

Tirecraft

Tirecraft offers a complete line of manufacturer tires to suit any municipality's needs. Brand names carried by Tirecraft include BF Goodrich, Bridgestone, Continental, Double Coin, Firestone, General, Michelin, North American, Toyo and Yokohama.

As well, Tirecraft utilizes the MRT (Michelin Retread Technologies) system of retreading tires. Retreading is a process whereby a worn tread is removed and a new tread placed on an undamaged tire casing. Retread tires give the same mileage as comparable new tires at a much lower cost-per-mile. To learn more about retreading, visit the Tire Retreading Information Bureau at www.retread.org.

Call Tirecraft at 1-800-561-3805, visit the company website at www.tirecraft.com, or drop into one of its Manitoba sites in:

Boissevain	Portage la Prairie
Brandon	Roblin
Fisher Branch	Souris
Gimli	Ste. Rose du Lac
Lundar	The Pas
Manitou	Virten
McCreary	Warren
Melita	Winnipeg
Minnedosa	

Westcon Equipment & Rentals

Westcon underwent a rebirth in the fall of 2004 as a result of a management buyout. With the buyout, 100% of the staff opted to stay with the new operation.

Today, Westcon operates in Manitoba and Saskatchewan. Locally owned and managed, Westcon prides itself on being able to make prompt, decisive decisions when required. Its Winnipeg site at 380 Keewatin Street is a 22,000 sq. ft. building on 5.5 acres. There are also two satellite operations (home to a resident service technician and a territory manager) in both Brandon and Swan River. In Saskatchewan, Westcon's head office is in Regina, while a second site is in Saskatoon.

President **Brian Brown** leads the company and its 55 employees. **Mike Smiegielski**, Partner and Vice President, Construction Equipment oversees construction operations in Manitoba. **Tom Hill**, Partner and Vice President, Rentals looks after the rental division in Manitoba. Brian, Mike, Tom and their team all work hard to satisfy their customers with state-of-the-art equipment and service.

Westcon is actually two businesses in one. First, it markets and services construction and forestry/mining equipment (in Manitoba, it is the exclusive dealer for Volvo construction machinery, Tigercat forestry products, Cedar Rapids crushing & aggregate and paving equipment, and Gomaco concrete paving and curb/gutter machines). As well, Westcon is a rental source for material handling equipment, aerial lifts, compressors, compaction equipment, welders, generators and general contracting equipment. If your municipality is interested in renting equipment, be sure to check out the form's Yale forklifts and JLG aerial equipment.

If you are looking to purchase construction machinery, inquire about the new line of Volvo G900 motor graders, introduced in the first quarter of 2006. The G900s offer the Volvo Tier 3 engine and the only 11-speed powershift transmission in the industry. While you're there, ask about Volvo's wheel loaders (0.5 to 9.0 cu yd capacity), excavators (1.5 to 70 tonne capacity), and compact equipment. With an eye on the bottom line, remember that Volvo equipment products are industry leaders in fuel efficiency.

Call **Gord Green**, Sales Manager, Construction Equipment (204-633-5800) or your local Westcon rep for further information on sales, rentals or a demo.



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Prairie Fuel Advisors (PFA)

(Report from Peter Pellatt of PFA)

Earlier this spring, the AMM issued a Request for Proposals to all local, regional and national oil companies, inviting proposals for the supply of fuel and lubricants to MTCML members.

We are pleased to announce that, for the first time, some co-ops submitted proposals, even though the local co-ops don't have any direct price support from head office (and thus aren't able to offer fixed monthly fuel prices or a week or more advance notice of all price changes). However, some of the co-ops have offered attractive prices for fuel and have agreed to a weekly price change every Monday. They will advise us of the price changes on the previous Friday. They have agreed that, assuming they have a 'keep full' working agreement with our members, they will automatically fill members' storage tanks before an announced price increase or hold off filling the tanks until after the lower price becomes effective. PFA can manage that understanding and will ensure that the invoicing recognizes that commitment.

