



Folsom City Council Staff Report

MEETING DATE:	8/24/2021
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10677 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with RedSky Emergency Vehicles for Four Type I Ambulances
FROM:	Fire Department

RECOMMENDATION / CITY COUNCIL ACTION

The Fire Department recommends that the City Council pass and adopt Resolution No. 10677 - A Resolution Authorizing the City Manager to Execute a Purchase Agreement with RedSky Emergency Vehicles for four Type I ambulances.

BACKGROUND / ISSUE

The Folsom Fire Department provides a paramedic-based level of pre-hospital emergency ground transportation for sick and injured persons throughout all areas of the City of Folsom. The Fire Department provides this level of service through three ground ambulances that are staffed and deployed daily. The Department also maintains two mechanical reserve ambulances to support community service delivery if necessary.

All ambulances currently operated by the Department have more than 100,000 road miles and require significant maintenance to keep them in service. To maintain reliable ambulance transport service delivery levels, the Department proposes to “tag-on” to the “Houston Galveston Area Council Public Safety Project (HGACBuy).” HGACBuy is a government-to-government cooperative purchasing program. Its enabling legislation allows for HGACBuy to act nationwide on behalf of local governments, special districts, and private non-profits providing a government service. This allows them to use any of HGACBuy's competitively procured contracts for goods and services. Through this relationship, the purchaser is covered

by the HGACBuy procurement. HGACBuy's procurement process includes research, preparation of specifications, pre-bid and preproposal conferences, legal notice posting and advertising, bid/proposal review, and contract execution.

The Fire Department has encountered an unexpected challenge to purchasing ambulances this fiscal year because of chassis availability from manufacturers due to COVID. There is currently a six to eight month waiting period to receive a chassis to begin the build process which then is forecasted to take about five months, resulting in a Fiscal Year 2022-23 delivery date. The Department's vehicle replacement schedule consists of purchasing two ambulances this fiscal year (2021-22) and then two next fiscal year (2022-23) to maintain the ambulance service delivery plan. In order to meet the replacement schedule, staff is recommending entering into an agreement with RedSky Emergency Vehicles to order four Type I Ambulances during Fiscal Year 2021-22 with payment due on delivery in Fiscal Year 2022-23. The quote price to purchase four ambulances is \$1,280,550.

The Fire Department will be replacing three ambulances, (City vehicle #1219 a 2016 Ford E450 with 125,531 miles, #1228 a 2016 Ford E450 with 125,550 miles, and #1235 a 2016 Ford E450 with 109,511 miles. Trade-in values for these vehicles have been included in the final quote.

POLICY

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services and construction with an estimated value of \$62,657 or greater shall be awarded by City Council.

Section 2.36.170, Cooperative Purchasing of the Folsom Municipal Code describes the procedures to enter into a cooperative purchase agreement with another public agency for the procurement of supplies, equipment, or service.

ANALYSIS

The primary mission of our ambulances is emergency medicine and transportation to the regional hospital emergency departments. Fire Department staff members are firefighters who are also licensed as paramedics. Firefighters assigned to an ambulance frequently respond to fire, rescue, and hazardous materials incidents in both the City of Folsom and the region. The City of Folsom's three on-duty ambulances respond to over 7,500 calls for service on an annual basis.

The current ambulance fleet is becoming less reliable as we extend their expected service life. Excessive maintenance issues associated with the vehicle motor, chassis, and air conditioning systems are resulting in our front-line ambulances being unavailable for service use.

RedSky Emergency Vehicles represents ambulance manufacturers that are International Organization for Standardization (ISO) Quality Management Standard No.9001 certified. With this ISO certification, their minimum “standards” exceed most of the technical specifications submitted by the Department which will result in an increased service life, greater fabrication standards, improved safety features, superior electrical wiring, and vehicle paint durability. RedSky Emergency Vehicles is also a cooperative member of the HGACBuy program.

An \$11,000.00 trade-in credit is included with the RedSky Emergency Vehicles proposal. City vehicle #1219, #1228, and #1235 will be used as a trade for the credit on the purchase of four Type I ambulances.

The Fire Department consulted with the City Attorney’s Office on this purchasing method. The City Attorney’s Office concurs that a cooperative purchase using the HGACBuy program is permissible under Section 2.36.170 of the Folsom Municipal Code.

FISCAL IMPACT

The contract with RedSky Emergency Vehicles is \$1,313,550 less a trade credit of \$33,000 for a total of \$1,280,550.

