

# Meet your front-line MTCML supplier reps

In the next few issues of *The Leader*, we will be introducing readers to the representatives of the MTCML supplier companies that provide goods and services to Manitoba personalities. These are those hardy individuals who travel our great province to ensure municipalities have what they need to conduct their day-to-day business serving Manitobans.



**Bob Omeniuk**  
Westman Steel

Bob has been the territorial manager for Westman Steel, supplier of culverts and accessories to Manitoba municipalities, for 23 years.

In that time, Bob has seen “every nook and cranny of this great province of ours.” He says, “I’m a salesman because I love people. I find them fascinating. I simply love talking to people and developing relationships with them.”

“There’s such a wonderful cross-section of our population involved in municipal government.”

The great thing about the MTCML, from his personal point of view, is the variety of people he gets to meet. Bob’s municipal customers come from all walks of life – “Rural, urban, old, young, farm-

ers, business people – there’s such a wonderful cross-section of our population involved in municipal government. And I get to be right in the middle of it,” he says proudly.

According to Bob, another great part of his job is the travel. “Some people wouldn’t like being on the road as much as I am, but I love it. I get to see all of Manitoba – farmland, forests, Canadian Shield, villages, towns and cities – in every season. It’s beautiful – yes, even winter,” he says with a chuckle.

Away from work, Bob is an avid curler and hockey player. Family also plays a big part in his life. He enjoys watching his children participate in sports and spending time with his siblings and in-laws. Holidaying throughout North America has been an annual adventure, as well.



**Wendyl Claire**  
Darwen Road  
Technologies Ltd.

Since 1982, Wendyl has been providing Manitoba municipalities with dust control and stabilization solutions for their roads. He has friends in the municipal field that date back to 1982 and he treasures these long-term relationships. He tells *The Leader*, “It’s very satisfying to befriend these people and, at the same time, develop something useful for them and their communities.”

The biggest challenge for Wendyl is to match product to the types of roads in question. Each road is unique and demands a specific dust control solution. Wendyl adds, “At times, I have to use all my powers of persuasion to convince the person in charge to alter his/her existing dust control method.

Some people don’t like change, but then you show them the newer products and how these can make their roads that much better (and safer), and they usually come onboard.” Currently, Wendyl is introducing MTCML customers to a new method of road stabilization for higher traffic roads in Manitoba.

Away from his ‘road work,’ Wendyl enjoys traveling with his wife, Darlene, who works for Century 21 Bachman and attends conferences throughout North America. For complete relaxation, Wendyl likes to sit on his deck, ponder life and watch the Red River flow by his property.

“It’s very satisfying to befriend these people and, at the same time, develop something useful for them and their communities.”



**Ron Martel**  
Armtec

For 17 years, Ron has been the front line representative to municipalities for Armtec, providers of culverts and other construction needs.

In that time, Ron says the best part of it has been getting to meet the people representing municipalities (whether they be elected officials or office staff) and building up valued friendships.

The major and constant challenge, according to Ron, has been helping municipalities come up with creative ways to meet their budgets. "Each situation is different," he says. "It comes down to customizing the right solution for each municipal budget."

When he isn't helping his municipal clients, Ron spends his winters collecting and working on vintage snowmobiles (he currently has 11). In the summer he enjoys golfing and working in the yard.



**Ken Fingler**  
HED Insurance and Risk Services

Ken is a 30-year veteran of the insurance industry and a familiar face at the MTCML Trade Show. For the past seven of those years, he has been dealing with the municipal market.

He says he really enjoys meeting and working with the municipal representatives who become HED clients, noting, "Municipal officials and staff come from a wide variety of

backgrounds and experiences. They are very interested in learning more and always have lots of questions."

Asked for the most challenging aspect of his job, Ken replies, "The toughest part of the job is answering questions when only given part of the background information."

For relaxation, Ken is an avid golfer in the summer months. He also enjoys the beach and traveling. When time allows, he also indulges in crossword and sudoku puzzles, movies and mystery novels.



**Adrien Parisian**  
Airmaster Sales

Adrien is the 'new kid on the block' as Airmaster's municipal rep, having taken over the position from Paul Cayer. In an interview with *The Leader*, Adrien indicated he is thrilled with his new challenge. "I'm really looking forward to it," he says. "I'd been thinking about a career change for

some time now. Prior to this move, I had been in shipping and receiving for four years, the last one with Airmaster. While I got to know our product line in that position, I wanted to be involved with our customers. Now I get that opportunity."

To start him in his new position, Airmaster sent Adrien on the road with Paul. According to Adrien, "I'm currently spending a couple of weeks with Paul learning the ropes. It's great meeting all the new people I'm going to be calling on regularly."

