

## ANNIVERSARY YEAR for ABC Fire & Safety

**2009 marks** the 30th year in business for ABC Fire & Safety, a Manitoba company committed to providing customers with quality products at reasonable prices. Product categories range from Fire Fighting Equipment to Fire Extinguishers to First Aid/Medical Supplies to Emergency Medical Devices to Safety Equipment to Automated Suppression Equipment – and more.

ABC Fire & Safety is proud to service everything it sells. This commitment to service has been the cornerstone of the business and has resulted in quality, long-term relationships with numerous municipal customers.

The company has a pair of locations in Manitoba (846 Marion Street in Winnipeg and 200 Hayes Road in Thompson) as well as a location in Creighton, Saskatchewan. For MTCML member municipalities interested in purchasing equipment from the many product categories supplied by ABC Fire & Safety are invited to e-mail Sales Manager **Neal Foy** at sales2@abcfireandsafety.com or call 204-233-6083 (outside of Winnipeg call 1-800-665-1250).



### NEW PRESIDENT FOR ACKLANDS-GRAINGER

In the last issue of the *Leader*, we profiled Acklands-Grainger on these pages. In that profile **Sean O'Brien**, then Vice-President of Sales & Marketing was quoted extensively. Since then, parent company Grainger International has promoted O'Brien to the position of President of Acklands-Grainger Inc.

Upon naming O'Brien to his new post, Grainger International VP **Court Carruthers** said, "Sean's energy and experience

will help drive continued success in the Canadian maintenance, repair and operating supplies (MRO) market."

The new President said, "I look forward to building upon our momentum in Canada and leveraging our scale in industrial, safety and fastener products to continue our lead within the Canadian MRO market. Getting our customers the products they need while saving them time and money is essential to how we add value."

### GRAND & TOY: THERE'S NEVER BEEN A BETTER TIME TO STREAMLINE

Time – there never seems to be enough of it. Between juggling priorities, balancing staff wants with organizational needs, and the constant pressure to do more with less, it's easy to feel overwhelmed. No wonder procurement teams across the country are in search of new ways to control operating costs beyond the limited and exhaustive price-per-item battle. With a legacy of evolving to meet the changing needs of Canadian organizations, Grand & Toy has once again answered an important call as the AMM has chosen to partner with Grand & Toy in a new solution.

**The solution: streamline** - Grand & Toy's Streamline program generates tremendous value to AMM members by offering solutions to assist in streamlining procurement. Every day, Grand & Toy helps organizations manage the hidden costs of procurement – ensuring that the ordering, receiving and payment process occurs in the most efficient and cost effective manner.

#### **Streamline for smart solutions** -

Only at Grand & Toy can AMM Members streamline procurement across as many different categories – on one purchase order, delivery, invoice and payment.


- Technology
- Print Projects
- Furniture/ Interiors Projects
- Media Storage
- Promotional Items
- Facility Supplies
- Health and Safety
- Cleaning and Maintenance
- Paper
- Office Supplies
- Ink & Toner
- Print Projects

**Streamline for efficiency** - Leverage a leading e-commerce platform and customize your ordering, invoicing and payment requirements the smart, paperless way. Only at Grand & Toy can you leverage an e-invoicing tool that allows you to manage your invoices online – reducing paper consumption, data entry errors and lost or duplicated invoices.

**Streamline for savings** - On top of highly competitive rates negotiated specifically for AMM members, the more you streamline office purchases with Grand & Toy – the more you save overall. AMM members also receive an annual 5% rebate on their overall purchases – savings that can be re-invested back into your office.

**Streamline for control & consistent support** - Has obtaining a clear snapshot into your total office spend been a challenge? AMM has chosen to partner with Grand & Toy not only for their robust reporting capabilities, but for the insight and consultative expertise provided by a dedicated G&T Account Manager and regular business reviews.

**Streamline for sustainability** - There is a false perception in the marketplace that "buying green" comes at a premium. With Grand & Toy's streamlined approach to procurement – you are not only reducing costs and boosting efficiencies, you're being conscious of the environment in the process.

**Streamline for success** - In a time where organizations are forced to do more with less – Grand & Toy is the business-smart choice. Look at your options. Consider the solutions. Leverage AMM's partnership with Grand & Toy today. 

For more information, please contact:  
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www.grandandtoy.com



## Official MTCML SUPPLIERS



\* Contact these MTCML suppliers for your municipal needs and take advantage of preferred pricing, products and services.

### A. Clark Roofing & Siding Ltd.

Commercial roofing services

### ABC Fire & Safety

Fire equipment, safety & medical supplies

### Acklands Grainger Inc.

Industrial, Safety  
& Commercial Supplies

### Airmaster Sales

Signs

### Armtec

Culverts

### Bridgestone

Tires

### Canada Culvert

Culverts & 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

Traffic Control Equipment

### Hayhurst Elias Dudek

Insurance Program

### HRdownloads.com

HR consulting services

### Kal Tire

Recapped & Retreaded Tires

### Manitoba Telecom Services Services/Affinity Program

### Michelin

Tires

### Norquay Printers Ltd.

Envelopes, Letterheads, Printing

### PCO Services Inc. (Orkin Canada)

Gopher And Rat Poison

### Prairie Fuel Advisors Inc.

Petroleum Products

### Professional Grinding Inc.

Sharpening Services & Sales

### Shippam & Associates

Promotional Items

### Souris Rock Shop

Name Badges, Desk Plates

### Westcon Equipment & Rentals

Grader Blades

### Westgro Horticultural Supplies Inc.

Mosquito Larviciding Products

## Corporate MEMBERS

Borland Construction Inc.

CanadInns/Radisson

Custom Truck Sales

GENIVAR

Global Wind Group Inc.

Hayhurst Elias Dudek Inc.

J.R. Cousins Consultants Ltd.

Manitoba Aboriginal & Northern Affairs

Manitoba Heavy Construction Assoc.

Manitoba Hydro

Manitoba Ready Mix  
Concrete Association

Mazergroup Construction Equipment

Miller Environmental Corporation

People First HR Services

Pinchin Environmental Services

Traffic Safety Education &  
Consulting of Manitoba

Tri-Core Projects Manitoba Ltd.

Westcon Equipment



IT IS YOUR SUPPORT THAT ENABLES  
US TO PROVIDE THESE SERVICES!

INVOICING AND ORDERS –

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COMPANY OPPORTUNITIES –

**Linda Hargest** 856-2361