

HED – your insurance resource

Municipal representatives eager to learn more about insurance programs should call **HED Insurance and Risk Services**. As the AMM's long-term broker and administrator of its Municipal Insurance Programs, it is a comprehensive resource for those seeking information. As Manitoba's largest independent insurance broker and consultant, the company is a specialist in providing cost-effective insurance programs for municipalities, school boards, retail groups, trade associations, and buying groups.

This knowledge has served the AMM well. Over the years, municipalities have paid competitive premiums, received rebates, and earned interest from insurance coverage due to expertise of a dedicated team from HED.

This year HED is charging forward with more programs that benefit the AMM. The latest is a new liability insurance program. HED has made arrangements for \$2,000,000 liability insurance to be available to outside groups. (See page 54 for more on this exciting new program.)

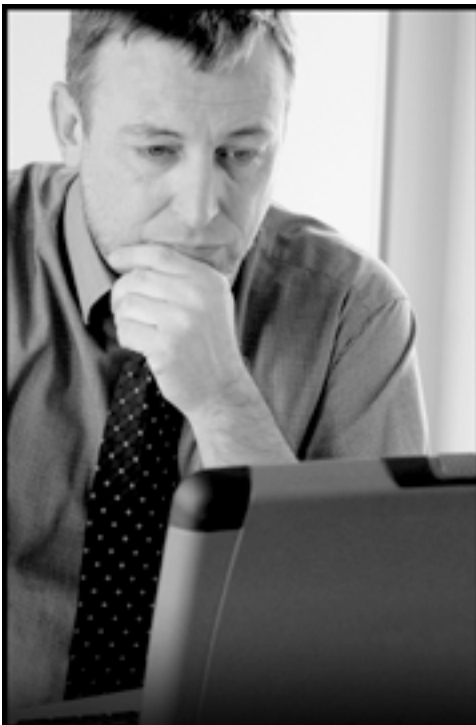
For more information about HED Insurance and Risk Services please contact **Ken Fingler** or **Bert Walker** at 204-943-0331.

Innovative Municipal Products and safe roads

In Manitoba, we take a certain delight in our distinct seasons. Yet, plowing down a road or highway in winter can shatter the sunniest disposition. Icy roads are dangerous and worrisome for drivers. **Innovative Municipal Products Inc.** has the solution to meet the needs of municipalities that are threatened by winter's worst.

In operation since 1986 and based in Ajax, Ontario, the company provides environmentally sound road surface solutions year-round. One of its icy-roadway solutions is *Caliber*, a Magnesium Chloride de-icer. It is added to a spreader truck and is sprayed onto salt or sand. With Caliber, road salt can be used at lower temperatures and for a longer period of time.

For more information about Innovative Municipal Products, Inc. please contact **Jim Keith**, marketing manager at 1-800-387-5777 extension 206.



HED Hayhurst
Elias
Dudek Inc.
INSURANCE AND RISK SERVICES

Insurance and Risk Management Solutions for Manitoba Municipalities

The Association of Manitoba Municipalities (AMM) and HED work together to provide municipalities in Manitoba with financial security through two unique insurance programs:

- Health and Dental Benefits, and
- Municipal General Insurance.

HEALTH AND DENTAL PROGRAM

This self-insured program is available to both employees and council members and participation continues to grow, with 127 municipalities now enrolled. Because the plan is self-insured, premiums are very competitive, and the flexibility of coverage options is unparalleled.

MUNICIPAL INSURANCE PROGRAM

HED would like to thank the AMM and all 198 of the municipalities who have helped us make this program such a success. With full participation from all municipalities outside Winnipeg, the "protected self-insurance" structure of the program continues to prove its value, with significant program rebates for the second consecutive year. Participating municipalities enjoy an ideal combination of insurance protection and reduced expenses.

Tel: 204-943-0331

Toll Free: 1-800-265-0314

Web Site: www.hedinc.com

Acklands-Grainger – part of Manitoba history

Acklands-Grainger has a long history with Manitoba. The company that provides customers with industrial, fleet, and safety supplies across Canada was founded in 1889 in Winnipeg. Originally a blacksmith and wagon parts manufacturer, it is now the largest distributor of maintenance/repair/operations parts in Canada.

