



## **Administrative Report**

### **Office of the Chief, Essex-Windsor EMS**

**To:** Warden McNamara and Members of Essex County Council

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

**Date:** Wednesday, April 07, 2021

**Subject:** 2021 Budget- Approval for the Procurement of Seven Ambulances

**Report #:** 2021-0407-EMS-R003-BK

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#### **Purpose**

The purpose of this report is to provide County Council with information and seek approval to order seven (7) ambulances for 2021. The delivery of the seven (7) ambulances is anticipated to be late summer of 2021.

#### **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 be the sole source provider to supply ambulances for the period of 2019 to 2020, after considering Administrative Report [2019-0220-EMS-R003-BK](#) (Appendix I). In review of the report, the landscape of vendors remains the same for 2021 and it is recommendation to that Crestline Coach Ltd to continue to be the sole source provider to supply ambulances in 2021. In the 2021 fiscal year, seven (7) ambulances are due for replacement.

## **Discussion**

The chassis configuration for the 2020 model will be identical to those purchased in 2019 and 2020, that being the 3500 model with a Vortec ® gasoline engine.

The conversion configuration has changed slightly for 2021 with the following:

- Equipment access moved to curbside
- Between seat console change for greater access to equipment
- Addition of a UV light air purifier
- Addition of coolers for safe paramedic food storage and handling
- Increased head room

Crestline Coach Ltd, has provided a quote of \$177,518 (plus HST) per ambulance. This quote includes the cost of:

- Chassis
- Conversion options
- 5-year extended warranty
- Shipping
- Tire recycling fee

For comparison, the 2020 ambulance purchase price was \$158,392 (plus HST) for the chassis, conversion and delivery. The 2021 quotation is 12% higher than the 2020 purchase and is attributed to the GM chassis increase, conversion material increases and COVID protection additions.

During the 2021 Budget deliberations, EWEMS provided an amount of \$176,150 per ambulance. The budgeted amount compared to the quoted amount leaves a budget shortfall of \$1,367 per ambulance or \$9,573 for the entire purchase.

The base quote includes the cost of:

- Chassis
- Conversion options
- Updated electronic technology (Wi-Fi, GPS/AVL, etc.)
- Complete graphic installation
- Purchase of a 5-year extended warranty on conversion and chassis (\$3,875/vehicle)
- Shipping

These quotes are consistent with historical purchases of previous contracts while the increase is comparable to other capital items costing due to COVID 19.

The total amount of the 2021 ambulance purchase is \$1,242,623 (plus HST). For comparison, the 2020 seven (7) ambulance purchase total price was \$1,104,131 (plus HST) for the comparable vehicles. The increase in 2021 can be largely attributed to material costs increases, chassis increases and protective equipment within the vehicle.

## Financial Implications

The Essex Windsor EMS 2021 approved budget included the purchase of seven (7) ambulances at an amount of \$1,233,050. There is a variance of \$9,573.00 and EWEMS recommends that vehicle reserves address this amount.

## Recommendation

That Essex County Council approve the proposal by Essex Windsor EMS to proceed with the 2021 ordering of seven (7) Crestline Coach Ltd. Type III ambulances with a total purchase price of \$1,242,623 (plus HST).

Respectfully Submitted

*Bruce Krauter*

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

*Mike Galloway*

Mike Galloway, Chief Administrative Officer

Appendix Number	Title
I	Administrative Report <a href="#">2019-0220-EMS-R003-BK</a>