



## Ontario Association of Fire Chiefs Industry Committee Meeting Minutes

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*The Ontario Association of Fire Chiefs mission is to lead innovation and excellence in public and life safety. Our vision is to inspire and influence a safer Ontario.*

*DEI vision: That every fire department in Ontario is equitable, inclusive, and reflects the diversity of the community they serve.*

Teams Meeting  
Monday, February 14, 2022 @ 12:00pm

**Participants:** Jeremy Inglis, Mike Matthews, Don Kruger, Brent Thomas, Dan Stone, Dave Dawson, Pino Natale, Robert Anselmi, Todd Finnie, Steven Rittenhouse, Trevor Picard, Anthony De Angelis

**Regrets:** None

**Minute Takers:** Mark Tishman/Kris Newton

### 1. Welcome

- The Chair welcomed everyone to the meeting

### 2. Terms of Reference

Action item: Committee to review Terms of Reference and provide feedback by the next meeting

### 3. OAFIC Conference

- Kris Newton reviewed the OAFIC 2022 Conference and Trade Show.
- If capacity is kept at 50%, we can still go ahead as the space is large enough. The format will be similar to the past; however, registration will be done differently. We should have better and more accurate reporting for leads accessible by mobile.
- The Trade show is open to all in the fire service. The awards dinner will be on Thursday May 5 and instead of 'fun' night, we might do a silent auction for charity instead.
- The memorial will occur on Saturday May 7 at International Centre and Holiday Inn airport is the host hotel.
- OAFIC will be following all COVID protocols and will update accordingly. Masks and passports may change. We have hand sanitizing stations.



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### 4. Round Table

- What would you like to get out of this committee?
  - Long-term contracts and price challenges in the future and how to interact and explain the price volatility. How do we lock a long-term contract with no opt-out clause.
  - Future price challenges.
  - How to interact between chiefs, purchasers, and vendors.
  - Education opportunities to gather from both from industry and chiefs as there are lots of communication issues. Perhaps offer a course on how to procure equipment and RFP tenders.
  - We need to educate the purchasing managers in our cities about increased costs, but also vendors should look to risk management of costs. It takes years to deliver equipment and the exchange rate changes all the time. It's not right to put people out of business when doing "a fair transaction".
  - Budgeting, finance and purchasing.
  - Helping smaller departments to manage costs.
  - Communication and bridging gaps.
  - Tender building.
  - Chief and vendor concerns.
  - How COVID has affected business and how we can move forward successfully.
  - Support.
  - How to protect vendors from US exchange fluctuations.
  - Educating purchasers.
  - Customer frustrations, listening, and understanding
  - Supply chain issues.
  - Procurement. With good decisions and consensus, we can talk to purchasing agents as a committee. A standardization of by-laws if possible.

### 5. Education/Communication/Webinars

- How can industry members lobby government and has OAFIC thought of lobbying for small businesses?
- Mandatory certification is currently on the table. OAFIC sent a letter to the Ministry of Finance on grants, annual funding and access to grants.
- OAFIC always advocates for funding for fire services, this is ongoing.
- In 2021 the OAFIC secured a COVID grant for fire services.
- In 2022 the OAFIC is working with and meeting with our members to see what type of grant we want and need.
- Different funding models and would a one size fit all work?
- Working on the language around grant requests to streamline and help guide members



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### 6. Meeting Schedule

- Last Monday of the Month. Next meeting March 28<sup>th</sup>, 2022 @ 12:00 pm.
- Also ask for meetings as needed before the trade show.

Action Item: OAFC to schedule monthly meetings in Zoom

### 7. Adjournment

- Jeremy Inglis moved to adjourn the meeting at 1:05pm.