The company's success stems from its focused approach to customer service. Municipalities across the nation have benefited from this attention. With exceptional inventories, friendly staff, and 167 branches across Canada to call for products and services, the probability of finding what is needed is excellent.

The Acklands-Grainger catalog is stocked with more than 40,000 items, but that is not all that is available, says **Doug Harrison**, President of Acklands-Grainger. "We stock 110,000 items and have them available online."

With its customer friendly attitude, a plethora of locations, and an easily navigated online site, Acklands-Grainger is a reliable resource for all of your maintenance, repair, and operating supplies needs. For more information, contact your local Acklands-Grainger location or visit www.acklands.ca for e-commerce procurement.

'Gold Star' service at Guertin Equipment

The name of **Guertin Equipment Ltd.**, a John Deere dealership, rides on its promise of exceptional customer service, quality, and value. The dealership has been awarded the Gold Star designation from John Deere. This honour is only available to those dealerships that continuously maintain the highest customer service. "It is a level of service to the customer that is second to none," says **Parker Sutherland**, Sales Manager. "The customer always comes first."

Guertin's Manitoba location is on Melnick Road (off the south perimeter) and there is another location in Saskatoon. Guertin Equipment offers a variety of John Deere products. It has divisions catering to golf and turf, commercial and construction equipment, and commercial mowing products. For more information, contact Parker Sutherland at (204) 255-0260 or visit the website at www.guertinequipment.com.

Fort Distributors client wins award

The RM of St. Andrews has won the best road award from the AMM three out of four years and that is something that **Hans Jehle** takes pride in. Hans and his family own **Fort Distributors Ltd.**, a company dedicated to providing dust control products and services, liquid de-icing and sand pile treatments, and road stabilization to municipalities across Manitoba. The RM of St. Andrews is one of their customers.

Since 1984, Fort Distributors has been a resource for those looking for seasonal road solutions. Its products include Magnesium and Calcium Chloride for dust control, as well as a new product called *Ultra Melt* (it accelerates melting to extreme low temperatures). The company also offers En-One, a road base stabilizer that produces a pavement-like road at a fraction of the cost.

For more information about Fort Distributors Ltd. products or services, contact Hans or Grant Jehle at (204) 785-2180.

Grand & Toy can get your office in shape

Looking for a sticky note? Searching for just the right piece of office furniture? Need office supplies? Turn on the computer and key in www.grandandtoy.com. **Grand & Toy**, the office supply store, offers e-commerce technology to make ordering easy and cost effective, and it has an extensive product line to complement its e-commerce solutions. It stocks over 7,000 recognized brand name products, as well as more than 600 Grand & Toy branded essentials in its 58,000 sq. ft. Winnipeg warehouse. The firm's supplies are produced by name brand manufacturers and offer considerable savings.

In addition to computer supplies and office products, Grand & Toy is your first source for office furniture, carrying name brands such as Global, Teknion, Lacasse and Hon office furniture. With a complete design team located in Winnipeg, no job is too big or too small. For assistance, contact your Grand & Toy account manager. Order online at www.grandandtoy.com or call them to set up your account at 204-487-5571.

Municipal fleets need Denray Tire

An official tire supplier to the MTCML, **Denray Tire** offers quality tire options for municipal fleets. According to **Ray Morin**, Denray's Fleet Development Manager, "We now offer municipalities retreads for their truck and grader tire needs. Retreads cost one-third to one-half the price of premium new tires and offer as much reliability, durability and performance as a new tire."

Denray uses the renowned Bandag re-treading process. Retreads offer the same performance as new tires and, thus, come with the same guarantee.

Denray also supplies Michelin and Yokohama, amongst other tire brands, in every application from grass mowers to graders and loaders. Another Denray feature: a company tire representative is in your area every two weeks to answer any questions.

Call Ray with your tire questions. He can be reached in Winnipeg at 204-632-5191.

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

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

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Company Opportunities – Linda Hargest 856-2361