



**Canadian Fluid  
Power Association**  
**Association canadienne  
d'énergie des fluides**



## 2017 CFPA AGM



The CFPA is a non-profit association of manufacturers and distributors, and we focus on relevant industry insight, communication, and resources to our members to support their continued growth and development.

The CFPA strives to further the fluid power industry as a whole, and during 51 weeks of the year, we focus on education, market insight, fluid power careers and industry cooperation. But over a few days in the late spring, we mix it up with our peers in a mosaic of business, networking and straight up fun. Our Annual General Meeting is known for its dynamic combination of keynote speakers, good laughs, bad golf and a drink or two for good measure.

Our AGM, this year, was at Deerhurst Resort in beautiful Huntsville, Ontario. The millennium-old land shapings of the Canadian Shield make for breathtaking rock formations, seemingly surrounded on every side by lakes, islands and wind-swept pines made famous by the Group of Seven and their paintings. Halfway between Georgian Bay to the West and Algonquin Park to the East, Huntsville is picturesque cottage country home to many vacation goers from all over North America.

The first day of the AGM starts with a round of golf, which lasts just through lunchtime. Next we got down to business typical of any association Board of Directors meeting. Although most business is related to the many functions required to run the association, there were some changes to the board worthy of mention. John Lamb, previous, long-time chairman, had recently resigned, leaving his position open.

Frank Pirri, Fluidraulic Sales & Product Manager, as well as past Director of Education, was filling in as interim chairperson. With a unanimous vote, Pirri was elected as permanent CFPA chair, which now leaves his seat in Education open. The association has been without a vice-chair for some time, but running for the position was Caryes Allan, Vice President of Higginson Equipment, herself with seats on multiple CFPA committees. Just as with Pirri, Allan was unanimously voted in, and she now sits as the vice-chair of the CFPA. Also voted to the board of directors was Kevin O'Doherty, Business Development Manager at Sunsource.



We at the Canadian Fluid Power Association like to promote education, leadership and our industry's economic outlook, which is why we always have a great mix of keynote speakers to inspire, educate and enlighten. Thursday began with a bang when Gary Gzik took the stage. Gary is the dynamic CEO of BizXcel, who excited us with his presentation, "Legendary Leaders." Following Gary was Denise Wecker-Seipke of BSI. Her words and slides were asking us to be more socially and economically aware, recommending we put risk management a

priority at our companies to reduce both accidents and economic risk.

Unfortunately, the cool weather put the brakes on our planned beach BBQ, but we moved it indoors and had an excellent networking lunch sponsored by BSI. After the meal, Joseph McKenna, Eaton economist, presented us with the most current fluid power related economic data, showing us current market data and trends, backing up what many of us already felt; we've turned the corner, and sunnier days are upon us. Although not every market is flourishing, machinery sales are very strong, which is a strong channel for most companies in fluid power.



The last presenter of day two was Goran Tesanovic, who discussed the challenges faced when he lead the push for Industry 4.0 in Canada, bringing together traditional automation with digital platforms. Seneca College is now a Canadian leader in adapting new technologies, which has resulted in new government funding and recent ground-breaking on the Mechatronics Simulation and Demonstration Centre, pioneered by Tesanovic.



The work day ended with two workshops bringing together competitors to find ways to work together to improve the way they run and manage their businesses. From sharing best practices to improving the current offering of market insight, the workshops strive to form new relationships between industry leaders.

Day two continued outside the conference room, with a mixology competition sponsored by Higginson Equipment. The attendees teamed up, and with equal parts experience and luck, put together a series of cocktails ranging from warm and soothing to icy and refreshing. After the mixology, the crowd moved to the Eclipse Room, where a fabulous multi-course dinner was served.



The next morning back at the conference, our day started with Festo's Ben Hope, who had his own take on Industry 4.0, which is both awesome and scary, depending on your generation and preparedness. The future is certainly a connected one, and it's clear the fluid power industry should be innovators, not laggards. How fluid power manufacturers and distributors can contribute to this growing industry isn't quite clear, but I'm glad all the big players are on board and pushing it.



Paul Heney, Editorial Director from Design World/Fluid Power World made a fantastic presentation to convince the mostly-older attendees that social media isn't just for their kids. With humour and visual aids, he made the case clear that businesses don't make money on social media, but rather, social media points visitors to where businesses *do* make money.



Closing out the morning on the last day, was the International Fluid Power Society's very own Donna Pollander. With her typical charm, she summed up all the latest news in the IFPS, including the updates to the Hydraulic Specialist and Pneumatic Specialist Certifications, making them more current with today's technology. Pollander mentioned the upcoming Fluid Power Professionals Day, this June 19<sup>th</sup>.



She encourages you to celebrate and share your photos, which can be sent to [akayser@ifps.org](mailto:akayser@ifps.org). We also had an update from Pete Alles of NFPA. The 2 associations hope to work more closely in the coming years.

We ended the annual general meeting with a business lunch, feeling satisfied both intellectually and gastronomically, while learning about the latest updates on the NAFTA negotiations and what we can expect the impact to be on all our businesses.

Next year we will visit the Thousand Islands region of Ontario for our AGM, splitting the difference between Toronto and Montreal. If you're in the fluid power industry, we encourage you to attend; our AGM's have something for everyone.

