



Council Report

Report Number: PUR2023-033
Meeting Date: November 21, 2023
Title: Single Source for Ambulance Remounts
Author and Title: Ashley Wykes, Buyer

Recommendation(s):

That Report PUR2023-033, **Single Source for Ambulance Remounts**, be received;

That Demers Ambulances be awarded the single source purchase of two (2) ambulance remounts for 2023 at a total cost of \$347,285.50 plus HST;

That following successful completion of the 2023 remounts, Demers Ambulances be awarded an additional five (5) year term, to December 31, 2028, to provide remounts to the City on an as required basis; and

That the Paramedic Service Department be authorized to issue a purchase order.

Department Head: _____

Financial/Legal/HR/Other: _____

Chief Administrative Officer: _____

Background:

Demers Ambulances and Crestline Coach are the only two companies certified as approved manufacturers for new and remounted ambulances through the "Ontario Provincial Land Ambulance and Emergency Response Vehicle Standards" implemented by the Ministry of Health and Long-Term Care.

In 2018, Demers was bought out by Crestline combining their influence in the new and remount ambulance market essentially leaving only one manufacturer with two different divisions.

Rationale:

The City has fourteen (14) ambulances in the Paramedic Service fleet, all manufactured by Crestline Coach of Saskatoon. Through this standardization, the City's Paramedic Service has been able to seamlessly work in cross border situations with the neighbouring services of Haliburton, Peterborough, and Northumberland County as they also utilize ambulances from Demers and Crestline. Having this familiarity with other districts plays an important role with response times for Paramedics working in cross border situations or when vehicles are loaned and/or borrowed.

Since 2018, Paramedic Services has initiated a program of remounting the patient compartment of a decommissioned ambulance onto a new vehicle chassis. This practice, used by numerous Paramedic Services throughout the province, provides the City with an opportunity to save money and redirect those savings back into vehicle upgrades that the City could otherwise not afford.

As Demers Ambulance is the only vendor that is approved to supply the remounts, it is recommended that the City enter into a five-year single source to provide the ambulance remounts rather than a single source being completed every year. At the completion of the five years, the process will be reviewed to identify if there are any new companies approved to supply the remounts.

Other Alternatives Considered:

No other alternative is being considered as the Procurement Policy allows for single source purchases due to the following reasons: an absence of competition for technical reasons and the supply of goods is controlled by a vendor that is a statutory monopoly.

Alignment to Strategic Priorities

The ambulance remounts fall within the strategic priorities of an "Exceptional Quality of Life and Good Government". Encouraging partnerships with neighboring communities and standardizing and maintaining the equipment used will help ensure community safety and wellness.

Financial/Operation Impacts:

The financing for the two ambulance remounts was approved in the 2022 capital budget as per the chart below:

Capital Project Number	Project Budget	Other Committed Funds	Capital Project balance	Purchase Amount (excluding HST)	HST Payable	Total Purchase	Project Balance
938220201	\$400,000	\$260	\$399,740	\$347,286	\$6,112	\$353,398	\$46,342

Consultations:

Chief of Paramedic Service

Deputy Chief of Operations – Paramedic Service

Acting Executive Assistant to the Paramedic Chief

Junior Accountant

Supervisor of Procurement

Treasurer

Department Head email: sjohnston@kawarthalakes.ca

Department Head: Sara Johnston

Department File: 2023-110-SS