

ACKLANDS-GRAINGER

- core business values still resonate

These are heady times for MTCML supplier Acklands-Grainger. Not only is the supplier of industrial safety and fasteners celebrating its 120th anniversary (it was started in Winnipeg by Dudley Acklands in 1889), but it was recently selected as the official supplier of industrial safety supplies and material handling equipment to the 2010 Vancouver Winter Olympic & Paralympic Games.

Sean O'Brien, Vice-President of Sales & Marketing for Acklands-Grainger believes the company's founder would be pleased to see where the operation is today. O'Brien told *The Leader*; "Acklands Grainger keeps Canadian employees safe and Canadian enterprises running. Our success is all about local commitments. Acklands-Grainger has a national infrastructure, but is supported locally. We have 156 branches across Canada and approximately two-thirds of those branches are in rural areas of the country. In Manitoba, you'll find 14 locations in the following centres: Brandon, Dauphin, Flin Flon, Portage la Prairie, Selkirk, Steinbach, Swan River, The Pas, Thompson, Winkler and Winnipeg (4). We employ 110 Manitobans throughout our branch network, 38 at our distribution centre and 60 in our accounting office."

"And the core business values espoused by Dudley Acklands still resonate," adds O'Brien. "We run the company around five basic operating principles that have been around for some time, but have been forgotten by many business enterprises. These principles are:


1. Put the customer **FIRST** at all times;
2. Ensure that team members are developing through effecting mentorships;
3. A winning attitude drives business and personal values;
4. Do things simply but urgently; and
5. 'Live the values' so everyone can sleep soundly every night."

Acklands-Grainger is a 'people' company, in business as a way of life, not only to turn a profit. According to O'Brien, "Our team members are proud that they work for an organization that they believe in. This pride is reflected in how hard they work when the company gives back to our communities – whether it's working for, and giving to, the United Way; or the Make a Wish Foundation; or any of the other local organizations or events to which they commit."

This pride and commitment was on display when Acklands-Grainger announced it was teaming up with the 2010 Winter Olympics in Vancouver as an official supplier. Over 100 team members submitted a ballot saying why they would like to be one of the 16 lucky employees chosen to volunteer for three-weeks at this global event. Organizers were "blown away" by the overwhelming response to the opportunity.

As an official MTCML supplier, what does this top-notch corporate citizen offer the MTCML member municipalities? Sean O'Brien says, "We will focus on reducing your operating costs by reducing your purchase-to-pay cost. We offer municipal-

ities competitively-priced local products without the municipalities having to store these products – we'll do that for them. Buy your equipment only when needed. No longer will you have to purchase three or four items with the belief that you'll need them down the road at some point. If the item you require isn't at your local Acklands-Grainger branch, we'll get it delivered to you within 24-to-48 hours."

O'Brien concludes, "We offer MTCML members standardized pricing, frequent discounts and a rebate at the end of the year. That is Acklands-Grainger's commitment to YOU – our municipal customer." 

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New supplier – A. CLARK ROOFING & SIDING



A. Clark Roofing & Siding Ltd. has joined the list of quality MTCML suppliers. The company offers a variety of new construction and renovation services to municipalities and their residents including:

- New roofing, re-roofing and flat roofing;
- Shingles, cedar shake, concrete tile and metal roofing;
- Vinyl siding, soffit & fascia, eaves trough, and window capping;
- Insurance claims;
- Condominium re-roofing; and
- Rooftop snow removal.

After starting up in Alberta over 50 years ago, A. Clark Roofing & Siding has spread across that province and now into Manitoba, with an office in Selkirk. **Gord Green** of the Selkirk office, who has over 30 years experience working with municipalities, says the company only uses proven, guaranteed products and materials with warranties ranging from 20 to 50 years. Its wide-range of quality products allows A. Clark Roofing & Siding to meet the needs of even the most discriminate customer.

The firm's workmanship is warranted and its commitment to health and safety is evident by the fact that workers are covered by WCB. A. Clark Roofing & Siding is also a member of the Manitoba Homebuilders Association.

For a free estimate on your municipal project, contact: Darcy Dunlop or Gord Green.

A. Clark Roofing & Siding Ltd.
73032 Ashfield Road, Selkirk, MB R1A 2A8 Tel: 204-777-6232
E-mail: ddunlop@aclark.ca or ggreen@aclark.ca
Website: www.aclark.ca

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Table of Contents