

news and current offers

emco corporation waterworks

Due to the rising cost of materials, various products have been affected and will be subject to 10 - 15 per cent price increases effective May 22, 2008. For the list of products and price increases, please visit www.aamdc.com > **trade** > **current offers**.

sherine traffic products

In celebration of becoming an AAMDC approved supplier, Sherine is offering trade members a number of exciting specials. To find out more, please visit www.aamdc.com > **trade** > **current offers**.

sms equipment

Transwest Mining Systems and Coneco Equipment, along with Federal Equipment have been merged to create SMS Equipment. SMS supplies equipment, parts and service to the construction, forestry and mining industries along with utility producer users. The company was created to better respond to consumer needs by providing an expanded range of products, parts and services. For more information about SMS, please visit www.aamdc.com > **trade** > **current offers**.

promote your company

Use *Partners in Trade* to advertise your company's next promotion or latest products to AAMDC trade members across the province. Submit your company's news and current offers to the AAMDC Trade Manager Duane Gladden at duane@aamdc.com

trinus technologies introduces government support services



Government Support Services

Trinus Technologies Inc. is pleased to introduce its Government Support Services (GSS) Division.

For the past 10 years, Trinus' information management and security expertise has helped hundreds of municipal government, law enforcement and corporate clients improve their productivity through technology.

To many clients, Trinus is a complete outsourced IT department, providing them with answers for all of their IT questions. Still others rely on the company's expertise to provide innovative focused solutions such as eCouncil that empowers elected officials with electronic secure access to critical data.

Trinus' total care solutions approach spans a full range of services to simplify IT programs. Regardless of the technical or information management challenge, the GSS will inject our team resources into identifying a solution and coordinating the results into a focused implementation.



FAST FACT: Over the past 10 years, Trinus has worked with over 60 per cent of AAMDC members in one capacity or another

trinus offers ...

- IT Systems Planning & Deployment
 - End-to-end Network Solutions
 - Wireless Connectivity
 - Innovative Hardware Solutions
 - Secure E-mail & Internet Solutions
- Remote System Monitoring and Maintenance
- eCouncil Planning and Deployment
 - Print & Scanning Solutions
 - Content Managed Websites

Trinus Technologies maintains a strong working relationship with many suppliers and consultants that work in the same fields as its clients. This allows the company to make strong recommendations to clients for products and services that are complementary, but not supplied directly by the company.

In some cases, Trinus partners with associates to provide a comprehensive solution that might normally be beyond the capabilities of the individual firms. An example of this is an e-Council package that contains both audio and visual display systems and laptop computers.

Unsure if your information technology is keeping pace? Are councilors and staff asking for remote connection through PDAs? Should your website be providing more rate payer services online? Contact Trinus Technologies for answers to your IT questions, online at www.trinustech.com or by phone 1-877-489-9985. ■

fuel supply program takes another step forward

The AAMDC and Prairie Fuel Advisors (PFA) Inc have announced a new partnership designed to better serve its members and further expand the Fuel Supply Program.

Under the terms of the new partnership, PFA will relocate its headquarters into the AAMDC office and operate under the direction of the AAMDC Trade Division. As an acquisition, PFA will be operated as a wholly owned subsidiary of the AAMDC.

"It's not a huge change in how things work but it is a big step towards taking the program to the next level," said Duane Gladden, AAMDC Manager of Marketing, Trade and Business Development. "This new partnership means that we can better serve the members, gain synergies, and deal with the fuel companies from a stronger position."

Joining the AAMDC staff as PFA representatives are Peter Pellatt, Adele Parks, Burgandy Parks and Chantal Beaudoin.

"PFA's extensive experience in negotiating fuel supply contracts, combined with its management skills and experience using the latest in technology advancements, has allowed PFA to successfully reduce members overall costs," explains Gladden.

What is the Fuel Supply Program

The objective of the Fuel Supply Program is to combat one-sided pricing advantages enjoyed by petroleum suppliers and to assist our members to purchase fuel at a lower cost, while still supporting local fuel dealers.



At present, there are 75 AAMDC members who currently purchase over 25 million litres of fuel each year, and 53 other municipalities in Saskatchewan and Manitoba who purchase an additional 16 million litres of fuel each year.

Cost of Joining the Fuel Supply Program

Any member may join the fuel supply program at any time, subject to the requirement that the term of any existing contract for the supply of fuel be honoured.

There is no cost to join the fuel supply program. Members are charged a commission of 1.2 cents per litre of fuel and 5 cents per litre for lubricants as an administration fee. The fee is not tied to the price of fuel.

Each member selects the fuel from those who have entered into supply contracts with the AAMDC. United Farmers of Alberta (UFA) and Imperial Oil are the suppliers of bulk delivery fuel and cardlock delivery fuel. Fas Gas/RaceTrac is the retail supplier and operates a fuel card program that is available at any Fas Gas/RaceTrac location.

A member, if they feel that it is no longer advantageous to continue, may withdraw from their fuel supply contract at any time, without penalty.

Free Cost Analysis

If you would like to consider joining the AAMDC Fuel Supply Program, please forward a copy of your fuel invoices for the past year to the AAMDC office. Our program managers will compare the prices you paid for fuel to those that you would have paid had you purchased through the program and give you a detailed report of their findings. More information is available online at www.aamdc.com > trade > fuel supply program or toll-free at 1-800-807-3750. ■

wolseley: international scope, local service

With over 270 branches coast-to-coast and more than 350,000 products, Wolseley is one of the most diverse suppliers of water products and customer solutions in Canada.

From HVAC, plumbing and engineered industrial pipe to retail showrooms offering the latest designs for kitchen and bath fixtures and faucets, Wolseley is the name Canada builds on.

The company has a long-standing relationships with the best suppliers and best brands in the world.

Globally, Wolseley has 79,000 employees serving customers through over 5,000 branches in over 28 countries. Being part of a global organization allows the company to leverage international sourcing strengths and capabilities as well as providing quick access to new and emerging technologies.

‘ wolseley is one of the most diverse suppliers of water products and customer solutions in canada ’

Wolseley's reputation for knowledge and expertise and our commitment to training our national team of sales and service specialists, has helped it attract and retain customers that are among Canada's best companies.

As one of Wolseley's Alberta sales representatives, Doug Pruden has over 25 years in the field of sewer and water, the majority as a certified operator with municipalities. To find out more about Wolseley can do for you, contact Doug at (780) 454-5600 or visit their website at www.wolseleyinc.ca. ■

the alberta association of municipal districts and counties

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