

Executive Director's Report



Joe Masi, Executive Director

February's Municipal Officials Seminar and Trade Show was a great success. Along with the various workshops and plenary sessions, our sold-out Trade Show saw an unprecedented number of municipal officials and staff participate and walk through the area.

The Municipal Trading Company of Manitoba Ltd. (MTCML) is proud to be YOUR trading company. We pride ourselves on giving our members the best prices for all your municipal goods and services. That is why we have an Official Suppliers program, where suppliers can offer the lowest prices available while receiving direct access to MTCML members.

As you know, for the last two years, the MTCML has rebated its members a total amount of \$550,000. Therefore, not only do you get discounts on all products and services, but the more you use, the more you receive in a rebate.

For example, last year, the MTCML rebated users \$250,000. If Municipality A's total sales were from insurance only (\$85,000 for one year) then Municipality A would have received a rebate of \$1,625. However, if Municipality A had also made purchases of fuel, supplies from Grand & Toy and signs from Airmaster Sales, increasing their sales by \$150,000 for a total sales amount of \$235,000, Municipality A would have received a rebate of \$4,492 – a difference of over \$2,800.

This figure does not include the savings Municipality A would have received from the discounts each Official Supplier offers.

What is also important to remember is that the MTCML's Official Suppliers support you at AMM events as well as municipal events such as curling bonspiels and golf tournaments either through sponsorship or participation.

Here are some things MTCML members must know or do to maximize their rebate:

- Educate those who do the ordering, i.e., public works managers, office staff, councillors, etc.
- Check out the *Municipal Leader* and the AMM website for a list of Official Suppliers and products or services available.
- When ordering, make sure orders are placed through the MTCML.
- Ask the MTCML for more information.
- Provide the MTCML with a list of ordering contacts along with their phone numbers and emails. Let us help you educate them.
- Tell us what we need to do to make this better for you.

Remember: this is YOUR trading company. If you have any questions or concerns, I encourage you to contact Linda Hargest at 204.856.2361. ●

A handwritten signature in cursive script that reads "Joe Masi".

Fleet Vehicles

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