



Administrative Report

To: Warden MacDonald and Members of Essex County Council

From: Ziad Fatallah
Deputy Chief, Essex-Windsor Emergency Medical Services

Date: Wednesday, November 6, 2024

Subject: Essex Windsor EMS 2026 Pre-Budget Vehicle Procurement Approval

Report #: 2024-1106-EMS-R11-ZF

Purpose

This report aims to provide Essex County Council with information and seek approval for a 2026 pre-budget order of seven (7) ambulances. The delivery of vehicles is anticipated to be in the third to fourth quarter of 2026.

Background

Essex Windsor EMS currently has a fleet of forty-one (41) ambulances, nine (9) emergency response vehicles (ERV), three (3) District Chief pickup trucks, one (1) logistics vehicle, four (4) administration vehicles, one (1) special operations trailer, one (1) hazmat trailer, and one (1) off-road transport vehicle. This report will concentrate only on the ambulance fleet vehicles.

According to the current Vehicle Asset Management Plan, seven (7) ambulances are due for replacement in 2026.

The replacement of the vehicles requires down payment security for both the procurement of the chassis and any conversion material. Any delay in securing chassis and material may result in ambulances not being in service for the 2026 fiscal year thereby increasing vehicle repairs and maintenance until such time the vehicles can be replaced. EWEMS is recommending pre-budget approval to secure the required vehicles.

It should be noted that EWEMS will also be coming to Council in late 2025 for 2027 pre-budget approval to secure vehicles for the 2027 year, allowing EWEMS to continue a regular replacement cycle.

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 by mid-year 2026, order confirmation is required as soon as possible. Crestline Coach is currently forecasting a 12-18-month timeline from payment of deposit to receipt of the vehicle. The chassis configuration for the 2026 model will be identical to those purchased in 2025, the 3500 model with a Vortec ® gasoline engine. The conversion configuration for 2026 remains identical to the 2025 configuration.

Crestline Coach Ltd has provided a quote of \$290,438 (plus HST) per ambulance, for seven (7) replacement units. This quote includes the cost of:

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

For comparison, the 2025 ambulance purchase price was \$269,547 (plus HST) for the chassis, conversion, and delivery. The 2026 quotation is 7.75% higher than the 2025 purchase price and is attributed to the GM chassis increase, component supply chain increases, and inflation. The total cost for the above seven (7) ambulances equates to \$2,033,066 (plus HST).

In each of 2024 and 2025, three (3) remount ambulances were purchased. Three (3) remount ambulances saved enough money to allow for the purchase of another ambulance. This strategy took place to reduce the financial impact from asset replacement and to leverage those savings to enhance the ambulance fleet by one (1), each year. Unfortunately, the 2024 remount order has not been received and we are cautious about adding more remounted ambulances to the fleet, without lived experience.

EWEMS recommends and is supported by the CAO and Treasurer, that Crestline Coach Ltd. be the Sole Source provider of Ambulances for the 2026 procurement period.

Financial Implications

The 2026 Draft Budget will incorporate the proposed purchase of the vehicles listed in the chart below. The total cost of this pre-budget request will be fully funded through the EMS Equipment and Vehicle Reserve

Name of Asset	Quoted Cost per Unit (not including HST)	# of Units	Total Cost
New Ambulances – Vortec 3500	\$290,438	7	\$2,033,066

Consultations

- Kelli Schmidt, Financial Analyst
- Justin Lammers, Chief, Essex Windsor EMS
- Melissa Ryan, Director, Financial Services/Treasurer

Sandra Zwiers, Chief Administrative Officer. Strategic Plan Alignment

Working as Team Essex County	Growing as Leaders in Public Service Excellence	Building a Regional Powerhouse
<input type="checkbox"/> Scaling Sustainable Services through Innovation <input type="checkbox"/> Focusing “Team Essex County” for Results <input type="checkbox"/> Advocating for Essex County’s Fair Share	<input type="checkbox"/> Being an Employer with Impact <input checked="" type="checkbox"/> A Government Working for the People <input checked="" type="checkbox"/> Promoting Transparency and Awareness	<input checked="" type="checkbox"/> Providing Reliable Infrastructure for Partners <input type="checkbox"/> Supporting Dynamic and Thriving Communities Across the County <input type="checkbox"/> Harmonizing Action for Growth <input type="checkbox"/> Advancing Truth and Reconciliation

Recommendation

That Essex County Council approve report number 2024-1016-EMS-R11-ZF, Essex Windsor EMS 2026 Pre-Budget Vehicle Procurement Approval to proceed with the order of seven (7) Crestline Coach Ltd. Type III ambulances with a total purchase price of \$2,033,066.

Approvals

Respectfully Submitted,

Ziad Fatallah

Ziad Fatallah, Deputy Chief, Essex-Windsor Emergency Medical Services

Concurred With,

Justin Lammers

Justin Lammers, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

Sandra Zwiers

Sandra Zwiers, MAcc, CPA, CA, Chief Administrative Officer

Appendix	Title
N/A	N/A