



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, December 15, 2021

Subject: Essex-Windsor EMS Ambulance 2022 Procurement Approval

Report #: 2021-1215-EMS-R010-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 spring of 2022.

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](#). The Chief has researched the market and the Ontario Ministry of Health Vehicle Certification Standards and have found no additional ambulance vendors available. In the 2022 fiscal year, seven (7) ambulances are due for replacement.

EWEMS recommends, and is supported by the CAO and Treasurer, that Crestline Coach Ltd. be the Sole Source provider of Ambulances for the 2022 procurement period.

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services
Essex-Windsor EMS, Suite 218, 360 Fairview Ave. W., Essex, ON, N8M 1Y6
Phone: 519-776-6441, ext. 2654; Email: bkrauter@countyofessex.ca

Discussion

Essex Windsor EMS has been advised by Crestline Coach Ltd that to ensure delivery of the required chassis from the manufacturer (GM Canada) and to further ensure delivery of the ambulances to EWEMS in 2022, order confirmation is required as soon as possible. The chassis configuration for the 2022 model will be identical to those purchased in 2021, that being the 3500 model with a Vortec ® gasoline engine. The conversion configuration for 2022 remains identical to the 2021 configuration.

Crestline Coach Ltd, has provided a quote of \$202,232 (plus HST) per ambulance. This quote includes the cost of:

- Chassis
- Conversion options
- 5-year extended warranty
- Shipping

For comparison, the 2021 ambulance purchase price was \$177,518 (plus HST) for the chassis, conversion and delivery. The 2022 quotation is 14% higher than the 2021 purchase price and is attributed to the GM chassis increase, component supply chain increases and inflation.

The base quote includes the cost of:

- Chassis
- Conversion options
- Updated electronic technology (Wi-Fi, GPS/AVL, etc.)
- UV Light air purification technology
- Complete graphic installation
- Purchase of a 5-year extended warranty on conversion (\$4,145/vehicle)
- Shipping

The total amount of the 2022 ambulance purchase is \$1,415,624 (plus HST). For comparison, the 2021 seven (7) ambulance purchase total price was \$1,242,623 (plus HST).

Financial Implications

The Essex Windsor EMS 2022 approved budget includes the purchase of seven (7) ambulances at a budgeted amount of \$1,233,050 and a corresponding transfer from reserve to fully offset the capital cost. With the

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increase in pricing, it will be necessary to adjust the transfer from reserve to fully cover the negative variance. As part of the Corporation's 2022 Asset Management Plan update, the sufficiency of reserves will be reviewed. Reserves are funded using historical cost values and as asset replacement costs escalate it will be necessary to adjust the reserve funding model to ensure adequate funds are in reserve to fund future replacement of existing assets.

Recommendation

That Essex Windsor EMS be approved to proceed with the 2022 ordering of seven (7) Crestline Coach Ltd. Type III ambulances with a total purchase price of \$1,415,624 (plus HST).

Respectfully Submitted

Bruce Krauter

Originally Signed by

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

Mike Galloway

Originally Signed by

Mike Galloway, Chief Administrative Officer