



MEMBER SERVICES

The Municipalities Trading Company of Manitoba Ltd. (MTCML) allows AMM members to purchase products and services at lower prices through the power of bulk buying. This year was another great success. Sales remained consistent and the stable pool of official suppliers continued to change and grow. The products sales have consistently remained between 6.5 and 7.4 million dollars for the last 4 years. The MTCML provides a major source of revenue for the AMM and allows the AMM membership dues to remain one of the lowest in Canada. This past year, the MTCML was able to rebate another \$350,000 to our members based on their MTCML sales, bringing the cumulative rebate over the past four years to \$1,250,000.

MTCML Official Suppliers

Official Suppliers are very important to the success of the MTCML. These suppliers offer hundreds of products and services that municipalities use. The Trading Company has individual contracts with each of these suppliers that ensure the best possible pricing for the purchasing members. In return, suppliers have direct contact with Manitoba's municipal market and can be a part of regular marketing opportunities through the AMM (mailings, Convention, trade shows, etc.) Each of our suppliers has shown long term commitment to the MTCML, creating a stable purchasing environment for the members of the AMM.

Corporate Members

At present fourteen companies make up the Corporate Members list of the AMM, five of these new for 2004/2005. These members assist the buying group in providing many services and hosting various events throughout the year.



Major Programs

There are also two major buying programs offered by the Trading Company. These programs are owned by the AMM membership, managed by the AMM and each administered by a company that has expertise in the program area.

Petroleum Products Buying Group (PPBG)

AMM has entered into contracts with both Imperial Oil and Petro Canada, on behalf of all of our participating Members, for the supply of gasoline, diesel and lubricants. Our objective is to combat one-sided pricing advantages enjoyed by petroleum suppliers and to assist our Members to purchase fuel at a lower cost while still supporting the local fuel dealers. Currently there are 77 AMM Members who purchase over 6,000,000 litres of fuel each year and about 130 other municipalities in Saskatchewan and Alberta who purchase an additional 29,000,000 litres of fuel annually.

The concept of AMM purchasing large volumes of fuel on behalf of our Members and the careful analysis of industry pricing means fuel savings for member municipalities in all three provinces. At the same time, local fuel dealers are supported. The program is administered by Prairie Fuel Advisors Inc., who also act as our purchasing agent.

The only cost for joining the PPBG is 1.2¢ per litre for the fuel purchased and 10¢ per litre for lubricants. A municipality may withdraw from the PPBG at any time, and there is no cost to withdraw.

*Last year, the MTCML was able to rebate **\$350,000** to our members based on their MTCML sales, bringing the total rebate over the past four years to **\$1,250,000**.*

M.T.C.M.L.

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Insurance

All AMM members outside of Winnipeg participate in the insurance program, administered by Hayhurst Elias Dudek on behalf of the AMM. Coverage includes property/road machinery and equipment; crime (loss of money); comprehensive general liability; errors and omissions liability; environmental impairment (pollution) liability; fire vehicle insurance; plus accident insurance for Councils, fire departments, ambulance services, and other 'volunteers'.

A major part of the program is the \$3,500,000 annual self-insurance loss pool that keeps premiums much lower than if individual municipalities purchased their own coverage. Insurance is purchased from various providers for coverage in excess of the \$3,500,000 annual loss pool amount, to provide complete protection. This allows the opportunity for significant refunds in low-claims years.

Last year, the AMM was able to offer an average 5% reduction in our insurance rates. As well, as a result of excellent risk management by municipalities, the AMM was able to refund \$918,000 to municipalities out of the insurance loss pool.



MTCML Official Suppliers

Acklands Grainger Inc.
Airmaster Sales
Armtec
Bridgestone Canada Inc.
CD Awards
Darwen Road Technologies Ltd.
Denray Tire
Dust Free Road Maintenance
Fort Distributors Ltd.
Grand & Toy
Guardian Traffic Services Manitoba Ltd.
Hayhurst Elias Dudek Inc.
Kal Tire
MTS
Michelin
Norquay Printers Ltd.
PCO Orkin Swat Team
Prairie Fuel Advisors Inc.
Shippam & Associates Inc.
Souris Rock Shop
Tirecraft
Westcon Equipment & Rentals
Westman Steel Industries

AMM Corporate Members

Borland Construction
Cochrane Engineering
Guertin Equipment
Hayhurst Elias Dudek
Innovative Municipal Products Inc.
Manitoba Aboriginal and Northern Affairs
Manitoba Heavy Construction Association
Manitoba Hydro
Manitoba Mixed Concrete Association
Manitoba Pork Council
Mazer Group Construction Equipment
Robert Watson, Attorney
Strong-Coley & Associates
Westcon Equipment & Rentals Ltd.



Official Suppliers have shown long-term commitment to the MTCML.

M.T.C.M.L.