



## CITY OF GLENDALE, CALIFORNIA REPORT TO THE CITY COUNCIL

### AGENDA ITEM

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Report: Standardization of Ambulances, Ambulance Parts, Maintenance Services and Repairs to Braun Northwest

- 1) Resolution adopting Braun as the city-standard for all Glendale Fire Department (GFD) ambulances and dispense with competitive bidding for the procurement of ambulances, ambulance parts, maintenance services and repairs from Braun Northwest Inc.

### COUNCIL ACTION

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**Item Type:** Action Item

**Approved for** November 14, 2023 **calendar**

### EXECUTIVE SUMMARY

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GFD currently operates nine Braun ambulances providing the city with critical emergency medical services. Braun ambulances continue to be the best fit for GFD emergency medical services and standardizing to a single manufacturer affords the city with a more reliable and easier to maintain fleet. Additionally, this standardization allows the city to have existing patient treatment boxes remounted onto new chassis retaining the manufacturer's warranty on the box.

The intent of this item is for the City Council to approve a resolution adopting Braun as the city-standard for ambulance procurements as well as for the purchase of ambulance parts, maintenance services and repairs for ten years.

### COUNCIL PRIORITIES

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Financial Sustainability: Continuing with Braun at the standard for Glendale ambulances for the next ten years is expected to streamline maintenance, repair, and operator usability along with projected cost saving with future body remounts.

### RECOMMENDATION

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Approve a resolution adopting Braun as the city-standard for GFD ambulances and dispense with competitive bidding for the procurement of ambulances, ambulance parts, maintenance services and repairs from Braun Northwest Inc.

## **BACKGROUND**

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In October 2013, following a competitive bid process, the GFD purchased two Braun Type 1 ambulances, each with a Dodge 4500 chassis (truck chassis). Prior to this, the city had historically purchased Type 3 Ambulances utilizing Ford E450 chassis (van chassis) from other vendors. This procurement represented a significant shift in the city's ambulance fleet going forward.

At that time, GFD in conjunction with the Public Works Department (PWD) prepared a plan projecting ambulance needs into the future. During this projection phase, staff recognized that there was an opportunity to save money and achieve cost effectiveness in the long-term through a new model of ambulances that are designed as a two-piece unit separating the chassis from the patient treatment box which would allow for the replacement of the chassis while refurbishing/remounting the patient treatment box. At the time, if a chassis needed replacement, the entire vehicle needed to be replaced.

This results in approximately 30% savings compared to replacing both the chassis and the patient treatment box. In general, the treatment module boxes usually remain in excellent condition when the chassis of the vehicle reaches its service life due to wear and tear and excessive mileage.

Braun provides a lifetime warranty for the patient treatment module/box which extends to remounted units. However, if another company remounts a Braun module the lifetime warranty is voided. Braun Northwest Inc. can apply the patient treatment box to any standard chassis, Ford, Dodge, GM, Freightliner and International. GFD currently has seven frontline Braun ambulances, each with a Dodge chassis and one with a GM chassis. One additional reserve Braun ambulance is in service with a Dodge chassis.

On July 18, 2017, the City Council approved a resolution to dispense with competitive bidding and to purchase five ambulances over 5 years from Braun Northwest, Inc. due to the same operational and cost advantages described in this report. These ambulance replacements have been successfully integrated into the fleet and justify moving forward with Braun as the city standard for GFD ambulances

## **ANALYSIS**

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Dispensing with competitive bidding and standardizing to Braun ambulances will target the remainder of the older model ambulance fleet as the city currently has a total of nine Braun ambulances and would require the three remaining Ford E450 ambulances to be replaced with Braun. This standardization will allow GFD to then have a full fleet of Type I ambulances from Braun and provide retiring units for remounting in the following purchase cycle. This replacement cycle also covers the initial two Braun units originally purchased in 2013.

Braun Northwest provides a lifetime warranty on the box if the remount is performed by Braun. Further, the lifetime warranty of box continues to exist after remount. Braun performs the remounts with their own workforce versus outsourcing to another

manufacturer which would potentially lead to safety issues and damage to the box.

Braun ambulances feature hard wired electrical systems comprised of commonly available circuit breakers, relays and switches built in by Braun. This allows for uncomplicated electrical component repair and parts replacement as opposed to complex proprietary electrical systems which most of the ambulance manufacturing competitors have, and thus can only be repaired by the manufacturer. Braun provides all welded aluminum cabinets versus wood products or wood biproducts found on competitor's apparatus. Aluminum cabinets are the best option for compartment sterilization and overall durability and longevity.

More importantly, staff has found the combined safety of the materials and design built into the Braun ambulances are not available in any other manufacturer's product. This includes the strength of the module/box. The outer skin, roof, floor and compartments are made from thicker aluminum alloys and manufactured using a process which creates fewer seams. Braun seams are full length welds on the sides as opposed to skip welds found at corners and door openings. This provides greater protection equating to lower risk and a better chance of the unit remaining intact if involved in a collision.

## **STAKEHOLDERS/OUTREACH**

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N/A

## **FISCAL IMPACT**

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The purchase of five new ambulances in FY 2023-24 will cost \$1,875,000, which was approved as a part of the FY 2023-24 budget. No new appropriation is being requested at this time. The City Council approved funding is outlined below:

<b>Existing Appropriation</b>		
<b>Amount</b>	<b>Account String</b>	<b>Funding Source</b>
\$1,875,000	51000-6010-PWD-7509-P0000	Fleet Management Fund

## **ENVIRONMENTAL REVIEW (CEQA/NEPA)**

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This item is considered a ministerial activity and therefore, not subject to CEQA review.

## **CAMPAIGN DISCLOSURE**

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In accordance with the City Campaign Finance Ordinance No. 5744, the following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than 10% interest in the company proposed for contract in this agenda item report.

Officers of Braun Northwest Inc.

Full Name	Title	Business Address	City	State	Zip
John R. Braun	Chairman of the Board of Directors	150 Northstar Road	Chehalis	WA	98532
Linda K. Braun	Director	150 Northstar Road	Chehalis	WA	98532
John E. Braun	President and Director	150 Northstar Road	Chehalis	WA	98532
James R. Braun	Vice President and Director	150 Northstar Road	Chehalis	WA	98532
Kent R. Johnson	Vice President / CFO	150 Northstar Road	Chehalis	WA	98532
Tami C. McCallum	Vice President	150 Northstar Road	Chehalis	WA	98532

## **ALTERNATIVES TO STAFF RECOMMENDATION**

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Alternative 1: Approve a resolution adopting Braun as the city-standard for GFD ambulances and dispense with competitive bidding for the procurement of ambulances, ambulance parts, maintenance services and repairs from Braun Northwest Inc.

Alternative 2: The City Council may elect to competitively bid Fire Ambulances from various manufacturers. This alternative would require extensive additional training for Fire personnel and Public Works Mechanics. This alternative would also require Public Works to significantly increase the inventory of warehouse stock and service vendors.

Alternative 3: The City Council may consider any other alternative not proposed by staff.

## **ADMINISTRATIVE ACTION**

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**Prepared by:**

Sevada Hambarsumian, Fleet Superintendent

**Approved by:**

Roubik R. Golanian, P.E., City Manager

## **EXHIBITS/ATTACHMENTS**

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None