

City of Sacramento
City Council - 2PM Report
915 I Street Sacramento, CA 95814
www.cityofsacramento.org

File ID: 2026-01519

9/22/2026

[Contract] Fire Emergency Apparatus [Published for 10-Day Review 09/10/2026]

File ID: 2026-01519

Location: Citywide

Recommendation: Pass a **Motion** authorizing the City Manager or designee to execute a Cooperative/Piggybacking Agreement for the purchase of emergency fire apparatus for the Sacramento Fire Department with: 1) Braun Northwest, Inc. for an amount not-to-exceed \$3,000,000 utilizing the Houston Galveston Area Council of Governments (HGAC) cooperative purchase contract (Contract AM10-23); and 2) Pierce Manufacturing Inc. via Golden State Fire Apparatus, Inc., the local authorized dealer, for an amount not-to-exceed \$35,000,000 utilizing the Sourcewell cooperative purchase contract (Contract 082025-PMI).

Contact: Alison Kerstetter, Fleet Manager, (916) 808-1163, akerstetter@cityofsacramento.org; Stacey Chatman, Program Specialist, (916) 808-6711, schatman@cityofsacramento.org; Department of Public Works

Presenter: None

Attachments:

- 1-Description/Analysis
- 2-Agreement PRC004577 Braun Northwest
- 3-Agreement PRC004595 Golden State Fire Apparatus

Description/Analysis

Issue Detail: The Department of Public Works, Fleet Management Division, seeks approval to enter into two cooperative/piggybacking agreements to allow for the purchase of fire apparatus and medical response vehicles for the Sacramento Fire Department:

- **Golden State Fire Apparatus (authorized dealer for Pierce Manufacturing, Inc.):**
 - Purchase of fire apparatus
 - Standardized since 2001
 - Request: Not-to-exceed amount of \$35 million over a five-year term (FY27-FY32), based on the projected replacement schedule

- **Braun Northwest:**

- Purchase of medical and general emergency response vehicles
- Standardized since 2017
- Request: Not-to-exceed amount of \$3 million for a one-year term (FY27-FY28), based on the projected replacement schedule

The Sacramento Fire Department has standardized the use of Pierce for fire apparatus and Braun Northwest for medical response vehicles based on their proven durability, reliability, and cost-saving features. Braun Northwest ambulance bodies can be refurbished and remounted onto new chassis, extending their useful life and reducing replacement costs, and include lifetime structural warranties. Currently, 48% of the Fire Department's fire apparatus fleet is beyond the recommended replacement cycle but remains operational. Purchasing through the cooperative agreements is also expected to provide approximately 5% savings on each unit purchased.

The purchases of apparatus and vehicles are budgeted within the Fire Department's Capital Improvement Projects (CIPs), which receive funding approved by City Council each year as part of the annual budget process. Purchases follow a proposed replacement schedule developed for the CIPs to align with approved budgets and projected replacement needs through 2050. These agreements allow for planned purchases during each year of their respective terms, consistent with the approved budget for that fiscal year.

Policy Considerations: The recommendations in this report are in accordance with 1) Sacramento City Code Section 3.56.240 which authorizes the use of piggybacking or cooperative purchasing agreements; and 2) Sacramento City Code Section 3.56.090 which requires any agreement of \$250,000 or more to be approved by City Council, and Sacramento City Code Section 4.04.020 and Sacramento City Council Rules of Procedure, Chapter 7, Section E.2.d, which requires additional posting time for labor agreements and all agreements greater than \$1 million; this item was published for 10-day review on September 10, 2026, in compliance with the City Code.

Economic Impacts: None.

Environmental Considerations:

California Environmental Quality Act (CEQA): No environmental review is necessary because the proposed activities in this report involve the purchase of vehicles and are not considered to be a project in accordance with Section 15378(b)(2) of the California Environmental Quality Act guidelines and is therefore not subject to CEQA Guidelines Section 15060(c)(3).

Sustainability: The recommended purchase agreement is consistent with the updated Fleet Sustainability Policy adopted by City Council on December 12, 2017 (Resolution No. 2017-0478) and California Air Resources Board (CARB) regulations as there are no comparable zero emission

models available for purchase that meet operational requirements and authorized emergency vehicles as defined under California Vehicle Code 165 are exempt.

Commission/Committee Action: None.

Rationale for Recommendation: The Fleet Management Division of the Department of Public Works coordinates all City fleet purchases for City departments, including fire apparatus and ambulances for the Sacramento Fire Department. The Fire Department standardized the use of Pierce Manufacturing for fire apparatus in 2001 and Braun Northwest for ambulances in 2017.