Four Braun Type I Chief XL Ambulances on 2022 Dodge Ram 5500, 4 x 2, Diesel Powered Chassis	\$ 303,900.00*	\$1,215,600.00
Trade-In Allowance, Three Type III Ambulances, including Stryker Powerload and Stryker Gurney <ul style="list-style-type: none"> • MedTec Remount 2016 chassis (109,511 miles) • MedTec Remount 2016 chassis (125,531 miles) • Road Rescue 2016 (125,500 miles) 	\$11,000.00/ea	Credit <\$33,000.00>
Loose Equipment		\$5,800.00
HGAC Order Fee (\$1,000.00)		Included
Subtotal		\$1,188,400.00
<i>Sales Tax @ 7.75%, Sacramento County, Folsom</i>		\$92,101.00
California Tire Fee, \$1.75 / Tire	\$12.25/ea	\$49.00
Total Purchase		\$1,280,550.00

**Reflects four-unit order discount of \$10,000 / ambulance.*

The approved Fiscal Year 2021-22 budget includes \$660,000 for the purchase of two ambulances. The \$660,000 will be encumbered into next Fiscal Year 2022-23, with an additional appropriation of \$620,550, for a total cost incurred of \$1,280,550.00. This payment will be made during Fiscal Year 2022-23 upon delivery of the four Type I ambulances.

ATTACHMENTS

1. Resolution No. 10677 - A Resolution Authorizing the City Manager to Execute a Purchase Agreement with RedSky Emergency Vehicles for four Type I Ambulances
2. RedSky Emergency Vehicles Bid Proposal and Scope of Work

Submitted,

Ken Cusano, Fire Chief

Attachment 1

Resolution 10677 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with RedSky Emergency Vehicles for four Type I Ambulances

RESOLUTION NO. 10677

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH REDSKY EMERGENCY VEHICLES FOR FOUR TYPE I AMBULANCES

WHEREAS, the Fire Department has completed extensive research and validated the need to acquire four Type I ambulances; and

WHEREAS, staff reviewed and recommended acceptance of the proposal from RedSky Emergency Vehicles; and

WHEREAS, the process used is consistent with the City's Cooperative Purchasing procedures as found in FMC Section 2.36.170; and

WHEREAS, the purchase of two ambulances (\$660,000) was budgeted and funds are available in the Fiscal Year 2021-22 Fire Department Budget in the General Fund (Fund 010); and

WHEREAS, Fiscal Year 2021-22 Ambulance Funds will be encumbered into Fiscal Year 2022-23; and

WHEREAS, the appropriation of \$620,550 will be included in Fiscal Year 2022-23 to purchase an additional two Type I ambulances;

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement, in a form acceptable to the City Attorney, with RedSky Emergency Vehicles to acquire four Type I ambulances for an amount not to exceed \$1,280,550.

PASSED AND ADOPTED on this 24th day of August 2021, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Michael D. Kozlowski, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2

RedSky Emergency Vehicles Bid Proposal and Scope of Work

1240 E. Locust Street, Suite 203, Ontario CA 91761



**FOUR (4) BRAUN CHIEF XL TYPE I AMBULANCES
RAM 5500 4x2 DIESEL CHASSIS**

July 26, 2021

Folsom Fire Department
535 Glenn Drive
Folsom, CA 95630

Dear Alex & Roy:

Thank you for giving us the opportunity to provide you with a proposal for our Braun Chief XL Type I ambulances. Attached you'll find detailed spec summaries for the proposed Type I, along with updated drawings reflecting the changes that you requested this week. A few highlights of the proposed configuration that are distinctly Braun include:

- All aluminum SolidBody™ brake-formed construction for exceptional durability and a lifetime structural warranty
- Roof and side load testing that exceeds the required load capacity by 300%
- Industry first rollover and side-impact crash testing for the Braun module design for added assurance of occupant safety. [See videos.](#)
- EZ Glide™ sliding door for added safety. Braun was the innovator that developed, perfected and introduced the sliding door to the ambulance market.
- Arched roof design allows for more internal headroom, gives added strength across the top, and eliminates water and snow pooling.
- Sprayed foam insulation on the ceiling, walls, doors, and entire underside of body provides acoustical and thermal insulation
- VitaMax™ lighting system, with overhead LED dome lights and angled fluorescent on the streetside side provide a bright and shadowless workspace for patient care.
- Gatorhyde protective exterior compartment coating
- Multiplex electrical system with Vista controls screens in cab and on curbside of patient module
- All Eberhard handles on module entry and compartment doors. The Braun design disengages the tie rod from the handle when the door is locked, allowing the mechanism to "free float" to reduce the chance of bending or breaking the handle or tie rods, especially when pulling on a locked handle. The deep pocket and beefy handle make it easier to grip when wearing gloves. [See video.](#)

