

news and current offers

rocky mountain and hammer equipment

Rocky Mountain Equipment and Hammer Equipment are dividing operations in their Red Deer Branch between their CASE Construction and their other construction lines. The change aligns in Calgary, Edmonton and Red Deer RME locations allows the company to track customer history and estimate future demands which will help maximize equipment uptime. Hammer will continue to service and sell primarily CASE Construction Equipment and Rocky Mountain will service and sell primary Terex, Dynapac, Takeuchi and Kawasaki product lines. For more information contact the Red Deer Branch toll free at 310-CASE and ask for Greg Armstrong, Ron Walokoff or Vaughn Marcshall.

Michelin

Michelin Retread Technologies will increase the base price of MRT products effective December 1, 2008. The new retread base price book is available electronically online at www.michelinb2b.com.

ats

Alberta Traffic Supply is offering exclusive access to AAMDC Trade Members to their new line of SnowEx and sand/salt spreaders, at a reduced rate. There is a 5% discount for orders placed prior to December 31, 2008. Please quote coupon code #ATS-123108. For more information or to place an order contact your sales representative or ATS inside sales department.

barnes distribution: an industry leader in MROP service and supplies

For over 75 years, Barnes Distribution has been a leader in maintenance, repair, operating and production (MROP) service and supplies for industrial maintenance, the automotive after-market and service industries.

Part of Barnes Group Inc, Barnes Distribution is committed to helping its customers increase operational efficiency by working to identify opportunities to reduce the Total Cost of Ownership for MRO supplies.

A market leader in vendor-managed inventory, Barnes Distribution distributes products in North America and Europe and is supported by distribution and sales centers across the globe. The company provides a wide variety of high-volume replacement parts and other products, as well as inventory management and logistics services, to a diverse customer base -- featuring highly recognized brand names including Bowman Distribution®, Curtis Industries®, Kar Products®, Mechanics Choice®, Raymond®, Motalink® and Autoliaisons®.

From distribution centers in the Americas, Europe and Asia, Barnes Distribution serves more than 100,000 customers. Barnes' team of more than 1,000 sales and service representatives provide consistent, reliable, high quality field service where required. Home office product specialists and engineers along with manufacturer partners provide for advanced technical support whenever needed.

As winter approaches in Alberta, Barnes would like to remind AAMDC Trade Members of its Deep Thaw™ Snow and Ice Melter. Containing no dangerous chemicals, Deep Thaw can be handled safely with bare hands and melts snow and ice in conditions down to -27 degrees Fahrenheit. Economical and easy to use, Deep Thaw is safe for concrete, carpets, floors and will not harm trees, shrubs or other vegetation when used properly. Deep Thaw is available now from Barnes Distribution in convenient 50-lb containers.

For more information on what Barnes Distribution can do for your organization, please contact one of their Business Development Specialists. In northern Alberta, Darren Connerly can be reached at 780.982.1468; in the south, Jon Turner is available at 403.827.3186. Barnes Distribution can also be found online at barnesdistribution.mro.com. ■



THE BARNES' COMMITMENT

Setup

- Complete setup of Barnes storage equipment and labelling to be done by Barnes personnel

Organization

- Organize and maintain all Barnes products

Maintain Inventory

- Establish min/max stock levels to assure balanced Inventory
- All storage equipment labelled and maintained to allow reduction in time needed to fill service requests

Sales/Service

- Provide regularly scheduled calls
- Dedicated sales/service rep
- Ensure on hand inventories are at the appropriate and agreed upon levels

Performance Review

- To be conducted on a scheduled basis to review effectiveness of the Barnes system

Quality Products

- Providing consistent performance

Warranty Program

- 18 months on parts as well as labour if a defect is found in workmanship or materials

Timely Delivery

- The right parts at the right time

Quarterly Reports Available

- Detailed usage reports provided
- Recap activity on a quarterly and year-to-date basis
- Assist in analysis of inventory turns
- Provide basis for reconciliation and control measures

lyreco: a trusted name in office supplies

One of the world's premier distributors of office supplies, Lyreco is a company with global reach and a true commitment to customer service.

Pooling the expertise and strengths of international subsidiaries, the Lyreco Group offers customers an identical range of superior services throughout the world. In Canada, Lyreco has a team of over 430 employees servicing all markets in Canada and offers free, next day delivery to most locations throughout Canada from our strategically located distribution centres in Dartmouth, Kingston and Calgary.

An AAMDC-approved Trade Supplier since 2004, Lyreco has aggressively increased its discount structure over the last two months to provide members with even more competitive pricing. With next day delivery to most communities within Alberta, Lyreco also offers on-site training to ensure all Trade Members are provided with the highest possible level of service at all times.



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Selecting the right products is essential to AAMDC Trade Members. With this in mind, Lyreco has over 5,000 brand-name products in stock at all time and boasts a 98.5% fillable order ratio (ISO 14001 & 9001-2000 Certified). Maintaining a firm commitment to superior service, Lyreco was proud to receive the Canadian Office Products Association's prestigious Service Award of Excellence in 2008.

For more information about Lyreco or to access their suite of secure e-business solutions, please visit www.lyreco.ca or contact a representative by phone at 1.877.LYRECO.1 (1-877-597-3261).

LYRECO AND THE ENVIRONMENT



Lyreco is dedicated to operating its business in an environmentally friendly way. The company encourages all its suppliers to develop green products and has taken a number of proactive steps itself. These include:

- Implementing a company-wide Environmental Management System ensuring 15% of products are environmental friendly.
- Reducing the catalogue weight by reducing the paper gramma
- E-business solutions to minimize the impact on the environment by using less paper
- A guarantee Environmental Awareness (ISO 14001)

this month from lyreco

In December, look for huge discounts from Lyreco on all Global Ergonomic Chairs – specifically designed to provide maximum comfort and convenience.

Global manufactures a complete range of the most up-to-date ergonomic Task chairs with prices to suit any budget and styles that respond to unique individual needs.



Easily adjustable chair surfaces allow you to move around freely and help to maintain support for your back, legs and arms as you change body positions.

Task chairs can be the difference between absolute comfort and irritating distress. ■

TRADE DIVISION WELCOMES NEW STAFF

The AAMDC Trade Division is pleased to welcome its first **Trade and Marketing Coordinator -- Kaala Johnson.**

A former Sales and Marketing Coordinator for a public relations and event planning firm, Kaala holds a Business Administration Diploma majoring in Marketing from NAIT.

"It's been a pleasure getting to know the diverse membership and I'm certainly looking forward to working with everyone in the future," said Johnson. "The growth here in the last year has been phenomenal and we need to continue to ensure we meet our members growing needs."

As Trade and Marketing Coordinator, members can talk to Kaala in regards to any binder, election materials, newsletter or trade show information.

AAMDC Trade Members can contact Kaala by phone at 780.955.4092 or by email at kaala@aamdc.com. ■

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