Cooperative purchase agreements, such as HGAC and Sourcewell, have consistently provided a cost-effective procurement strategy, yielding approximately 5% savings per purchase. Alternative approaches, such as competitive bidding, do not offer comparable savings due to the City's limited annual purchase volume.

The tables below outline the units identified for replacement during the terms of the agreements.

Pierce Projected Replacements							
Apparatus	FY27	Budgeted	FY28	Budgeted	FY29	FY30	FY31
Fire Truck	11318	\$2,280,626	11319	\$2,428,866	-	-	-
Fire Engine	12873	\$1,458,943	12871	\$1,553,775	\$1,654,770	\$1,762,330	\$1,876,862
Fire Engine	12554	\$1,369,900	12872	\$1,553,775	\$1,654,770	\$1,762,330	-
Fire Engine	12303	\$1,458,943	NA	-	-	-	-
Patrol	NA	-	13589	\$471,100	-	\$1,100,425	\$1,171,952
Patrol	NA	-	13590	\$471,100	-	-	-
Rescue	NA	-	NA	-	-	-	\$2,933,948
Total Budgeted		\$6,568,413		\$6,478,617	\$3,309,540	\$4,625,085	\$5,982,762
Grand Total		\$26,964,417 (contract request is \$35M to capture contingency to account for price escalations)					

Braun Projected Replacements				
Apparatus	FY27	Budgeted	FY28	Budgeted
Ambulance	14417	\$236,250	14761	\$248,063
Ambulance	14574	\$236,250	14762	\$248,063
Ambulance	14571	\$236,250	14573	\$248,063
Ambulance	14572	\$236,250	14760	\$248,063
Ambulance	14173	\$236,250	14757	\$248,063
Ambulance	14172	\$236,250	14418	\$248,063

Total Budgeted	\$1,417,500		\$1,488,378
Grand Total	\$2,905,878 <i>(contract request is \$3M for rounding)</i>		

Financial Considerations: The recommended contract amounts cover projected purchases. Funds will be drawn from the Department of Public Works' operating budget (Fleet Fund 6501) and charged to the Fire Department via CIP F12000300 (Pierce fire apparatus) or F12000200 (Braun advanced life support equipment). Sufficient funding exists in the FY2026/27 budget and both projects to support these purchases. Purchases beyond FY26/27 will depend on available budget.

Local Business Enterprise (LBE): Braun Northwest, Inc. and Pierce Manufacturing, Inc. are not an LBE. The minimum LBE participation requirement is waived for the City's use of cooperative purchase agreements that have been competitively bid, evaluated, and awarded by other governmental agencies that may or may not have similar LBE programs.

CONTRACT #: PRC004577
CONTRACT NAME: Bruan Northwest Ambulance Equipment
AGREEMENT TERM: 9/22/26-9/30/27
AUTHORIZED RENEWALS: None
DEPARTMENT/DIVISION: Public Works / Fleet Management

PROJECT: None
NOT-TO-EXCEED AMOUNT: \$3,000,000
SOLICITATION: Cooperative
LBE (Y/N): N
COUNCIL FILE ID: 2026-01519

CITY OF SACRAMENTO

COOPERATIVE/PIGGYBACKING AGREEMENT

The City of Sacramento ("City") and BRAUN NORTHWEST, INC. ("Contractor"), hereby agree to this Cooperative/Piggybacking Purchase Agreement ("Agreement"), effective as of September 22, 2026.

WHEREAS, the City wishes to purchase AMBULANCES, EMS AND OTHER SPECIAL SERVICE VEHICLES, pursuant to the terms of this Agreement and Contract No. AM10-23, dated OCTOBER 1, 2023 (the "Cooperative Contract," which is incorporated herein by this reference), with HOUSTON-GALVESTON AREA COUNCIL aka H-GAC ("Cooperative Purchasing Organization").

NOW THEREFORE, Contractor and the City agree as follows:

1. The City agrees to purchase, pursuant to the terms of this Agreement and the Cooperative Contract, AMBULANCES, EMS AND OTHER SPECIAL SERVICE VEHICLES. In no way shall payment from City to Contractor under this Agreement exceed \$3,000,000.

2. Scope of work. [***To be completed by the City representative***] [***Check one or both***]:

☐ City's purchase of the goods and/or services described herein shall be as set forth in Exhibit ___. The goods and/or services shall be delivered to the City no later than . The terms of this Agreement and the Cooperative Contract shall control over any contrary terms included in Exhibit __; and/or

☒ City's purchase of the goods and/or services described herein, including the date(s) of delivery, shall be as set forth in purchase order(s) issued by the City. The terms of this Agreement and the Cooperative Contract shall control over any contrary terms included in a purchase order.

