) 981-6469

#### Attachments:

1: Resolution

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<sup>3</sup> <https://www.hgacbuy.org/>

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

PURCHASE ORDER: BRAUN NORTHWEST, INC. FOR FIVE (5) NORTH STAR 155-1, TYPE 1 AMBULANCES

WHEREAS, five (5) North Star 155-1, Type 1 ambulances are needed by the City of Berkeley Fire Department to provide ambulance services in Berkeley; and

WHEREAS, units 1988, 1990, 1996, 1997 and 1998 being replaced have reached the end of their economic life and due for replacement; and

WHEREAS, vehicles must be replaced based on a reasonable schedule that allows operators to safely, efficiently and effectively carry out their duties; and

WHEREAS, Charter section 67.2 allows the City to purchase goods without undergoing a competitive bid process if the City uses pricing obtained by another entity through a competitive bid process; and

WHEREAS, on May 2, 2018 HGACBuy released an Invitation to Submit a Competitive Bid, No. AM10-18 for Ambulances, EMS & Other Special Service Vehicles. The solicitation was released for approximately thirty-seven days and twenty bids were submitted. Upon their review HGACBuy selected Braun Northwest, Inc. as the best most responsive bidder to meet the specifications, thusly awarding Contract No. AM10-18; and

WHEREAS, funds in the amount of \$1,110,000 are available in the FY 2020 Equipment Replacement Fund 671.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to execute a purchase order for five Type 1 Ambulances with Braun Northwest, Inc. in an amount not to exceed \$1,110,000 and authorized to send the International and Freightliner ambulances to public auction.