

# THE APPARATUS FLOOR

ISSUE 7 | SPRING



FIRE DEPARTMENT  
SPOTLIGHT

SOUTH RIVER —  
MACHAR, ON



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## PRESIDENT'S MESSAGE

**H**ello to our valued fire chiefs, friends, and customers, and welcome to the latest edition of the Metalfab quarterly newsletter. We'd like to begin with some positive news. After two years, it looks like we are finally coming out of the COVID pandemic. This means more in-person gatherings.

We'd like to announce that our first convention post-COVID looks like it will be the OAFIC (Ontario Association of Fire Chiefs) 2022 Conference and Trade Show held in Toronto on May 6th and 7th. Metalfab will be at the trade show booth of Safetek Profire, our Ontario dealer. We are proud to announce that this will be the first OAFIC trade show since our partnership with Safetek Profire began. In addition to sales, Safetek Profire offers service and parts capabilities.

During the pandemic, we haven't been able to travel as much to support our Ontario dealer and to visit our customers. Though the latest technology in virtual meetings has allowed us to assist our customers during the pandemic, nothing beats the personal touch of face-to-face meetings. Now, as we move forward, we are excited about seeing and speaking with our repeat customers as well as with potential new customers at the OAFIC 2022 Convention and Trade Show.

This event is the largest fire and emergency trade show in Canada and is designed to facilitate knowledge exchange across the field, providing leaders in fire and emergency services with opportunities to learn, collaborate, and connect.

We are looking forward to getting out there again and hope to see you all there. On behalf of our entire team, thank you so much for your continued support. 🚒

Stay safe and be well,

Gordon Green, President, Metalfab LTD

[gvgreen@MetalfabFireTrucks.com](mailto:gvgreen@MetalfabFireTrucks.com)



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# EASY SLOW COOKER POT ROAST

**M**oist and juicy pot roast done in a slow cooker with carrots, onion and potatoes. Original recipe yields 8 servings.

## INGREDIENT CHECKLIST

- 4 pounds chuck roast
- salt and pepper to taste
- 1 packet dry onion soup mix
- 1 cup water
- 3 medium (blank)s carrots, chopped
- 1 onion, chopped

- 3 medium (2-1/4" to 3" diameter, raw) potatoes, peeled and cubed
- 1 stalk celery, chopped

## DIRECTIONS

### Step 1

Season the roast with salt and pepper to taste. Brown on all sides in a large skillet over high heat, about 4 minutes per side.

### Step 2

Place the roast in the slow cooker and add the soup mix, water, carrots, onion, potatoes, and celery.

### Step 3

Cover and cook on Low setting for 8 to 10 hours.

## NUTRITION FACTS

### Per Serving:

540.2 calories  
Protein 45.7g 92% DV  
Carbohydrates 18.2g 6% DV  
Fat 30.6g 47% DV  
Cholesterol 147.4mg 49% DV  
Sodium 271.9mg 11% DV. 🚚



## FIRE DEPARTMENT SPOTLIGHT:

# SOUTH RIVER — MACHAR, ON

THE FOLLOWING IS AN INTERVIEW WITH FIRE CHIEF RISTO MAKI AT SOUTH RIVER-MACHAR FIRE DEPARTMENT, ONTARIO.

**R**isto Maki is Fire Chief at the South River-Machar Fire Department in Ontario, Canada. He's been chief for 13 years, with the position requiring that he be full time for the last eight years. Risto will be completing his 30th year as a firefighter this August after starting his fire services career in August of 1992 on the day he turned 18. He has also completed 18 concurrent years in Emergency Medical Services (EMS) prior to becoming Fire Chief.

Risto was drawn to the fire service after his father joined in 1981. Back in the day, the ambulance service ran out of the local fire hall, and his father responded to approximately 400 calls each year. That's a little over a call a day. As a child, Risto was very involved with the fire service community and grew up in that culture of

camaraderie and teamwork. Ultimately, this is why he decided to join as soon as he was old enough.

This issue, we want to spotlight Risto and the South River-Machar Fire Department for their excellence in service and dedication to protecting the Machar and surrounding communities and keeping everyone in the area safe and sound.

### **THROUGHOUT THE YEARS, WHAT HAS BEEN YOUR FAVOURITE MEMORY WITH THE DEPARTMENT?**

It has to be the staff. Especially now, I'm blessed with the most dedicated group you could ask for. The support and teamwork they exhibit towards the department and community, not only in emergency response but in everything else they do, is second to

none. They never cease to amaze me with the skills they pull out of the hat. No matter the challenges that are thrown their way, they always rise to the occasion. Every experience with them really sticks with me.

