



Staff Report to Council - for Direction

Title: Ordering Ambulances for 2024

From: Steve Schaus, Director/Chief, Paramedic Services

Date: December 7, 2023

Staff Recommendation:

That approval be given to single source and order three ambulances from Demers Ambulances, consistent with the vehicle replacement schedule;

And further, that a 30% down payment be made of approximately equivalent to \$228,582 + HST to secure the vehicles for delivery, at a total cost for three (3) ambulances complete with Stryker Power Loads installed of \$761,940.00 + HST.

Report Summary:

It is recommended that the County move forward immediately to place the order for 2024 planned vehicle replacement given the market conditions for ambulances and provide the required deposit.

Background:

The Ministry of Health regulates who the approved vendors are for ambulance conversions and for many years there have only been two approved vendors within the Province of Ontario, Demers, and Crestline. In 2018, Demers and Crestline announced a merger which created one of the largest ambulance manufacturing companies in the world. The merger created only one company that was approved to sell ambulances in the Province of Ontario which causes issues for purchasing ambulances according to the purchasing by-law's requirement for competitive procurement.

Demers and Crestline continue to design and build ambulances with their historic designs which provide a variety of features to the end user. Over the years, Bruce County has standardized its fleet with Demers using the exact configuration for each ambulance. This configuration ensures that in an emergency paramedics have familiarity with and where equipment is stored. The standardization of the fleet also aids our maintenance provider with repair and maintenance.

Post COVID-19 prices continue to increase and demand for ambulances continue to rise, 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 long wait is now the industry norm for ambulance purchases and manufacturers don't see it changing in the near future.

It is recommended that the County move forward immediately to place the order for 2024 planned vehicle replacement given the market conditions for vehicles and provide the required deposit.

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 in 2022 and have received our 2022 ambulances our 2023 order is expected to arrive in June of 2024.

Financial/Staffing/Legal/IT Considerations:

Financial obligations as above with final payment due on delivery of our ambulances from the 2024 Budget in June of 2025.

Interdepartmental Consultation:

The Corporate Services Department - Purchasing Manager has been consulted.

Link to Strategic Goals and Objectives:

Strategic Goals

Link to Departmental Plan Goals and Objectives, if any:

Major Initiative 1 in Paramedic Services Business Plan

Approved for Submission:

Derrick Thomson, Chief Administrative Officer