3. The City shall have all the same pricing, terms, conditions, rights, and obligations as the Cooperative Purchasing Organization under the Cooperative Contract.

4. Term. [***To be completed by the City representative***] [***Check one***]:

☐ The term of this Agreement shall run through .

☒ The term of this Agreement shall run concurrent with the term of the Cooperative Contract. If the Cooperative Purchasing Organization renews or extends the Cooperative Contract by written amendment, then this Agreement will automatically extend, not to go beyond a total term of five years.

In addition to whichever line above in this Section 4 is checked, (i) the City may terminate this Agreement upon notice to Contractor, and (ii) at any time prior to expiration of this Agreement, the City has the option to extend the term of this Agreement through the term of the Cooperative Contract, inclusive of any renewals and extensions to the Cooperative Contract.

5. Contractor shall defend, hold harmless and indemnify City, its officers and employees, and each and every one of them, from and against all actions, damages, costs, liabilities, claims, demands, losses, judgments, penalties, costs and expenses of every type and description, whether arising on or off the site of the work or services performed under this Agreement or the Cooperative Contract, including, any fees and costs reasonably incurred by City's staff attorneys or outside attorneys and any fees and expenses incurred in enforcing this provision (hereafter collectively referred to as "Liabilities"), including Liabilities for personal injury or death, damage to personal, real or intellectual property, damage to the environment, contractual or other economic damages, or regulatory penalties, arising out of or in any way connected with performance of or failure to perform this Agreement or the Cooperative Contract by Contractor, any subcontractor (including lower-tier subcontractors) or agent of Contractor, their respective officers and employees, and anyone else for whose acts or omissions any of them may be liable, whether or not the Liabilities (i) are caused in part by a party indemnified hereunder, or (ii) are litigated, settled or reduced to judgment; provided that the foregoing indemnity does not apply to liability for any damages for death or bodily injury to persons, injury to property, or other loss, damage, or expense, to the extent arising from the active negligence or willful misconduct of, or defects in design furnished by, City, its agents, servants, or independent contractors who are directly responsible to City, except when such agents, servants, or independent contractors are under the supervision and control of Contractor or any subcontractor (including lower-tier subcontractors) or agent of Contractor.

6. Insurance Requirements. **[To be completed by the City representative]**.

Contractor shall, at Contractor's sole cost and expense and for the full term of this Agreement or any extension thereof, satisfy the following insurance requirements which shall apply to Contractor's performance under this Agreement. **[Check one]**:

☒ the insurance limits and obligations contained in the Cooperative Contract. The City shall have all the same rights as the Cooperative Purchasing Organization under the Cooperative Contract. Contractor shall provide the City with certificates of insurance evidencing the insurance required upon request.

☐ the insurance requirements contained in the document titled "Cooperative Agreement Insurance Exhibit" located at: <https://www.cityofsacramento.gov/finance/procurement/standard-agreements>, which is incorporated herein by reference.

7. Public Work Requirements. **[To be completed by the City representative]**.

The services provided under this Agreement include **[Check any if applicable]**:

☐ Construction work in an amount exceeding \$25,000;

☐ Land surveying, material testing, or inspection services provided for a City construction project during the design, pre-construction, construction, or post-construction phases of the project; or

☐ Alteration, demolition, repair, or maintenance work in an amount exceeding \$15,000.

If any lines above in this section 7 is checked, this Agreement includes "Public Work" under the California Labor Code and is subject to the additional terms and conditions specified in the document titled "Public Work Requirements" located at:

<https://www.cityofsacramento.gov/finance/procurement/standard-agreements>, which is incorporated herein by reference.