Also, the Co-op price changes cannot be tied to either the change in the price of crude oil or to the change in rack pricing because each Co-op will be on its own with respect to the cost of fuel. The agreement reached with the Co-ops in question says over any two-or-three-month period, the weekly Co-op price changes will remain competitive with price changes calculated by PFA based upon the changes in the Winnipeg rack prices for the same fuel. If the changes aren't competitive and the supplier chooses to maintain them at their announced amounts, the member may cancel the supply agreement without penalty. This should be a fair approach for everyone without forcing a formula on a supplier that may not be fair or equitable. All our members want is attractive fuel prices over the long term, with suppliers making a fair profit.

The Imperial Oil response to the RFP was also very positive. The firm reduced its fuel prices to members and substantially reduced the net cost of lubricants. The lubricant pricing available to members reflects the prices that a single purchaser of between 40,000,000 litres and 50,000,000 litres of fuel annually would receive. That is the combined fuel volume of the AMM, SARM, and AAMD&C fuel supply programs. It is exceptionally attractive. And remember, under the AMM Fuel Supply Program, a member may pur-

chase fuel from one supplier and lubricants from another supplier!

Finally, we received a very attractive offer of a retail fuel credit card program, or Fleet Card program, from Parkland Industries, a Canadian-owned company out of Alberta that operates 400 retail outlets branded as *Fas Gas* or *Race Trac* gas. It purchases most of its fuel from Imperial Oil, Petro Canada and Shell. The quality of Parkland's product is unquestioned. The Parkland offer is for a 4 cent-per-litre discount off the net pump price PLUS an additional 2% cash discount by way of its 'Litre Log' program. This discount amounts to approximately 6 cents-per-litre off the net pump price. For those members in Winnipeg or other areas where retailers are offering 3.5 cents per litre off the posted price, this discount amounts to a total of about 9.5 cents per litre off the posted price!

This retail gas credit card offer may be accepted by any member of the fuel supply program, regardless of their supplier of bulk fuel or cardlock fuel. A member has total control over whom they authorize to participate in this retail gas credit card program. Your council may choose to make these cards available only for vehicles operated by the member, or it may choose to also make the cards available to council members, administrators and other valuable, long-term employees. As long as the individuals agree to pay the balance due on their gas cards to the member immediately when due, there is no taxable benefit to the individual and no net cost to the member for extending this benefit to the individuals. To many families, this discount may amount to several hundred dollars a year, tax-free.

PFA has extended its software system to accommodate the retail credit card facility in exactly the same way it manages the bulk and cardlock purchases by a municipality. The system will automatically send the details of all gas card charges by e-mail to each councilor or employee who has a card, with a summary of all purchases sent to the member.

The results of the RFP for each member have been sent to all members, along with a recommendation as to the preferred supplier to be considered.

Any AMM member may join the Fuel Supply Program at any time by sending an e-mail to **Linda Hargest** at lhargest@amm.mb.ca.

Westman Steel Industries

Russ Edwards started Westman Steel Industries in 1975, and his family still owns the business. In 1979, the company purchased a helical-lock seam spiral culvert mill, the first of its kind Manitoba. In 1996, Westman Steel moved its helical mill, re-corr, finishers and assembly lines into its current plant on Day Street in Transcona.

Westman Steel has been named one of *Canada's 50 Best Managed Companies* since 1997, and is now one of the select few companies to be included in this organization's 'Platinum Club.' Westman Steel's strong leadership is reflected in the company's Statement of Values that says, "We pursue our vision, make decisions, and exhibit behaviour that is consistent with our core values:

- Relationships
- Growth
- Fiscal Responsibility
- Safety, Health, and Environmental Responsibility."

Westman Steel provides municipalities with corrugated steel culverts, steel floodgates, steel screw gates, sloped and flared-end applications, culvert end markers, high-density polyethylene pipe, beaver stops and special fabrications. The firm is also a distributor of geotextile cloth, portable water diverters, and bin wall retainer structures.

As a founding member of the MTCML and an active supporter of the Manitoba Good Roads Association (MGRA), Westman Steel prides itself on its reputation for honesty and integrity. Area sales manager **Bob Omeniuk** is active in many municipal functions, including judging for the MGRA. Bob looks forward to doing business with his municipal partners. For more information on Westman Steel, visit www.westmansteel.ca or call 204-222-7354.

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