The proposed Braun Chief XLs are configured to closely match your current fleet, including:

- Custom length – 166" to provide excellent maneuverability
- 2022 Ram 5500 4x2 diesel chassis
- Liquid Spring suspension
- Dual 110/12V Heat / AC System with auxiliary condenser to allow cooling in station as well as while operating
- Medvault 2.5 wifi-enabled drug locker
- Custom-sized exterior compartments for equipment storage
- Vanner inverter / battery charger, 1100 watt
- Opticom infrared traffic control system
- Ceramic temperature control coating
- EZ O2 oxygen cylinder holder / loading system
- Custom cabinets at the foot of the squad bench
- Custom angled cabinet with controls and radio mounting on curbside interior
- Custom ALS cabinet configuration
- Stryker PowerLoad cot retention system
- Stryker PowerPro XT powered cot per attached specifications



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- Paint and graphics to match current fleet
- Pre-construction trip for four (4) department representatives to Braun in Van Wert, OH
- Final inspection trip for five (5) department representatives to Braun in Van Wert, OH

We understand that keeping your ambulances on the street and productive is vital. For that reason, our focus is ensuring fast, convenient service. In your area, our service partner with D'Erotic Emergency Equipment in Rancho Cordova. They have a great deal of experience in emergency vehicle repairs and have EVT certified mechanics on staff. It's also worth noting that Braun offers excellent warranty coverage. Details are below and attached. To arrange warranty service, you just call us and we handle everything.

Braun Standard Warranties (see attached):

- Structural: Lifetime, transferable module structural warranty
- Conversion: 3 years/36,000 miles
- Multiplex Electrical: 7 years/84, 000 miles

We are pleased to extend the following prices for your consideration:

Pricing:

Description	Unit Price	Total Price
Four (4) Braun Chief XL Type I Ambulances, 2022 Ram 5500 4x2 diesel chassis, per attached spec summary	\$303,900.00*	\$1,215,600.00
Trade-In Allowance, Three (3) Type III ambulances, including Stryker PowerLoad and Stryker cots:		-\$33,000.00
• Vin #1FDXE4S8GDC33820 / MedTec Remount 2016 chassis / Current mileage: 108,800		
• Vin #1FDXE4FS3GDC19212 / MedTec Remount 2016 chassis / Current mileage: 124,600		
• Vin # 1FDXE4FS8GDC24437 / Road Rescue New 2016 / Current mileage: 122,600		
Loose Equipment		\$5,800.00
HGAC Order Fee		Included
<i>Sub-Total</i>		\$1,188,400.00
Sales Tax, 7.75%, Sacramento County, Folsom		\$92,101.00
California Tire Fee, \$1.75 / Tire	\$12.25	<u>\$49.00</u>
Total		<u>\$1,280,550.00</u>

*Reflects four-unit order discount of \$10,000 / ambulance.

Payment Terms: Payment shall be made directly to RedSky Emergency Vehicles or as directed by RedSky Emergency Vehicles.

Delivery: 150 – 180 days after receipt of chassis at Braun Industries, Van Wert OH

The Seller shall not be liable for failure to deliver or for any delay in delivering the motor vehicles covered by this agreement where such failure or delay is due, in whole or in part, to any cause beyond the control or without the fault or negligence of the Seller. Delays from the chassis manufacturer will result in extended delivery time, as will changes to this contract once the order

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has been placed with Demers Ambulance. Additions or deletions may be made if the vehicle has not passed that point in production at the time of change.

Delivery Terms: FOB Folsom Fire Department, Folsom, CA

Sales & Use Taxes: The price for the motor vehicle specified in this agreement does not include Use Taxes (Federal, State, or Local) unless expressly stated. Purchaser assumes and agrees to pay, unless prohibited by law, and such Use, or Occupational Taxes imposed on or applicable to the transaction covered by this agreement, regardless of which party may have primary tax liability.

Validity: August 15, 2021

Thank you for this opportunity, and we look forward to future discussions about your ambulance needs. Please do not hesitate to contact me with any questions. I can be reached at 304.839.4051 anytime.

Respectfully,

A handwritten signature in black ink, appearing to read "Kirsten Skyba". The signature is fluid and cursive.

Kirsten Skyba
VP – Operations & Customer Service