



MTCML OFFICIAL SUPPLIER INFORMATION

This letter is to introduce to the idea of becoming an **Official Supplier** with the **Municipalities Trading Company of Manitoba Ltd. (MTCML)**, the business arm of the Association of Manitoba Municipalities (AMM). The AMM represents all 197 municipalities in Manitoba.

The purpose of the MTCML is to supply members with products at a lower price than they would pay if they purchased it directly from the supplier. The trading company has grown to the stage where we can now offer our members a large variety of products. Manitoba municipalities spend **millions** of dollars on products and services each year. Our product sales in 2010 were approximately \$26,000,000.

By working with the AMM and you are guaranteed the best possible access the municipal market!

WHY BECOME AN MTCML OFFICIAL SUPPLIER?

We offer numerous **benefits** to the suppliers who deal through the MTCML, including:

- The opportunity for greater contact with all 197 municipalities in Manitoba
- A larger share of the market
- More efficient invoicing, improved cash flow, and fewer mailings
- A **feature article** in the **Municipal Leader**, the quarterly magazine read by more than 1,800 municipal officials, administrators and others involved in municipal government
- First opportunity to rent a booth at the Display Area during the **AMM Annual Convention**, at a discount of **10%** (up to a \$150 value)
- The *exclusive* opportunity to advertise in the Official Convention Handbook, distributed to each of the 1,000+ delegates
- A **10%** member discount (up to a \$150 value) *and* priority space allocation at the **MTCML Trade Show**, the largest municipal trade show held in Manitoba
- Access to AMM's emailing list, designed to reach municipal decision-makers
- **Recognition** through email announcements to AMM members, write-ups about your company in the **Municipal Leader** and bi-weekly news bulletin, and publicity at AMM events and on the AMM website at www.amm.mb.ca.



We are interested in meeting with representatives of your company to discuss the possibility of your organization becoming a MTCML Official Supplier. Please contact me at your convenience at 856-2361 or email me at lhargest@amm.mb.ca.

Sincerely,

Linda Hargest
Director of Administration & Marketing