

Meet your front-line MTCML Official 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 municipalities. 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.

Photo
not available

Jaime Griner - Westgro Horticultural Supplies Inc.

Jaime joined Westgro six years ago and has been involved in sales for the last year or so. Westgro Horticultural Supplies was formed 12 years ago when two companies – Plant Products (serving Eastern Canada) and EverGro (serving BC) – decided they wanted to merge in order to do business across the entire country.

Westgro markets mosquito larvicide and herbicide to MTCML member municipalities. The company also sells fertilizer in Alberta and Saskatchewan.

Jaime says the best thing about being in municipal sales is meeting such a wide variety of people. “I’ve met some wonderful individuals through the AMM and the MTCML,” Jaime tells *The Leader*.

When she isn’t hard at work, Jaime enjoys puttering in the yard and “just hanging out” with her 11-year-old son Derryl.



Jim Freedy - Dust Free Road Maintenance

Dust Free Road Maintenance has been providing dust control and road stabilization products for almost 20 years and Jim Freedy has been a member of the Dust Free team for the past five years.

Since 2006 was an election year, Jim says it has been an interesting challenge re-introducing himself and his company’s products to his municipal clientele.

Jim enjoys meeting new people and says the favourite part of the job is his municipal clients, “who are always willing to listen. Whether it’s about new products or new ways of doing what they’re already doing, they want to learn.”

Speaking of new products, Jim wants MTCML members to know about *X-hesion*, a dust control and road stabilization product that results in a road surface that is compact, water resistant and durable. *X-hesion* is a non-chloride proprietary formulation of an agriculturally derived complex organic polymer and binding agent.

Away from work, Jim is a family man with two children and two grandchildren. He enjoys helping his kids with renovations of their respective homes. He also likes to play golf, but with the dust control season in full swing, won’t get out much until later in the season. That is why he likes to get down to Phoenix every January for 10 days on the links.



Peter Pellatt – Prairie Fuel Advisors Inc.

For the past 11 years, Peter Pellatt has been the owner and manager of Prairie Fuel Advisors, manager of the AMM’s Fuel Supply Program. Prior to that, Peter taught Business Administration at the University of Manitoba for 10 years before moving to Alberta. Peter was also a part owner of Pacific Coastal Airlines in Vancouver for a decade, where he learned about the fuel business and how to negotiate better supply contracts with the major fuel and oils suppliers.

Prairie Fuel Advisors helps municipalities reduce their overall cost of fuels, oils, greases, and lubricants by negotiating better supply contracts for the total volume of these products consumed by member municipalities in Alberta, Saskatchewan and Manitoba (approximately 44,000,000 litres per year) than individual municipalities can obtain on their own. According to Peter, “The two most valuable features of the fuel supply contracts for AMM and MTCML members are the control of all price changes to ensure they are always tied to the underlying changes in the wholesale cost of fuel, and the one week’s advance notice to members of all upcoming price changes. These terms eliminate a great deal of administrative work for all members and eliminate the challenge of trying to ‘outguess’ agents as to the direction and timing of process.”

Peter’s work keeps him in constant contact with the AMM office and he says the best part of dealing with the Association is the quality of people working at the AMM and the sense of appreciation his organization receives for helping MTCML members reduce their overall cost of fuel and lubricants.

Away from the Prairie Fuel Advisors office, Peter enjoys spending time with his “great” family (four children ages 17 to 22 still at home and two adult children who have given Peter and dentist wife Anne five grandchildren). Peter and Anne enjoy breaks at the family cottage on Pigeon Lake and traveling. He is also a sessional instructor at the University of Alberta’s School of Business, leading classes in Business Ethics and Small business Management.

OFFICIAL MTCML SUPPLIERS

ACKLANDS GRAINGER INC.
 – INDUSTRIAL, SAFETY AND
 COMMERCIAL SUPPLIES

AIRMASTER SALES – SIGNS

ARMTEC – CULVERTS

BRIDGESTONE – TIRES

**CANADA CULVERTS (formerly
 WESTMAN STEEL)**
 – CULVERTS AND ACCESSORIES

CD AWARDS
 – PROMOTIONAL ITEMS

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

DENRAY TIRE
 – RECAPPED/RETREADED TIRES

DUST FREE ROAD MAINTENANCE
 – DUST CONTROL

EVEREST SUPPLY & SERVICES INC.
 – MOSQUITO LARVICIDING
 PRODUCTS

FORT DISTRIBUTORS LTD.
 – DUST CONTROL, EN1
 STABILIZER & ROAD DE-ICING
 PRODUCTS

GOODYEAR TIRES – TIRES

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

**WESTGRO HORTICULTURAL
 SUPPLIES INC.**
 – MOSQUITO LARVICIDING
 PRODUCTS

CORPORATE MEMBERS



BORLAND CONSTRUCTION INC.

GENIVAR

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

MILLER ENVIRONMENTAL CORPORATION

TRI-CORE PROJECTS MANITOBA LTD.

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