8. This Agreement shall be governed, construed and enforced in accordance with the laws of the State of California, except that the rule of interpretation in California Civil Code section 1654 will not apply. Venue of any litigation arising out of or related to this Agreement will lie exclusively in the state trial court or Federal District Court located in Sacramento County in the State of California, and the parties consent to jurisdiction over their persons and over the subject matter of any such litigation in such courts, and consent to service of process issued by such courts. All disputes arising out of or relating to this Agreement shall be resolved exclusively in the courts identified above. No party shall be required to submit to arbitration, mediation, or any other form of alternative dispute resolution, and no waiver of the right to a jury trial shall apply. Each party shall bear its own attorneys' fees and costs in connection with any claim, dispute, or litigation arising out of or relating to this Agreement.
9. The Contractor shall be responsible for strict compliance with all applicable laws, regulations, court orders and other legal requirements applicable to the work to be accomplished under this Agreement, including the California Occupational Safety and Health Act and all applicable safety orders issued by the Division of Occupational Safety and Health, Department of Industrial Relations, State of California, and all applicable requirements of Underwriters Laboratories and the Federal Communication Commission.
10. Contractor warrants and represents that the person or persons executing this Agreement on behalf of Contractor has or have been duly authorized by Contractor to sign this Agreement and bind Contractor to the terms hereof.
11. Except as specifically modified herein, all terms and conditions of the Cooperative Contract shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions of the Cooperative Contract as modified by this Agreement. In the event of any conflict or inconsistency between the Cooperative Contract and this Agreement, this Agreement shall govern. In the event of any conflict or inconsistency between this Agreement and any document provided by Contractor, including but not limited to quotes, invoices, order forms, and acknowledgements, this Agreement shall govern. City's signature on, or approval of, any of Contractor's documents shall not constitute agreement to any term conflicting or inconsistent with this Agreement.

SIGNATURES

The parties have signed this Contract, effective as of the day and year first stated above.

CONTRACTOR

Under penalty of perjury, I certify that the information provided here is correct.

Signature: *Tami McCallum*

Title: VP of Sales

Additional Signature (if required):

Title:

CITY OF SACRAMENTO

A Municipal Corporation

APPROVED AS TO FORM:

Signature: *Paul A. Gale*

Title: Sr. Dep City Atty

Reviewed By:

Signature:

Title:

Approved By:

Signature:

Title:

Additional Signature (if required):

Title:

CONTRACT #: PRC004595
CONTRACT NAME: Fire Apparatus Purchase
AGREEMENT TERM: 9/22/26-12/8/2029
AUTHORIZED RENEWALS: Three additional one year terms
DEPARTMENT/DIVISION: Public Works / Fleet Management

PROJECT: None
NOT-TO-EXCEED AMOUNT: \$35,000,000
SOLICITATION: Cooperative
LBE (Y/N): N
COUNCIL FILE ID: 2026-01519

CITY OF SACRAMENTO

COOPERATIVE/PIGGYBACKING AGREEMENT

The City of Sacramento ("City") and GOLDEN STATE FIRE APPARATUS (AUTHORIZED DEALER FOR PIERCE MANUFACTURING INC.) ("Contractor"), hereby agree to this Cooperative/Piggybacking Purchase Agreement ("Agreement"), effective as of 9/22/26.

WHEREAS, the City wishes to purchase FIRE APPARATUS, pursuant to the terms of this Agreement and Contract No. 082025-PMI, dated 2/6/2026 (the "Cooperative Contract," which is incorporated herein by this reference), with SOURCEWELL ("Cooperative Purchasing Organization").

NOW THEREFORE, Contractor and the City agree as follows:

1. The City agrees to purchase, pursuant to the terms of this Agreement and the Cooperative Contract, FIRE FIGHTING APPARATUS AND FIRE SERVICE VEHICLES. In no way shall payment from City to Contractor under this Agreement exceed \$35,000,000.

2. Scope of work. [***To be completed by the City representative***] [***Check one or both***]:

☐ City's purchase of the goods and/or services described herein shall be as set forth in Exhibit ___. The goods and/or services shall be delivered to the City no later than . The terms of this Agreement and the Cooperative Contract shall control over any contrary terms included in Exhibit __; and/or

☒ City's purchase of the goods and/or services described herein, including the date(s) of delivery, shall be as set forth in purchase order(s) issued by the City. The terms of this Agreement and the Cooperative Contract shall control over any contrary terms included in a purchase order.

3. The City shall have all the same pricing, terms, conditions, rights, and obligations as the Cooperative Purchasing Organization under the Cooperative Contract.

