



## REPORT TO COUNTY COUNCIL

**FROM:** Mike Hoogstra,  
Manager of Procurement & Risk

**DATE:** September 15, 2023

**SUBJECT:** Ambulance Vehicle Replacements –  
2023 & 2024

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### RECOMMENDATIONS:

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THAT the September 15, 2023, report titled, Ambulance Vehicle Replacements – 2023 & 2024, submitted by the Manager of Procurement be received; and,

THAT the Manager of Procurement & Risk be authorized to issue a purchase order to Crestline Coach Ltd., for two ambulances to be purchased in 2023, at the quoted price of \$524,708, plus applicable taxes, as approved in the 2023 Capital Budget; and,

THAT staff be authorized to purchase two ambulances in 2024 from Crestline Coach Ltd., subject to capital budget approval and sufficient funding; and,

THAT two ambulances each be declared surplus in 2023 and 2024 and be disposed of according to the Asset Disposal Policy.

### INTRODUCTION:

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The County of Elgin currently has an ambulance fleet consisting of twelve (12) ambulances and two (2) emergency response vehicles. This report will concentrate on the ambulance fleet replacements scheduled for 2023 and 2024.

### DISCUSSION:

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County Council previously awarded contracts to Crestline to supply ambulances for the period of 2014-2017 and again from 2018-2020 using a competitive RFP process. During the last RFP process, only one proposal was received from Crestline. In 2021, Council approved a sole source request from staff, based on the same reasons indicated in this report, to purchase ambulances in 2021 and 2022.

In Ontario, the Emergency Health Regulatory and Accountability Branch of the Ministry of Health regulates ambulance vehicle use to specific standards and requires that manufacturers be certified. At the present time there are only two (2) manufacturers certified for Type 3 ambulances, Crestline Coach and Demers Ambulance. In late 2018,

Demers Ambulances acquired Crestline Coach and this acquisition resulted in only one company certified to provide Type 3 ambulances in Ontario.

Staff reached out again to other municipalities to discuss their procurement strategies due to the absence of competition. Most municipalities are currently sole sourcing with either Crestline or Demers, depending on their fleet. All ambulances in the County's fleet were manufactured by Crestline.

Given the reasons noted above, staff are recommending that the County sole source the supply of ambulances to Crestline for a two-year period. The County's Purchasing Policy allows for sole sourcing when the goods/services are available from only one supplier by reason of a statutory or market-based monopoly (section 4.7b).

### FINANCIAL IMPLICATIONS:

Pricing for ambulance vehicles and equipment continues to increase at or above the current rate of inflation. Current pricing received is detailed below:

Qty	Description	Unit Price	Extended Price
2	GM 3500 - FleetMax Type 3 Ambulance with Power Load Lifting System	\$262,354	\$524,708
2	Stryker Stair Chair*	\$3,269	\$6,538
2	Stryker Power Stretcher (Cot)*	\$21,829	\$43,658
Net HST (1.76%):			\$10,119
<b>Total Cost:</b>			<b>\$585,023</b>

The County's approved 2023 capital budget includes \$569,673 for the replacement of two ambulances and related equipment.

The total cost is \$585,023, resulting in a project deficit of approximately \$15,350. Funds realized from the sale of the existing ambulances will be returned to the EMS capital budget to offset the budget shortfall. It should be noted that these funds will require a carry forward due to the current delivery date of December 2024.

For Council's information, the 2023 ambulance cost is approximately 6.5% higher than the 2022 purchase.

\* Stair chair and power stretcher purchased directly from the manufacturer and no longer through Crestline.

## ALIGNMENT WITH STRATEGIC PRIORITIES:

Serving Elgin	Growing Elgin	Investing in Elgin
<input checked="" type="checkbox"/> Ensuring alignment of current programs and services with community need.  <input type="checkbox"/> Exploring different ways of addressing community need.  <input type="checkbox"/> Engaging with our community and other stakeholders.	<input type="checkbox"/> Planning for and facilitating commercial, industrial, residential, and agricultural growth.  <input type="checkbox"/> Fostering a healthy environment.  <input checked="" type="checkbox"/> Enhancing quality of place.	<input checked="" type="checkbox"/> Ensuring we have the necessary tools, resources, and infrastructure to deliver programs and services now and in the future.  <input checked="" type="checkbox"/> Delivering mandated programs and services efficiently and effectively.

## LOCAL MUNICIPAL PARTNER IMPACT:

No Local Municipal Partner impact.

## COMMUNICATION REQUIREMENTS:

No communication requirements.

## CONCLUSION:

The purchase of two (2) ambulances per year ensures that the fleet is refreshed every six (6) years. Given the market conditions in the Ontario ambulance industry, it is recommended that the purchase of ambulances for 2023 and 2024 be sole sourced to Crestline. The ambulance vehicles being purchased will meet the needs for Elgin-St. Thomas EMS and will be identical to the new ambulances received earlier this month.

All of which is Respectfully Submitted

Approved for Submission

Mike Hoogstra  
Manager of Procurement & Risk

Don Shropshire  
Chief Administrative Officer/Clerk

Jennifer Ford  
Director of Financial Services/Treasurer