#### **WHAT IS THE SIZE OF YOUR DEPARTMENT?**

We're a single station hall. At full capacity we have 25 firefighters, including myself full time. Last year we also brought on a part-time Fire Prevention Officer. The other 23 are all volunteers.

#### **TELL US A LITTLE BIT ABOUT WHAT YOUR COMMUNITY IS LIKE.**

We provide fire protection services for shared municipalities. We cover the village of South River, which is a small urban community of about 1,100 people. We also service the Township of Machar, which is primarily rural with a population of about 900. The populations of these areas typically double around summertime.

In addition to South River and Machar, we partner with the Sunridge-Strong Fire Department to serve the Township of Jolly. We're a little bit unique in that our establishing regulating bylaw authorizes us to leave our municipality to protect life, so we get tasked with some sometimes unusual rescue calls.

#### **IN TERMS OF YOUR PERCENTAGE OF RESPONSE AREA, IS IT MOSTLY RURAL, COMMERCIAL, OR INDUSTRIAL?**

It's definitely a mix. Single-family dwellings make up the majority of our calls. However, we do have a strong industrial component with the manufacturers located in the area. Our most common calls are rescue oriented in nature, like vehicle collisions and water rescues.

#### **ARE THERE ANY UNIQUE QUALITIES IN YOUR COMMUNITIES THAT PRESENT SPECIAL CHALLENGES TO YOU?**

We have a hydro protected area and a non-hydro protected area where it can be challenging to get fire apparatus in to fit those needs. Equipment needs to be designed differently for each application. We've tried to design our apparatus accordingly so it supports the different roles required for each municipality.

For example, we run a mini pumper and a full-size commercial pumper. The mini pumper is the first out the door for rural firefighting and serves as an attack pumper. Our full-size pumper has a dump capacity on it, so it works as a tanker but also supplements personnel and nurse pumps its first load when it arrives on the scene. This way we are able to use both apparatus at maximum capacity.

#### **HAS THE HIGHWAY UP THE MIDDLE OF TOWN CHANGED THE NATURE OF YOUR CALLS AT ALL?**

It certainly changed the demographics and the challenges we face on the highway. Initially I believed, maybe naively, that our calls for motor vehicle collisions would drop off, but we're actually responding to just as many if not more collisions since

the highway went in. The calls have, however, changed in nature. We're seeing a lot more single-vehicle rollovers and animal strikes and less head-on collisions.

#### **GOING BACK TO THE FIRE TRUCK SIDE OF THINGS, HOW MANY TRUCKS DOES YOUR DEPARTMENT RUN?**

We have five apparatus including one pickup, one remote rescue vehicle, and one inflatable boat.

#### **WHAT'S THE MAIN CHALLENGE YOU FACE AROUND YOUR TRUCKS AND APPARATUS?**

Capital procurement. As I mentioned, we are a shared service municipality, so we need to balance our priorities and objectives with our partnering municipalities when it comes time to purchase equipment and apparatus.

#### **CAN YOU TELL US ABOUT YOUR EXPERIENCE WITH METALFAB AS A FIRE TRUCK MANUFACTURER?**

It's been excellent. The first truck I was involved with designing through Metalfab was our heavy rescue. That was a 2010 delivery on a 2009 chassis, so we beat the DEF system on that, which is certainly beneficial to us now. The advantage we had was unlimited access to design. As you know from working with me, I like to make lots of changes to make the apparatus fit our needs, and you accommodated that.

To date, we've purchased three full trucks from Metalfab, and you also designed our remote-rescue skid unit.

#### **WHAT HAVE YOU LIKED ABOUT WORKING WITH METALFAB OVER THE YEARS?**

The design support and service have been awesome. We've never had an easy order. In fact, I think I was the first to say "I want 28 feet or less and 3,000 gallons of water" to you. That sort of flexibility is what we need in a manufacturer, and we appreciate your commitment to responding quickly and getting designs right. 🚒

## **BRING YOUR VISION TO LIFE WITH METALFAB**

Thank you to Risto Maki of South River-Machar Fire Department for interviewing with Metalfab's Business Development Manager, Ryan Stacey.

If your department is looking to bring your own visions for a custom fire truck to life, our Metalfab team would love to hear from you.

Give us a call at 1-800-561-0012 or contact Ryan directly at [rastacey@metalfabfiretrucks.com](mailto:rastacey@metalfabfiretrucks.com) to get started.



# METALFAB'S HISTORY IN ONTARIO, CANADA

**A**s a manufacturer of quality custom fire trucks for over 50 years, Metalfab comes to you with a rich Canadian history. Although our factory is located in New Brunswick with our starting base of customers based in the Maritimes, we were drawn into the much larger Ontario market as the company expanded. On a yearly basis, fire departments in the province of Ontario purchase the highest number of new fire apparatus from us than any other region.