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5. Contractor shall defend, hold harmless and indemnify City, its officers and employees, and each and every one of them, from and against all actions, damages, costs, liabilities, claims, demands, losses, judgments, penalties, costs and expenses of every type and description, whether arising on or off the site of the work or services performed under this Agreement or the Cooperative Contract, including, any fees and costs reasonably incurred by City's staff attorneys or outside attorneys and any fees and expenses incurred in enforcing this provision (hereafter collectively referred to as "Liabilities"), including Liabilities for personal injury or death, damage to personal, real or intellectual property, damage to the environment, contractual or other economic damages, or regulatory penalties, arising out of or in any way connected with performance of or failure to perform this Agreement or the Cooperative Contract by Contractor, any subcontractor (including lower-tier subcontractors) or agent of Contractor, their respective officers and employees, and anyone else for whose acts or omissions any of them may be liable, whether or not the Liabilities (i) are caused in part by a party indemnified hereunder, or (ii) are litigated, settled or reduced to judgment; provided that the foregoing indemnity does not apply to liability for any damages for death or bodily injury to persons, injury to property, or other loss, damage, or expense, to the extent arising from the active negligence or willful misconduct of, or defects in design furnished by, City, its agents, servants, or independent contractors who are directly responsible to City, except when such agents, servants, or independent contractors are under the supervision and control of Contractor or any subcontractor (including lower-tier subcontractors) or agent of Contractor.

6. Insurance Requirements. **[To be completed by the City representative]**.

Contractor shall, at Contractor's sole cost and expense and for the full term of this Agreement or any extension thereof, satisfy the following insurance requirements which shall apply to Contractor's performance under this Agreement. **[Check one]**:

☒ the insurance limits and obligations contained in the Cooperative Contract. The City shall have all the same rights as the Cooperative Purchasing Organization under the Cooperative Contract. Contractor shall provide the City with certificates of insurance evidencing the insurance required upon request.

☐ the insurance requirements contained in the document titled "Cooperative Agreement Insurance Exhibit" located at: <https://www.cityofsacramento.gov/finance/procurement/standard-agreements>, which is incorporated herein by reference.

7. Public Work Requirements. **[To be completed by the City representative]**.

The services provided under this Agreement include **[Check any if applicable]**:

☐ Construction work in an amount exceeding \$25,000;

☐ Land surveying, material testing, or inspection services provided for a City construction project during the design, pre-construction, construction, or post-construction phases of the project; or

☐ Alteration, demolition, repair, or maintenance work in an amount exceeding \$15,000.

If any lines above in this section 7 is checked, this Agreement includes "Public Work" under the California Labor Code and is subject to the additional terms and conditions specified in the document titled "Public Work Requirements" located at:

<https://www.cityofsacramento.gov/finance/procurement/standard-agreements>, which is incorporated herein by reference.

8. This Agreement shall be governed, construed and enforced in accordance with the laws of the State of California, except that the rule of interpretation in California Civil Code section 1654 will not apply. Venue of any litigation arising out of or related to this Agreement will lie exclusively in the state trial court or Federal District Court located in Sacramento County in the State of California, and the parties consent to jurisdiction over their persons and over the subject matter of any such litigation in such courts, and consent to service of process issued by such courts. All disputes arising out of or relating to this Agreement shall be resolved exclusively in the courts identified above. No party shall be required to submit to arbitration, mediation, or any other form of alternative dispute resolution, and no waiver of the right to a jury trial shall apply. Each party shall bear its own attorneys' fees and costs in connection with any claim, dispute, or litigation arising out of or relating to this Agreement.
9. The Contractor shall be responsible for strict compliance with all applicable laws, regulations, court orders and other legal requirements applicable to the work to be accomplished under this Agreement, including the California Occupational Safety and Health Act and all applicable safety orders issued by the Division of Occupational Safety and Health, Department of Industrial Relations, State of California, and all applicable requirements of Underwriters Laboratories and the Federal Communication Commission.
10. Contractor warrants and represents that the person or persons executing this Agreement on behalf of Contractor has or have been duly authorized by Contractor to sign this Agreement and bind Contractor to the terms hereof.
11. Except as specifically modified herein, all terms and conditions of the Cooperative Contract shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions of the Cooperative Contract as modified by this Agreement. In the event of any conflict or inconsistency between the Cooperative Contract and this Agreement, this Agreement shall govern. In the event of any conflict or inconsistency between this Agreement and any document provided by Contractor, including but not limited to quotes, invoices, order forms, and acknowledgements, this Agreement shall govern. City's signature on, or approval of, any of Contractor's documents shall not constitute agreement to any term conflicting or inconsistent with this Agreement.

SIGNATURES

The parties have signed this Contract, effective as of the day and year first stated above.

CONTRACTOR

Under penalty of perjury, I certify that the information provided here is correct.

Signature: 

Title: President

Additional Signature (if required):

Title:

CITY OF SACRAMENTO

A Municipal Corporation

APPROVED AS TO FORM:

Signature: *Paul A. Gale*

Title: Sr. Dep City Atty

Reviewed By:

Signature:

Title:

Approved By:

Signature:

Title:

Additional Signature (if required):

Title: