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| To: | Warden Matrosovs and Members of Grey County Council |
| Committee Date: | April 23, 2026 |
| Subject / Report No: | PSR-CW-03-26 |
| Title: | Purchase of 3 New Ambulances |
| Prepared by: | Kevin McNab, Director of Paramedic Services |
| Reviewed by: | Randy Scherzer, CAO |
| Lower Tier(s) Affected: | None |

Recommendation

1. That Report PSR-CW-03-26 regarding ambulance purchases be received and that the purchase of three ambulances be awarded to TriStar Ambulances in the amount of \$743,148.00 plus HST; and
2. That three ambulances will be disposed of in accordance with the purchasing policy.

Executive Summary

The approved 2026 capital budget includes funding for the replacement of three ambulances. This report seeks Council approval to proceed with an award of three ambulances to TriStar Ambulances in the amount of \$743,148.00 plus HST. In recent years, delivery delays from manufacturers have resulted in ambulances remaining in frontline service longer than planned, leading to higher mileage and increased maintenance and repair costs. Where possible ordering ambulances one year in advance continues to be recommended to support fleet reliability.

Background and Discussion

Paramedic Services maintains a fleet of 19 ambulances that are replaced on a six-year cycle. At the time of replacement, these vehicles typically exceed 275,000 kilometers. In recent years, delivery delays from manufacturers have resulted in ambulances remaining in service longer than planned, leading to higher mileage and higher fleet maintenance and repair costs. Looking to 2026 and beyond, ambulance delivery timelines are expected to improve; however, due to the current delivery time, ordering vehicles one year in advance will continue to be recommended where possible.

The approved 2026 capital budget calls for the replacement of three ambulances. Three submissions were received in response to the ambulance tender, one of which was deemed non-compliant. The successful bidder was TriStar Ambulances of Nova Scotia. TriStar has a long history of supplying ambulances throughout Eastern Canada and began supplying vehicles to the Ontario market in 2025. The award price is \$247,716.00 per vehicle, excluding HST.

Based on the recommendation of the service's mechanics, three ambulances will be identified for disposal. These vehicles will be disposed of in accordance with the County's Purchasing and Disposal Policy.

Legislated Requirements

All ambulances purchased for use in the department must be certified compliant with the current Ontario Provincial Land Ambulance and Emergency Response Vehicle Standard (Version 7.0, November 2025).

Financial and Resource Implications

Project Funding

| Item | Excluding HST | Net HST |
|----------------------------------|-----------------|-----------------|
| Approved Budget for 3 ambulances | N/A | \$818,964 |
| Tender Award Amount | \$743,148 | \$756,227 |
| Estimated Sale of Used | (\$31,578) | (\$32,133) |
| Total Project Costs | \$711,570 | \$724,094 |
| Project Surplus | \$93,229 | \$94,870 |

The 2026 approved budget provides funding at a cost per vehicle of \$272,988, therefore the TriStar bid price is \$20,912 under budget per vehicle after the HST rebate is considered. This ambulance replacement capital project is funded by the Paramedic Services Equipment Reserve and is offset by proceeds from the sale of ambulances being replaced. As a result, this results in a lower transfer from reserve than budgeted. The 2027-2036 capital forecast will be updated to reflect the adjustment in pricing.

Relevant Consultation

- Internal: CAO, Finance