The first municipalities Adrien visited were the Village of Dunnottar and the Town of Winnipeg Beach. He says, "The municipal officials and representatives I met couldn't have been more welcoming; they were great. I'll never forget them."

When he isn't working, Adrien loves the outdoors, especially camping and fishing. He is looking forward to combining this passion with his new career as he travels Manitoba's highways visiting his municipal customers on behalf of Airmaster Sales. Adrien sums up his newest challenge by concluding, "I'm a young, single 'people-person' who loves being outdoors. Now, my job is traveling around this beautiful province and visiting people on a regular basis to supply their signage needs. How good is that?"



## Insurance and Risk Management Solutions for Manitoba Municipalities

The Association of Manitoba Municipalities (AMM) and HED Insurance and Risk Services work together to provide municipalities in Manitoba with financial security through insurance products and services designed to manage risk.

### EMPLOYEE BENEFITS PROGRAM

This program is available for both employees and council members and participation grows annually. The "self-insured" Employee Benefits Program is used by 131 of 196 municipalities outside Winnipeg and offers flexible coverage options at reasonable rates.

### MUNICIPAL INSURANCE PROGRAM

HED would like to thank the AMM and all 196 of the municipalities who have helped us make this program such a success. With full participation from all municipalities outside Winnipeg, the "protected self-insured" structure of the Municipal Insurance Program continues to prove its value to participating municipalities. Municipalities enjoy an ideal combination of insurance protection and reduced expenses.

**HED** Hayhurst  
Ellas  
Dudek Inc.  
INSURANCE AND RISK SERVICES

Call us at 204-943-0331 or toll free at 1-800-265-0314  
Visit us online at [www.hedinc.com](http://www.hedinc.com)

---

**OFFICIAL MTCML SUPPLIERS**


---

**ACKLANDS GRAINGER INC.**

– INDUSTRIAL, SAFETY AND COMMERCIAL SUPPLIES

**AIRMASTER SALES – SIGNS****ARMTEC – CULVERTS****BRIDGESTONE – TIRES****CD AWARDS**

– PROMOTIONAL ITEMS

**DARWEN ROAD TECHNOLOGIES LTD. – DUST CONTROL****DENRAY TIRE**

– RECAPPED/RETREADED TIRES

**DUST FREE ROAD MAINTENANCE**

– DUST CONTROL

**FORT DISTRIBUTORS LTD.**

– DUST CONTROL, EN1 STABILIZER & ROAD DE-ICING PRODUCTS

**GRAND & TOY**

– ALL CATALOGUE ITEMS

**GUARDIAN TRAFFIC SERVICES MANITOBA LTD.**

– TRAFFIC CONTROL EQUIPMENT

**HAYHURST ELIAS DUDEK**

– INSURANCE PROGRAM

**KAL TIRE**

– RECAPPED & RETREADED TIRES

**MANITOBA TELECOM SERVICES**

– TELECOMMUNICATIONS SERVICES/AFFINITY PROGRAM

**MICHELIN – TIRES****NORQUAY PRINTERS LTD.**

– ENVELOPES, LETTERHEADS, PRINTING

**ORKIN PCO SERVICES**

– GOPHER AND RAT POISON

**PRAIRIE FUEL ADVISORS INC.**

– PETROLEUM PRODUCTS

**SHIPPAM & ASSOCIATES**

– PROMOTIONAL ITEMS

**SOURIS ROCK SHOP**

– NAME BADGES, DESK PLATES

**TIRECRAFT – TIRES****WESTCON EQUIPMENT**

& RENTALS – GRADER BLADES

**WESTMAN STEEL INDUSTRIES**

– CULVERTS AND ACCESSORIES

---

**CORPORATE MEMBERS**


---

**BORLAND CONSTRUCTION INC.****COCHRANE ENGINEERING****GUERTIN EQUIPMENT LTD.****HAYHURST ELIAS DUDEK INC.****J.R. COUSINS CONSULTANTS LTD.****MANITOBA ABORIGINAL & NORTHERN AFFAIRS****MANITOBA HEAVY CONSTRUCTION ASSOC.****MANITOBA HYDRO****MANITOBA PORK COUNCIL****MANITOBA READY MIX CONCRETE ASSOCIATION****MAZERGROUP CONSTRUCTION EQUIPMENT****WESTCON EQUIPMENT & RENTALS**


---

It is your support that enables us to provide these services!

Invoicing and Orders – Patti De Baets 856-2367

Company Opportunities – Linda Hargest 856-2361