



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 6

**Agenda Date:** November 2, 2023

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Ambulance Cab and Chassis

**SUMMARY:**

**A.** This ordinance authorizes the ratification of a purchase with Grapevine DCJ, LLC., to provide nineteen (19) ambulance truck chassis for the San Antonio Fire Department (SAFD) for a total cost of \$1,328,841.00. Funding in the amount of \$1,049,085.00 is available from the Equipment Renewal & Replacement Fund FY 2024 Adopted Budget. Funding in an amount up to \$279,756.00 to supply 4 ambulance truck chassis will be paid through a Tax-Exempt Lease Purchase Agreement, or other financial obligations, and the execution of a lease program schedule or other issuance approved by subsequent ordinances.

**B.** This ordinance authorizes a contract with Frazer, Ltd. to supply and install 19 ambulance bodies and provide related ambulatory equipment for a total cost of \$6,323,780.00. Funding in the amount of \$4,862,300.00 is available from the Equipment Renewal and Replacement Fund FY 2024 Adopted Budget to obtain 15 ambulance bodies. Funding in an amount of up to \$1,461,480.00 for four ambulance bodies and ambulatory equipment will be paid through a Tax-Exempt Lease Purchase Agreement, or other financial obligations, contingent on the execution of a lease program schedule or other issuance approved by subsequent Ordinances.

## **BACKGROUND INFORMATION:**

**A.** Submitted for Council consideration and ratification is the purchase with Grapevine DCJ, LLC., to provide nineteen (19) ambulance truck chassis for SAFD. Stellantis is a global automotive manufacturer that produces Ram, Dodge, Chrysler, Jeep, and Fiat vehicles domestically and abroad. Stellantis announced on June 5, 2023, that the Ram 4500/5500 chassis would not be sold to government fleets and was limited to retail sales. A limited number of dealers were able to place government orders beginning October 4, 2023, until production slots were filled. Grapevine DCJ, LLC., communicated it was placing orders until October 5, 2023. No other Stellantis franchise dealerships reached out with the same offer.

SAFD uses the Ram 4500 truck chassis for continuity and streamline parts available on hand for in-house vehicle repairs. Fire Stations 6, 7, 9, 16, 17, 22, 24, 27, 33, 35, 37, 39, 42, 44, 36, 40 (a new additional one will be added to this fire station), 2 for Fort Sam Area and 1 for Camp Bullis Area will receive these new vehicles.

The Emergency Medical Services Division (EMS) utilizes 63 ambulances comprised of 35 frontline units, 8 peak period units, and maintains 20 units for reserve.

The City issued a Request for Offer (RFO) for “Ambulance Cab and Chassis” (RFO 6100017492) on October 4, 2023, with a submission deadline of October 5, 2023. One offer was received from Grapevine DCJ, LLC., and is recommended for contract award based on the published specifications.

This purchase was made utilizing a public health or safety exemption to allow SAFD procurement of brand specific Ambulance Cab & Chassis to replace 15 existing Ram 4500, Regular Cab, 4x2, 84 can-to-axle, order code DP4L64 chassis, and to purchase 1 unit add-on to Fire Station 40 for FY 2024, and 3 units are for Joint Base SA program.

The ratification is necessary to take advantage of a limited order period opportunity that suddenly came available from October 4 – 5 for the ambulance chassis. If this order period was missed, the next available order period for ambulance vehicles would not have been available until the 2025 Ram 4500 model becomes available. The ambulances with bodies are expected to be delivered as completed vehicles in 540 days.

**B.** Also, submitted for City Council consideration and action is the offer submitted from Frazer, Ltd to supply and install 19 ambulance bodies, provide 4 ambulance stretchers, and 4 ambulance stair chairs. The ambulance bodies will be upfitted on the 19 ambulance chassis from Grapevine DCJ, LLC.

The City issued a Request for Offer (RFO 6100017496) “Ambulance Vehicle Upfitting” on October 5, 2023, with a submission deadline of October 9, 2023. One offer was received from Frazer, Ltd and is recommended for contract award based on the published specifications.

This contract was procured through the BuyBoard Cooperative # 650-21 made in accordance with the Texas Local Government Purchasing Cooperative passed through Ordinance 97097, dated

1/30/2003. The use of cooperative contracts allows access to brand specific ambulatory items that are currently in use. This ensures that every ambulance and related equipment are identical in function and layout, so emergency medical response teams can perform efficiency.

The Texas BuyBoard Cooperative is administered by the Texas Municipal League. All products and services that are part of this cooperative have been competitively bid and awarded by the Cooperative's Board of Trustees based on Texas Statutes.

The initial term of the agreement will be for the period upon award by City Council and will terminate upon delivery of all goods ordered.

### **ISSUE:**

These contracts will supply 19 ambulances, 4 ambulance stretchers, and 4 ambulance stair chairs. 15 ambulances are replacements that have met the requirements for replacement; and provide for 4 ambulances with associated ambulatory response equipment that will be added to the City's fleet. The life expectancy for new ambulances is 48 months. The cab and chassis have a 100,000 mile/5-year powertrain and a 36,000 mile/36-month bumper-to-bumper warranty.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived due to the lack of small, minority, and/or women businesses available to provide these goods and services.

This award is an exception to the Local Preference Program.

The Veteran-Owned Small Business Preference Program does not apply to goods and supplies contracts, so no preference was applied to this contract.

### **ALTERNATIVES:**

Should this ordinance not be approved, it would prolong the City's place in queue for replacement and new ambulances. The next available order period for ambulance vehicles is when the 2025 Ram 4500 model becomes available. The ordering window was limited from October 4 – 5, 2023 for the ambulance chassis. The ambulances with bodies are expected to be delivered as completed vehicles in 540 days.

### **FISCAL IMPACT:**

A. This ordinance authorizes the ratification of a purchase with Grapevine DCJ, LLC., to provide nineteen (19) ambulance truck chassis for the San Antonio Fire Department (SAFD) for a total cost of \$1,328,841.00. Funding in the amount of \$1,049,085.00 is available from the FY 2024 Equipment Renewal & Replacement Fund Adopted Budget. Funding in the amount up to \$279,756.00 to supply 4 ambulance truck chassis will be paid through a Tax-Exempt Lease

Purchase Agreement, or other financial obligations, and the execution of a lease program schedule or other issuance approved by subsequent ordinances.

**B.** This ordinance authorizes a contract with Frazer, Ltd. to supply and install 19 ambulance bodies and provide related ambulatory equipment for a total cost of \$6,323,780.00. Funding in the amount of \$4,862,300.00 is available from the Equipment Renewal and Replacement Fund FY 2024 Adopted Budget to obtain 15 ambulance bodies. Funding in the amount of up to \$1,461,480.00 for four ambulance bodies and ambulatory equipment will be paid through a Tax-Exempt Lease Purchase Agreement, or other financial obligations, contingent on the execution of a lease program schedule or other issuance approved by subsequent Ordinances.

### **RECOMMENDATION:**

Staff recommends the approval of this ordinance for the following items:

**A.** Ratification of a purchase from Grapevine DCJ, LLC., to provide nineteen (19) ambulance truck chassis for SAFD for a total cost of \$1,328,841.00.

This contract was procured on the basis of a public health or safety exemption, sole brand, and contracts disclosure form is not required.

**B.** Approval and acceptance of a contract with Frazer Ltd., to provide nineteen (19) ambulance bodies and provide related ambulatory equipment for SAFD for a total cost of \$6,323,780.00.

This contract was procured by means of cooperative purchasing and a Contract Disclosure Form is not required.