



Ontario Association of Fire Chiefs Industry Committee Meeting Minutes

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.

May 30, 2022 @ 12:00

Zoom Meeting

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

Meeting ID: 811 7902 2101

Passcode# 005760

Attendees: Jeremy Inglis, Emily Patten, Rob Anselmi, Todd Finnie, Anthony De Angelis, Dan Stone, Dave Dawson, Trevor Picard, Don Kruger, Mike Matthews, Mark Pankhurst, Kris Newton

Regrets: Steven Rittenhouse, Brent Thomas

Minute Taker: Mark Tishman

1. Chair's Welcome

- The Chair welcomed everyone and hoped everyone had an opportunity to attend and enjoy the trade show.

2. Agenda Additions

- None

3. Declaration of Conflict of Interest

- None

4. Approval of Previous Minutes

Motion: To approve the March 28, 2022 meeting minutes as written.

Moved by: Todd Finnie

Seconded by: Dan Stone

Carried



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5. Business from Previous Minutes

- The Sync folder has been set up to share committee documents.
- The Sync folder can be accessed at: <https://ln5.sync.com/dl/dd86c3770/pgg9k9s2-3hrdtzh7-ru59fijy-gbevr6cm>
- Supply chain email was sent.

6. Trade Show and Conference Update

- Kris Newton reported the early numbers for trade show attendance was around 3K and heard that Friday, (May 6) of the trade show was much busier.
- The OAFC is organizing a vendor meeting and will try to get as many board members in attendance as possible. Scheduled for June 14, 2022 at 9am at the Holiday Inn Toronto, International Airport Hotel, 970 Dixon Road, Toronto.
- One member found that Friday of trade show was better than Saturday. Not sure if three days is better than one day. Suggested days during the week instead of a Saturday or pockets of time. With the online conference, we were able to attend the sessions which was beneficial including the trade show.
- Another member agreed that Friday was much better and few people attended the afternoon on Saturday. Don't run concurrent sessions (trade show and speakers). Venues aren't giving out any discounts post-covid, so maybe something cheaper for the vendors – but must weigh crowds vs location issues.
- It is a challenge to appease everyone. Maybe morning sessions and only afternoon trade show. Pricing is an issue (drink prices are too high). Holiday Inn could have been better (dated hotel). Registration should be different, maybe break it up alphabetically to make the line move faster.
- The FDIC was a week before the conference and some FDIC people don't go to OAFC because of it. Should have some distance between OAFC and FDIC too close together. Hard to bring equipment straight from FDIC to the OAFC. Sometimes new technologies aren't displayed at OAFC due to this.
- Possibly moving the trade show around to different locations, maybe 2-3 city rotation, i.e., Toronto, London, and Kingston.
- With regards to banquet or awards night, some of the vendors took customers out for dinner.
- The trade show route map was unreadable. Surprised at the lack of masking.



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- The OAFIC did shift to one location to appease indoor truck displays. Need to find a method to keep people at the trade show later in the day, Friday was better but by 2:30pm it was starting to clear out. Trade show numbers were affected since we started using shuttles from the host hotel to the trade show. When it was walkable, people would come back more frequent. The better the weather on Saturday the worse the numbers, bad weather usually gives better trade show numbers.
- The event used to be Sunday to Wednesday but was switched based on feedback. Can look at Thursday and Friday, which can be discussed at the vendors meeting on June 14.
- There used to be a 3-day trade show from Sunday to Tuesday, and Sunday was set up as 'family day' and had putting greens and fun games on the trade show floor and Monday evening was a trade show hospitality event.

7. Supply Chain Issues

- Staff sent out the requested letter. My interactions with vendors have been positive as they've been very communicative which needs to keep up.
- RFP's are currently difficult due to pricing, product availability, and can't price what isn't available.
- Chair suggested reaching out to the Provincial Procurement Association?

Action item: Contact the Provincial Procurement Association to have a discussion over RFPs and the difficulties vendors are experiencing due to supply chain issues.

- One member is still having issues with bunker gear material shortages. It is not just one thing but it's all things sporadic and random. Some products are back but others still take months to obtain.
- Many RFPs have 60- or 90-day windows. Keeping pricing valid that long is very difficult these days.
- The length of RFPs before even closing is a good point. That may have some free trade agreement issues due to procurement of RFPs and international law.

8. Group Purchasing – Sourcewell; Kinetic; Canoe Procurement

- Canadian manufacturers are having issues accessing group purchasing. There is a meeting in the spring. Pino Natale invited Jeremy Inglis to see if we can direct it better.
- We're hearing that some manufacturers are asking the provincial and federal governments to push it through. Canadian manufacturers are being pushed out and the plan is to go further with this.



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- We don't want Canadian companies blocked from this.
- Rob Anselmi met with local Canoe (Sourcewell) and asked about Canadian companies. Supposed to be clarified soon. Made it seem like an answer was coming.

9. Purchasing Bylaws

- Sync Link: <https://ln5.sync.com/dl/dd86c3770/pgq9k9s2-3hrdtzh7-ru59fijy-gbevr6cm>

10. Expanding Membership from 12 to 18

- There was interest to expand this committee at the trade show. In the Terms of Reference, we still have an open spot and would like a bunker gear manufacturer. Does anyone have issues expanding?
- The committee does not have a bunker gear representative and that is like the third biggest department purchase, so it makes sense.

11. Roundtable

- One member suggested a letter about some challenges that chiefs are experiencing with vendors and procurement. Perhaps a survey might be better than letter

Action item: Staff to work with Industry Committee to create a survey for chiefs to figure out their procurement issues.

- FSDOA conversation to reignite the EVT program? Maybe something to put as a target.
- Basically FDSOA and Jason Whiteley were driving a EVT program based in Ontario, possibly Centennial college.
- We have new chiefs and if looking to increase trade show attendance, trade show classes could help.
- It is dangerous to put on courses for costs when they can be put on for free. College courses doesn't really give people true EVT experience. Worried about oversaturation.
- Education and learning are key and needs to be further developed, thinking back to the online learning session on procurement and if there is further opportunity to educate in that type of manor for equipment and service purchases.
- There are a lot of RFPs released where people didn't really understand what was contained in the RFP and they need to do their homework before going out for RFP's.



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12. Adjournment

- Dave Dawson moved to adjourn the meeting at 1:00pm and was seconded by Anthony De Angelis.

Next Meeting is June 27, 2022 @ 12:00