



Administrative Report

To: Warden MacDonald and Members of Essex County Council

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

Date: Wednesday, April 16, 2025

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

Report #: 2025-0416-EMS-R03-ZF

Purpose

This report seeks approval from Essex County Council to add two (2) additional ambulances to the pre-budget order of ambulances for 2026. This addition is in response to the enhancements outlined in the 2025 ORH Master Plan Report.

Background

Essex Windsor EMS currently operates a fleet consisting of forty-one (41) ambulances and nineteen (19) other emergency and logistics vehicles. As part of our ongoing fleet renewal strategy, the replacement of seven (7) ambulances is scheduled for 2026, as outlined in the Asset Management Plan. However, following the completion of the 2025 ORH Master Plan refresh, it has been identified that additional ambulance resources are necessary to meet the service growth and operational demands highlighted in the plan.

Discussion

Essex Windsor EMS has already secured the order of seven (7) ambulances with Crestline Coach Ltd. for 2026, as outlined in the previous report and presented to County Council on November 6, 2024. In light of the enhancements called out in the ORH Master Plan, we propose adding two (2) additional ambulances to this order to meet the operational demand outlined in the Master Plan Report.

Crestline Coach Ltd. has informed us that the process to confirm the chassis and conversions for the two additional ambulances must begin promptly to

ensure timely delivery. The price for each additional ambulance is \$293,435 (plus HST) per unit. Therefore, the total cost for the additional two (2) ambulances will be \$586,870 (plus HST).

As part of our due diligence, we evaluated a new alternative ambulance vendor entering the Ontario market offering an entry-level ambulance model. While their price is approximately 9.5% lower, their Ontario ambulance product and order form lacked several key features essential to our current fleet. These features enhance the paramedic end-user experience, improve operational efficiency, and ensure safety and consistency in service delivery. Given the importance of fleet standardization in maintaining continuity of care and operational reliability, we recommend proceeding with Crestline Coach Ltd. as the sole source provider for the 2026 ambulance procurement.

This report specifically addresses pre-budget approval for vehicle procurement. However, since these ambulances are additions to the fleet, staffing costs will be necessary for their deployment once they arrive. These costs will be reviewed during the 2026 budget deliberations, alongside other Master Plan considerations outlined in that report.

Financial Implications

If approved through this report, the 2026 Draft Budget will include the cost of two ambulances to add to the fleet complement, with the full cost of \$586,870 (see financial breakdown below) covered by the EMS Equipment and Vehicle Reserve. This reserve is funded by the County and City based on weighted assessment at the time of contribution. This purchase will impact the 2026 budget by increasing funding needs to replenish the EMS Equipment and Vehicle reserve and support future ambulance replacements. Ensuring sustainable funding for fleet renewal and Master Plan additions will be a key consideration in future EWEMS budgets.

A \$173,961 deposit from the EMS Equipment Reserve will be required in 2025, with the remaining balance due upon delivery in 2026. Approval of this purchase will result in an increase in the 2026 EWEMS budget request to partially restore the reserve. Any funds contributed to the reserve are shared between the City and County. As ambulance purchases are considered capital expenses, the province does not provide 50% funding for these costs.

Financial Breakdown:

Name of Asset	Quoted Cost per Unit (not including HST)	# of Units	Total Cost
New Ambulances – Vortec 3500	\$293,435	2	\$586,870

Consultations

- Justin Lammers, Chief, Essex Windsor EMS
- Melissa Ryan, Director, Financial Services/Treasurer
- Sandra Zwiers, Chief Administrative Office

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 receive report number 2025-0416-EMS-R03-ZF, Pre-Budget Vehicle Procurement Approval, and authorize administration to proceed with the addition of two (2) additional ambulances to the 2026 pre-budget vehicle procurement order, bringing the total number of ambulances to be purchased to nine (9).

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