



Administrative Report

Office of the Chief, Essex-Windsor EMS

To: Warden McNamara and Members of County Council

From: Bruce Krauter
Chief, Essex-Windsor Emergency Medical Services

Date: Wednesday, February 20, 2019

Subject: 2019 Essex-Windsor EMS Ambulance Procurement

Report #: 2019-0220-EMS-R003-BK

Purpose

The purpose of this report is to provide County Council with information and seek approval to order seven (7) ambulances. The delivery of the seven (7) ambulances is anticipated to be late spring of 2019.

Background

The EMS department has a current fleet of 39 front line ambulances, 14 emergency response vehicles, 1 logistics vehicle, 1 administration vehicle, 1 special operations trailer, 1 hazmat trailer and 1 off-road transport vehicle. This report will concentrate on the ambulance fleet only.

County Council awarded the contract to Crestline Coach Ltd. to supply ambulances for the period of 2014 to 2018, after considering Administrative Report 2014-R004-EMS-0416-BK (Appendix I). The contract awarded expired December 31, 2018. Historically, there have been a maximum of three suppliers of ambulances certified to operate in the Province of Ontario. The Province of Ontario legislates and regulates ambulance vehicle use to specific standards; therefore, not all ambulance manufacturers are certified to supply vehicles in Ontario.

Administrative Report

Page 2

February 20, 2019

2019 Essex-Windsor EMS Ambulance Procurement

EWEMS confirmed the current list of manufacturers with the Ministry of Health and Long Term Care (Appendix II), which identified that Crestline Coach Ltd and Demers Ambulance are the only two Ontario certified manufacturers.

In the fall of 2018, EWEMS became aware that Demers-Braun Ambulance acquired Crestline Coach Ltd (Appendix III). This acquisition resulted in only one manufacturer or company certified to provide ambulances in Ontario. Within the County of Essex Purchasing Policy (Policy 04-002, S14,(2)) this type of issue is addressed:

"The provisions of this Policy may be suspended in whole or in part, under direction of the CAO, to allow negotiation with one or more bidders in order to obtain the lowest Total Acquisition Cost for the County when any of the following conditions apply:

2- When there are a limited number of sources where the goods and services can be purchased."

The County of Essex is governed by the Canadian Free Trade Act (CFTA) and within Section 513 Limited Tendering, Subsection (b);

"if the goods or services can be supplied by a particular supplier and no reasonable alternative or substitute goods or services exist for the following reasons:

- (iii) due to an absence of competition for technical reasons; and
- (iv) the supply of goods or services is controlled by a supplier that is a statutory monopoly."

EWEMS recommends, and is supported by the CAO and Treasurer, that Crestline Coach Ltd. be the Sole Source provider of Ambulances for the period of 2019 and 2020 (Appendix IV). For the 2021 procurement cycle, research of the ambulance market will be completed to determine if additional vendors have become available.

Discussion

Crestline Coach Ltd has advised that to ensure delivery of the required chassis from the manufacturer (GM Canada) and to also ensure delivery of the ambulances to EWEMS in early 2019, order confirmation is required as soon as possible. The chassis configuration for the 2019 model will be identical to those purchased in 2018, 3500 Vortec ® gasoline engine. For the 2019 model year Crestline Coach Ltd has also made available a Hybrid option for all ambulances.

Administrative Report

Page 3

February 20, 2019

2019 Essex-Windsor EMS Ambulance Procurement

The hybrid component utilizes dynamic braking electrical generation technology in conjunction with battery storage and an electric motor. The vehicle operates in a fashion that with frequent stops and starts, the brakes generate power for the batteries, which in turn fuel the electric motor. A gasoline engine backs up the system for long distance and higher speeds. Experience has shown that mechanical and economic efficiencies include:

- Decreased cost for brake repair and maintenance
- Increased brake life
- Decreased costs for fuel
- Increased fuel efficiency
- Quieter ride with stops and starts
- No difference in vehicle performance

The use of "Hybrid" ambulances is growing across Ontario and Canada. Locally, Oxford County was the leader in implementation and Toronto soon followed suit. Each year more and more services are implementing Hybrid and green technology to their ambulance fleet.

Crestline Coach Ltd. has also advised that they can continue to purchase and install the Stryker Power Load System ® for the 2019 model year. With the 2019 proposed ambulance purchase, the entire fleet will be equipped with the Stryker Power Load System, continuing the efforts to make the paramedic workplace as safe as possible and reducing lengthy and costly injuries. Crestline's ability to purchase and install the power load system will ensure that the 2019 ambulances are delivered on time and in ready working order.

Crestline Coach Ltd, has provided base quotes (plus HST) of:

- Hybrid \$184,517 per ambulance
- Non Hybrid \$157,733 per ambulance
- Power Load install \$ 28,745 per install

Administrative Report

Page 4

February 20, 2019

2019 Essex-Windsor EMS Ambulance Procurement

The base quote includes the cost of:

- Chassis
- Conversion options
- Updated electronic technology (Wi-Fi, GPS/AVL, etc.)
- Complete graphic installation
- Purchase and installation of the stretcher power load system (where applicable)
- Shipping

These quotes are consistent with historical purchases of the previous contract.

EWEMS is recommending the purchase of seven (7) in the following configurations and with the quoted pricing:

- Five (5) non hybrid ambulances with Power Load Lifting devices
\$186,478 (plus HST)
- One (1) hybrid ambulance with Power Load Lifting device
\$213,262 (plus HST)
- One (1) hybrid ambulance without Power Load Lifting device
\$184,517 (plus HST)

It should be noted that a Power Load lifting device currently installed within the fleet will be removed and returned to service in the new vehicle.

The total amount of the 2019 ambulance purchase is \$1,330,169 (plus HST). For comparison, the 2018 seven (7) ambulance purchase total price was \$1,225,203 (plus HST) for the chassis, conversions, Powerload Lifting Systems and delivery.

Financial Implications

The Essex Windsor EMS 2019 approved budget included the purchase of seven (7) ambulances at a budgeted amount of \$1,330,000. The current quotation will be \$23,575 over budget when the nonrefundable HST is

Administrative Report

Page 5

February 20, 2019

2019 Essex-Windsor EMS Ambulance Procurement

calculated. The negative variance will be remediated through the sale values received for of the decommissioned vehicles.

Recommendation

That Essex-Windsor EMS be approved to single source the procurement of the 2019 and 2020 ambulance purchases, as allowed within Essex County Policy 04-002, S14(2) and per the CFTA, Section 513 (b); and

That Essex-Windsor EMS be approved to proceed with the 2019 ordering of seven (7) Crestline Coach Ltd. Type III ambulances, including the purchase and installation of six (6) Stryker Power Load Lifting Systems ®, with a total purchase price of \$1,330,169 (plus HST).

Respectfully Submitted

Bruce Krauter

Originally Signed by

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

Robert Maisonville

Originally Signed by

Robert Maisonville, Chief Administrative Officer

Appendix No.	Title of Appendix
I	Administrative Report 2014-R004-EMS-0416-BK
II	2018 MOHLTC ambulance manufacturer certification list
III	Demers-Braun Crestline acquisition media release
IV	Crestline Sole Source Approval Form