



## **Administrative Report**

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

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

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

**Date:** Wednesday, February 15, 2023

**Subject:** Essex Windsor EMS 2023 ambulance Procurement Approval

**Report #:** 2023-0215-EMS-R#001-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. The delivery of the seven (7) ambulances is anticipated to be the fall of 2023 or early 2024.

#### **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 ambulances vendors are available. In the 2023 fiscal year the asset management plan indicates that seven (7) ambulances are due for replacement. The amount from Reserves for such procurement has been approved during the 2023 budget deliberations.

EWEMS recommends, and is supported by the CAO and Treasurer, that Crestline Coach Ltd. be the Sole Source provider of Ambulances for the 2023 procurement period.

## **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 2023, order confirmation is required as soon as possible. The chassis configuration for the 2023 model will be identical to those purchased in 2022, that being the 3500 model with a Vortec ® gasoline engine. The conversion configuration for 2023 remains identical to the 2022 configuration.

Crestline Coach Ltd, has provided a quote of \$239,349.75 (plus HST) per ambulance. This quote includes the cost of:

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

For comparison, the 2022 ambulance purchase price was \$202,232 (plus HST) for the chassis, conversion and delivery. The 2023 quotation is 18.3% higher than the 2022 purchase price and is attributed to the GM chassis increase, component supply chain increases, shipping 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 2023 ambulance purchase is \$1,675,448 (plus HST). For comparison, the 2022 seven (7) ambulance purchase total price was \$1,415,624 (plus HST).

## **Financial Implications**

The Essex Windsor EMS 2023 approved budget includes the purchase of seven (7) ambulances at a budgeted amount of \$1,454,785 and a

corresponding transfer from Reserve to fully offset the capital cost. With the 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 2023 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.

The Treasurer and Chief of EWEMS have begun exploring alternatives for replacement, such as different models, reducing vehicle options and remounting of conversion components onto new chassis. All alternatives have an end goal of reducing the impact on vehicle reserves while maintaining a reliable and efficient ambulance fleet.

## Consultations

- Sandra Zwiers, Director of Financial Services/Treasurer
- Justin Lammers, Deputy Chief of Planning and Physical Resources
- Heidi McLeod, Manager Accounting-Administration

## Recommendation

That Essex Windsor EMS be approved to proceed with the 2023 ordering of seven (7) Crestline Coach Ltd. Type III ambulances with a total purchase price of \$1,675,448 (plus HST), funded fully by the Vehicle Reserve.

## Approvals

Respectfully Submitted,

*Bruce Krauter*

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

*Mary Birch*

Mary Birch, Interim Chief Administrative Officer