

Meeting Summary from IKECA's Canada Chapter
Held via Conference Call on March 17, 2011

Six people interested in IKECA and establishing a more professional presence in the Canadian Kitchen Exhaust Cleaning Industry participated in the second of a monthly series of lively, one-hour telephone conference calls. The first one was a month ago, February 17, 2011. As before, Bill Doherty, Canadian Chapter President, of Pressure Kleen Services welcomed the participants and facilitated an interesting open discussion on growing the IKECA membership within Canada.

The discussion was wide-ranging and covered a number of different subjects, sometimes just raising questions which all acknowledged needed answers by some future date. Topics covered included:

- Participants shared why it was important for them to be a member of IKECA and part of IKECA's Canadian Chapter?
- How can we increase awareness to IKECA?
- With input from others, Bill Doherty and IKECA Executive Director Ken Hutton have assembled a list of reputable Canadian companies in exhaust system cleaning as well as AHJs (Authorities Having Jurisdiction). This list serves as a reference point for inviting companies and individuals to participate in these conference calls and to consider joining the Association.
- Starting to detail some of the obstacles businesses run into in our industry which are unique to Canada.
- Learned what communication techniques work with customers and insurance Industry people, sharing some examples accordingly.
- Discussed the concept of a Canada Chapter newsletter; one participant has already created some layout ideas.
- Getting the AHJ's interested in IKECA and the listing the benefits for them to join.

As was noted last month, the concept of an IKECA Chapter for kitchen exhaust cleaning companies in Canada is indeed gaining traction. The next efforts will be on AHJs across Canada as well as KECs in the western provinces; consequently, April's call is now scheduled for the 21st at 3:30 PM Eastern so that more West Coast companies can potentially participate.