



## Ontario Association of Fire Chiefs Industry Committee Meeting Minutes

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*The Ontario Association of Fire Chief's 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.*

**March 28, 2022 @ 12:00**

Zoom Meeting

<https://us06web.zoom.us/j/81179022101?pwd=V2RIYitDbzVRRnpKdHZZdXV5Wk9ZQT09>

Meeting ID: 811 7902 2101

Passcode: 005760

**Attendees:** Jeremy Inglis, Brent Thomas, Don Kruger, Rob Anselmi, Pino Natale, Todd Finnie, Steven Rittenhouse, Dan Stone, Trevor Picard, Anthony De Angelis, Mike Matthews, Dave Dawson, Kris Newton, Mark Pankhurst

**Regrets:** None

### **1. Chair's Welcome**

- The chair welcomed everyone.

### **2. Agenda Additions**

- None

### **3. Declaration of Conflict of Interest**

- None

### **4. Minutes of Last Meeting**

**Motion:** To approve the February 14, 2022 meeting minutes as written.

**Moved by:** Don Kruger

**Seconded by:** Todd Finnie

**Carried**

### **5. Terms of Reference Review**

- A revision of wording "is" to replace 'will' was made to the first line for flow and clarity purposes.



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- Currently, there are eleven committee members with one vacancy. Looking for a bunker gear manufacturer. Committee members were asked for recommendations.

**Motion:** To adopt the Terms of Reference for the Industry Committee as presented

**Moved by:** Dan stone

**Seconded by:** Trevor Picard

**Carried**

### 6. Trade Show and Conference Update – Kris Newton

- We are a month away until the conference. The trade show registrations are doing well, and we are still receiving more registrations daily from new vendors. Trying new things such as a EVT F3 pump ops course. We are using a new registration provider this year. OAFCh members should have received the free trade show passes already.

### 7. Supply Chain Issues

- There have been a number of conversations about this, and the committee was invited to discuss options. Looking for common messaging.
- It might be beneficial to send another supply chain email. Not much has changed since the last time the OAFCh sent out a communication about this issue. Shipping is still a big issue. Fuel costs are also rising and adding surcharges on top of added costs and is likely not to go away. Knowing why a supply chain issue is happening is important. All components need to be there in a timely fashion without overpaying for it based on sub-vendors. Would like to see an explanation beyond COVID and years of manufacturing process cannot be caught up overnight.
- Departments need patience and to understand the new timelines and what they look like.
- It is a complex item with parts created in house, some third party, and if a part is missing, then the whole order gets held up.
- Some manufacturers are now looking to produce equipment but that's expensive and time consuming. Freight costs have increased. When quoting a price, we say if you ship today this is your price but can't give you a future price.
- A department tries for a multi-year deal when purchasing, but now everyone is unhappy as no manufacturer wants the multi-year deal.
- We need to manage expectations of what we can do. As good service providers, we want to take care of customers as much we can. There is a much greater delivery time for us (used to be days, now weeks). Servicing trucks cannot get replacement parts or even to



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get pricing from chassis manufacturers. We will not sign penalty clauses for late products anymore since too much is out of our control now.

- Another member is facing the same issues and cannot price out chassis either. The dealers are not supplying us with pricing. Products that used to cost \$500K now cost \$700K. The commercial side cannot be supplied. Need some product knowledge out there.
- Commercial chassis are now 2-3 years out.
- Possibly send a letter to the vendors from the OAFC of where are we at with councils this year?
- Commercial really isn't for the fire industry. Fire departments are second/third class in industrial world. It will push everything out.
- On equipment side, with this big a price increase, will there be a two-tier or leasing programs? Any help for smaller places to help them purchase new equipment?
- Need to reevaluate bunker gear. Do we really need 2 versions of bunker gear top of line? Maybe only one top of line and second set when first set is being cleaned.
- Smaller vendors are cleaning equipment without the proper certification. Could be at risk.
- We haven't seen much of this yet, but with small departments, it is raising heads. They don't have access to manufacturer parts. Example of one department who received non-manufacturer parts built into SCBA when serviced. This could be dangerous.
- We need to educate our staff and council better. This is good feedback.
- There is a need to keep an eye on the used equipment. Had a request to use refurbished trucks from a chief. The more education we can provide the better.
- The OAFC can speak to AMO. A member's purchasing people stated we're putting people out of business holding companies to previously signed contracts.
- We need something to allow us to renegotiate in mid-year, rather than being gauged on the end of year contracts.

**Action item: Staff to draft a members' communication about supply chain issues.**



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### 8. Purchasing By-laws

- The chair would like to start collecting these and create a database.

Action item: Set up a shared folder on Sync to share purchasing by-laws for this group

Sync Link created:

<https://ln5.sync.com/dl/dd86c3770/pgg9k9s2-3hrdtzh7-ru59fijy-qbev6cm>

### 9. Group Purchasing: Sourcewell; Kinetic; Canoe Procurement

- The OAFCh started an online learning series and we are always open to new topics. For vendors, it is more educational than sales. Generally once a month for about an hour duration.
- This could be something we cover towards the end of May and do a more formal group purchasing.

### 10. Adjournment

Jeremy Inglis moved to adjourn the meeting at 12:45pm and it was seconded by Mike Matthews