



Committee Report

To: Chair and
Members of the Paramedic Services Committee

From: Steve Schaus
Director of Paramedic Services

Date: December 1, 2022

Re: Ordering Ambulances for 2023

Staff Recommendation:

That approval be given, in advance of the final 2023 capital budget approval, to single source and order three ambulances from Demers Ambulances, consistent with the vehicle replacement schedule;

And further to make a 30% down payment approximately equivalent to \$174,786 + HST to secure the vehicles for delivery.

Background:

In 2017 a Request for Tender was issued for five (5) year pricing for MOHLTC Certified Type III Ambulances. The Tender was awarded to Demers Ambulances for years 2018 - 2022. Several things have happened since the issue and award of this Tender: 1) Demers, Crestline and Braun have joined forces in the market 2) COVID-19 increased pricing and demand, requiring Municipalities to place orders within 30 days of pricing being released and asking for large deposits to put us in the “que” to get ambulances for the following year(s). The expected delivery is fifteen (15) - twenty (20) months with placing the order immediately.

The County ambulance fleet consists of 75% Demers which is significant for standardization of components.

It is recommended that the County move forward immediately to place the order for 2023 planned vehicle replacement given the market conditions for vehicles and provide the required deposit in advance of capital budget approval.

Section 7.1.1 d) of the Purchasing Policy allows for single sourcing when the required good or service is in short supply due to market conditions. It is noted that the County followed this process for 2022 and have received our 2022 ambulances.

Financial/Staffing/Legal/IT Considerations:

Financial obligations as above with final payment due on delivery of our ambulances from the 2023 Budget (when approved).

Interdepartmental Consultation:

The Corporate Services Department - Purchasing Manager has been consulted.

Link to Strategic Goals and Elements:

None

Approved for submission:

Derrick Thomson
Chief Administrative Officer