



**The Corporation of the City of Cornwall**  
**Regular Meeting of Council**  
**Report**

Department: Financial Services  
Division: Purchasing  
Report Number: 2019-06-Financial Services  
Prepared By: Nicole Robertson, Supervisor  
Meeting Date: October 15, 2019  
Subject: Purchase of Three Replacement Ambulances for Paramedic Services

**Purpose**

To purchase three replacement ambulances, including additional modifications, for Paramedic Services.

**Recommendation**

That Council approves the purchase of three ambulances from Crestline Coach Limited, Saskatoon, Saskatchewan at the price of \$488,265.09 (net cost to the Corporation - \$439,697.84) and modifications for power lifting device systems from Rowland Emergency Vehicle Products Incorporated at the price of \$91,681.06 (net cost to the Corporation - \$82,561.63).

**Financial Implications**

The three ambulances will be included in the 2020 budget submission and will be funded through the Land Ambulance Reserve.

**Background / Discussion**

Ambulances are ordered through Crestline Coach Limited. This non-competitive purchase is necessary to ensure consistency across the fleet. Consistency minimizes training as well as maintenance complexity.



Ambulances are replaced on a set schedule of 54 months in service. This timeline has been determined to be the maximum reliable life expectancy of these vehicles. The ambulances travel approximately 8,000 kilometers per month and for a total of 432,000 kilometers over the time frame. Increasing mileage above 400,000 kilometers has demonstrated a decrease in reliability and an increase in repair costs.

Due to the lead-time, delivery and payment for ambulances, delaying the initiation of the purchasing process can result in a cost increase as Crestline Coach has guaranteed pricing of the 2020 models at the 2019 price.

To receive three replacement ambulances in the summer of 2020, the purchase order must be initiated prior to November 30, 2019.

Prior to arrival, the ambulances will be modified to incorporate the Power-Load system. The Power-Load system helps to reduce significantly, the risk of paramedic back injuries. Rowland Emergency Vehicle Products Incorporated are the only licensed provider and installer of the Power-Load systems in Eastern Canada.

The following pricing per ambulance and lifting system modification has been obtained:

**Crestline Coach Limited, Saskatoon, Saskatchewan**

Ambulance Unit Price:	\$144,031.00
HST:	\$18,724.03
Total Price:	\$162,755.03

**Rowland Emergency Vehicle Products Incorporated, Mississauga, Ontario:**

Lifting System Unit Price:	\$27,044.56
HST:	\$3,515.79
Total Price:	\$30,560.35

Document Title:	2020 Ambulances - 2019-06-Financial Services.docx
Attachments:	
Final Approval Date:	Oct 9, 2019

This report and all of its attachments were approved and signed as outlined below:

**Bill Lister - Oct 9, 2019 - 12:59 PM**

**Tracey Bailey - Oct 9, 2019 - 4:11 PM**

**Maureen Adams - Oct 9, 2019 - 4:21 PM**