Since 1967, Metalfab has been serving fire departments across North America with the best of the best in custom fire apparatus. What started as simply building trucks for local fire departments quickly grew into something more. Over the years, we expanded our clientele of fire departments across New Brunswick and well into Nova Scotia, Maine, and Prince Edward Island (PEI).

We didn't stop there. After 29 years in business, we sold our first truck in Ontario in 1996. It was a mini pumper purchased by the Bracebridge Fire Department. Since that purchase, the Bracebridge Fire Department has become one of Metalfab's largest customers with seven Metalfab-manufactured units since their initial purchase in 1996. Springwater purchased the second Ontario truck from us, a demo pumper built on a GMC chassis—at the Ontario Association of Fire Chiefs' Annual Convention and Trade Show.

Since 1996, Metalfab has sold over 170 units to fire departments throughout Ontario. Of the 97 customers we've worked with here, 30 have been repeat customers who have purchased multiple units over the years. This in itself speaks to the superior quality of the units we produce, and it fills us with an immense amount of pride.

The majority of our customers are small volunteer departments and medium-sized full-time departments, so we know how to serve these departments well. Metalfab's mission with each new unit we manufacture is a 20-year partnership of protection for our customers and our communities which ties in well with those small and medium-sized departments. After the sale of each truck, Metalfab remains present for any assistance. This is true even after the warranty period is over. Although small and medium-sized departments make up the majority of our customer base, we have also sold to many large-city Ontario customers as well as industrial fire departments. We get a good mix of everything from our Ontario base.

Amidst the units we've sold in Ontario are pumpers, tankers, and rescues on either commercial or custom chassis. In addition to the quality of our workmanship, Metalfab's niche of working hand in hand with the customer to design and build a custom unit that meets their requirements makes us a desired choice to build a department's next apparatus.

**CURRENTLY, WE CONDUCT SALES AND SERVICE FOR OUR TRUCKS IN ONTARIO THROUGH OUR DEALER, SAFETEK PROFIRE. SAFETEK PROFIRE HAS THEIR ONTARIO OFFICE IN MISSISSAUGA AND IS ALSO THE METALFAB DEALER FOR MANITOBA, SASKATCHEWAN, ALBERTA, BRITISH COLUMBIA, AND THE TERRITORIES.**

Safetek Profire is an ideal representative for Metalfab because we share a very similar set of values. Safetek Profire knows how to take action and get things done, how to respond rather than react. We also admire Safetek Profire's ability to take ownership, be responsible, and be held accountable; to earn trust and respect by treating others with dignity and offering help when needed; to exercise their strong judgement to make the right decision and not the easy decision; to engage their curiosity and willingness to learn, improve, develop, and ask questions; to use their capacity to deliver results with insights on the highest standards; to continue their commitment to hiring and developing the best of the best to serve you; and of course to communicate effectively and be a positive influence on others.

In addition to representing us in Ontario, Safetek Profire also offers many additional services to fire departments. These include in-house service and warranty service, road service and warranty service, a large inventory of parts in house, and multiple certified Emergency Vehicle Technicians (EVTs) on staff.

With regard to new Metalfab sales in Ontario, Gregory Rivers and Colin Darling are the main contacts. Gregory is the Product Specialist and Operations Manager for Ontario and all of Eastern Canada. From rail to road to fire, Gregory holds an extensive portfolio of industry knowledge. He has a 25-year background in transportation engineering, manufacturing, and sales. Colin Darling works on Inside Sales for Eastern Canada. He comes with 10 years of diverse knowledge in firefighting, agriculture, and heavy trucks. Having dealt in both rural and urban areas, Colin looks forward to supporting customers and finding their best fit.

Metalfab's Business Development Manager, Ryan Stacey, has worked with Ontario fire departments for over 20 years and continues to work alongside the Safetek Profire team to provide the best service to Metalfab's Ontario customers. You can learn more about our Ontario ties by viewing our recent deliveries in Ontario or by emailing Ryan at [rastacey@metalfabfiretrucks.com](mailto:rastacey@metalfabfiretrucks.com). 🚒



**SAFETEK PROFIRE**



# A NEWSLETTER FOR FIRE STATIONS

CONTACT US AT 800-561-0012

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## RECENT FIRE TRUCK DELIVERIES



TRENT HILLS, ON  
COMMERCIAL PUMPER/TANKER



NORTH PERTH, ON  
SINGLE AXLE TANKER



LOYALIST TOWNSHIP, ON  
TANDEM AXLE TANKER



ALNWICK-HALDIMAND, ON  
COMMERCIAL PUMPER/TANKER

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