

MEMBER SERVICES

TRADING COMPANY

This year, the MTCML was able to rebate another \$750,000 to our members based on their MTCML sales, bringing the cumulative rebate over the past six years to \$2,500,000.

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 past year was another great success. Sales remained consistent and the stable pool of official suppliers continued to change and grow. The products sales were just over the \$18,800,000 mark this year.

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.

MTCML REBATES 2002-2007

2002	\$250,000
2003	\$300,000
2004	\$350,000
2005	\$350,000
2006	\$500,000
2007	\$750,000
	\$2,500,000

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 supplier, ensuring 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 AMM events and communications.



OFFICIAL SUPPLIERS

Acklands Grainger
Airmaster Sales Ltd.
Armtec Ltd.
Bridgestone (Tires)
Canada Culvert
CD Awards
Darwen Road Technologies Ltd.
Denray Tire
Dust Free Road Maintenance
Everest Supply & Services Inc. *NEW*
Fort Distributors Ltd.
Goodyear (Tires)
Grand & Toy
Guardian Traffic Services
Hayhurst Elias Dudek
Kal Tire
MTS
Michelin (Tires)
Norquay Printers Ltd.
Orkin PCO Swat Team
Prairie Fuel Advisors Inc.
Shippam & Associates
Souris Rock Shop
Tirecraft
Westcon Equipment & Rentals
Westgro Horticultural Supplies Inc. *NEW*

Each of our suppliers
have shown long-term
commitment to the MTCML,
creating a stable purchasing
environment for AMM
members.

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CORPORATE MEMBERS

Sixteen Corporate Members assist the buying group in providing services and hosting events throughout the year. They include:

Borland Construction
Genivar
Guertin Equipment
Hayhurst Elias Dudek
J.R. Cousin Consultants Ltd.
Manitoba Aboriginal & Northern Affairs
Manitoba Heavy Construction Assoc.
Manitoba Hydro
Manitoba Ready Mix Concrete Assoc.
Manitoba Pork Council
Mazer Group Construction Equipment
Miller Environmental Corporation
P.A.T. Inc.
People First HR Services Ltd.
Tri Core Projects Manitoba Ltd.
Westcon Equipment & Rentals Ltd.

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 administered by a company that has expertise in the program area.

FUEL SUPPLY PROGRAM

Prairie Fuel Advisors manages the AMM's Fuel Supply Program. Prairie Fuel Advisors helps municipalities in Alberta, Saskatchewan and Manitoba reduce their overall cost of fuels, oils, greases, and lubricants by negotiating better supply contracts for the total volume of these products than individual municipalities can obtain on their own.

This equates to approximately 44,000,000 litres per year for the three provinces.

INSURANCE PROGRAM

All AMM members outside Winnipeg participate in the AMM's property/casualty "protected self-insurance" program, administered by HED Insurance. It includes a \$4,000,000 annual self-insurance loss pool that keeps premiums much lower than if individual municipalities purchased their own coverage. Insurance is then purchased from various insurer providers for coverage in excess of the \$4,000,000 annual loss pool amount, to provide municipalities with complete protection. This allows the opportunity for significant refunds in low-claims years.

The AMM also makes available a "self-insured" health and dental benefits program for employees and council members. Currently 131 municipalities participate in the program, which offers flexible coverage options at very reasonable rates.

"There's such a wonderful cross-section of our population involved in municipal government..."

Bob Omeniuk
Canada Culvert

"Whether it's about new products or new ways of doing what they're already doing, municipal clients want to learn."

Jim Freedy
Dust Free Road Maintenance

"Municipal officials and staff are very interested in learning more and always have lots of questions."

Ken Fingler,
HED Insurance

