



Office of the City Manager

CONSENT CALENDAR
April 29, 2025

To: Honorable Mayor and Members of the City Council
From: Paul Buddenhagen, City Manager
Submitted by: Terrance Davis, Director, Public Works
Subject: Purchase Order Amendment: Braun Northwest Inc. for Two (2) 2025 Ford F-450 North Star Engine Remount of Ambulance Bodies to New Chassis

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to amend the purchase order with Braun Northwest, Inc. to purchase two (2) 2025 Ford F-450 North Star Ambulance chassis by increasing the purchase order amount by \$75,000 for a total not-to-exceed amount of \$505,000.

FISCAL IMPACTS OF RECOMMENDATION

The purchase of two (2) 2025 Ford F-450 North Star ambulance chassis will not exceed \$505,000.00. The increase in the not-to-exceed amount is needed as the previous authorization did not include sales tax. The funding necessary for this purchase is available in the approved FY 2025 Budget, Equipment Replacement Fund 671.

| | Total |
|--------------------------------------|--------------|
| Current Purchase Order Amount | \$430,000 |
| Proposed Amendment Increase | \$75,000 |
| Total Not-To-Exceed Amount | \$505,000 |

CURRENT SITUATION AND ITS EFFECTS

This order will replace the chassis of two ambulances (Equipment ID 19001 and 19003) that are nearing the end of their useful service life. Both vehicles were put in service in 2020 and are planned for replacement in July 2026. The average time to remount and upfit an ambulance is 12 or more months which is why the purchase is being requested at this time. One ambulance chassis was ordered with previous Council authorization on December 10, 2024, through Resolution No. 71,623-N.S.

The existing ambulance bodies are customized for optimal Fire Department use and are in good condition. These bodies will be remounted on new chassis to extend the

useful life of the vehicles. The practice of remounting ambulance bodies on new chassis rather than purchasing new ambulances is an effective cost saving measure as it will save over \$100,000. This amendment is necessary as additional funding is needed to cover the sales tax for these purchases.

Both of the existing chassis will be repurposed and equipped with emergency response capabilities so that they can be used in the event of a Fire Department emergency event.

These vehicles are used 24/7 by the City's Emergency Medical Services (EMS) Division in the course of their job duties.

This purchase agreement will support the City's Strategic Plan Goal of creating a resilient, safe, connected, and prepared City.

BACKGROUND

If a purchase request exceeds \$100,000.00, the Department of Finance, General Services Division may solicit bids or leverage an existing contract that was competitively bid by another entity to purchase similar goods or services.

The City has been a no-cost member of the Houston-Galveston Area Council (HGACBuy), a Cooperative Purchasing Program that has offered inter-local purchasing since 2008. 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.

All products and services offered through HGACBuy have been subjected to a public competitive bid process. On June 9, 2023, HGACBuy released a Request for Proposal No. AM 10-23 for Ambulances, EMS and Other Special Service Vehicles. The solicitation was nationally advertised for forty-eight days (48). On August 10, 2023, twenty-three (23) proposals were submitted and reviewed. On October 1, 2023, Houston-Galveston Area Council selected Braun Northwest, Inc. as the best responsive and responsible proposers to meet the specifications, thusly awarding Contract No. AM10-23.

HGACBuy charges an order processing charge for each sale successfully completed through their contract. For this purchase, a flat fee of \$4,000.00 will be paid directly to HGACBuy by Braun Northwest, Inc.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

For fleet purchases, Public Works staff researches the feasibility and availability of fully electric vehicles and hybrid-electric powertrains to support the City's transition off fossil fuels. Staff research found that there are no viable electric or hybrid electric ambulance chassis for consideration. The Fire Department would like to transition its fleet of front-line EMS vehicles to electric vehicles. This is likely to not be financially feasible until all

firehouses are remodeled/rebuilt to include the appropriate infrastructure and/or the price of electric ambulance vehicles decrease or additional revenue is identified.

RATIONALE FOR RECOMMENDATION

The vehicles are in service now and the chassis are past their useful life. These vehicle bodies are in good condition and can be remounted on new chassis. A purchase order is needed to purchase new chassis and transfer the current ambulance bodies.

Ambulances in good working condition are essential to respond, provide treatment and transport members of our community that experience medical emergencies. The existing chassis will be repurposed as utility units, equipped with emergency response capabilities and considered new to fleet emergency service vehicles.

ALTERNATIVE ACTIONS CONSIDERED

The purchase of new ambulances is cost prohibitive. The alternative would be full vehicle replacement and there is insufficient funding in the Equipment Replacement Fund 671 to accommodate that option.

CONTACT PERSON

Joy Brown, Operations Manager, (510) 981-6629
Don Colbert, Sr. Equipment Maintenance Supervisor, (510) 981-6467
David Sprague, Fire Chief (510) 981-3473

Attachment:
1: Resolution

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

PURCHASE ORDER AMENDMENT WITH BRAUN NORTHWEST, INC FOR TWO (2)
2025 FORD F-450 NORTH STAR ENGINE REMOUNTS OF AMBULANCE BODIES
TO NEW CHASSIS

WHEREAS, on December 10, 2024, by Resolution No. 71,623-N.S. the City Council authorized a Purchase Order with Braun Northwest Inc. in an amount not-to-exceed \$430,000 for Two (2) 2025 Ford F-450 North Star Engine remounts of ambulance bodies to new chassis; and

WHEREAS, this purchase will replace engine chassis that are nearing the end of their useful service life as front line, initial response vehicles. Ambulances in good repair are needed by the City of Berkeley Fire Department to provide ambulatory services; and

WHEREAS, the City has been a no-cost member of the Houston-Galveston Area Council (HGACBuy), a Cooperative Purchasing Program that has offered inter-local purchasing since 2008: and

WHEREAS, on June 9, 2023, HGACBuy released a Request for Proposal No. AM 10-23 for Ambulances, EMS and Other Special Service Vehicles. The solicitation was nationally advertised for forty-eight days (48). On August 10, 2023, twenty-three (23) proposals were submitted and reviewed. On October 1, 2023, HGACBuy selected Braun Northwest, Inc. as the best responsive and responsible proposers to meet the specifications, thusly awarding Contract No. AM10-23; and

WHEREAS, the current purchase order amount not-to-exceed is insufficient to pay the sales tax which was not included in the previous purchase order cost and the City has need of Braun Northwest Inc. chassis remount of ambulance bodies; and

WHEREAS, additional funding in the amount of \$75,000.00 will be available in the FY 2025 baseline budget in the Equipment Replacement Fund (671).

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager or his designee is hereby authorized to amend the purchase order with Braun Northwest Inc. for two (2) ambulance engine remounts to new chassis in the amount not-to-exceed \$505,000.00