



**Fall 2017 Convention**

NOVEMBER 14-17

# ALBERTA MUNICIPAL SUPERVISORS ASSOCIATION

*NOVEMBER 15, 2017*

# Introduction

## AAMDC Strategic Direction

- Mission:
  - AAMDC empowers its members through proactive leadership, strategic partnership, effective advocacy and **collective business services**
- Vision:
  - Strong, vibrant and resilient rural communities

# Introduction

- AAMDC is owned collectively by Alberta's rural municipalities. Membership includes:
  - 64 Municipal Districts & Counties
  - 4 Specialized Municipalities
  - Special Areas Board
- Two core functions: *Advocacy* and *Aggregated Business Services*
- The AAMDC has 1,272 Associate Members
- The AAMDC also has 1,200 community service groups that access our insurance services under the umbrella of our municipalities

# Advocacy and Communications

## AMSA Plays a Key Role

- Local Bridges
- New Generation Wide-Base Single Tires
- Trade Advisory Committee



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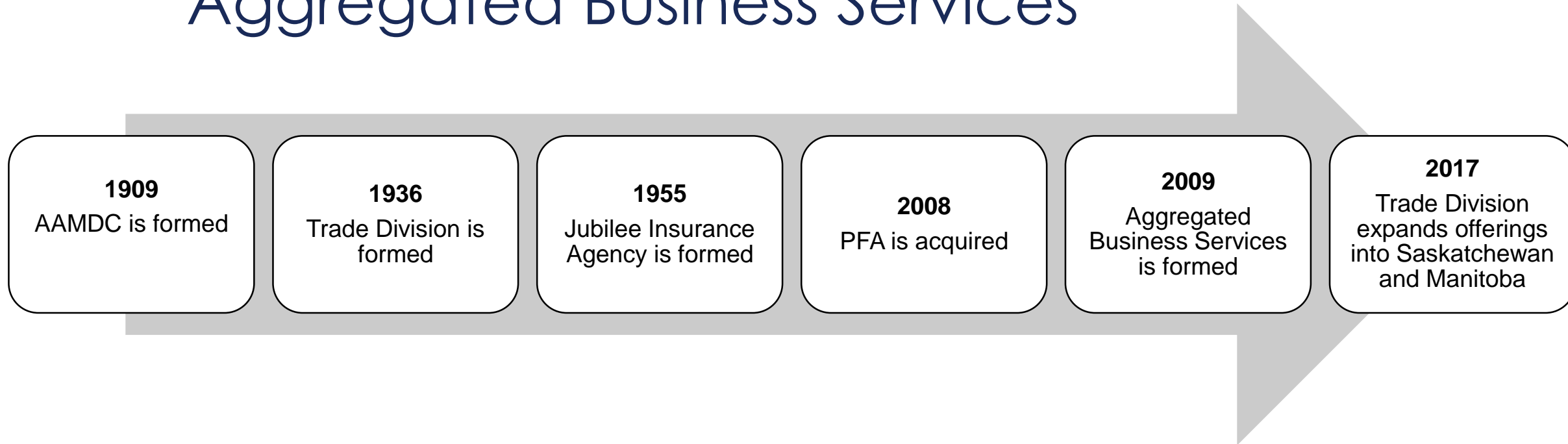
# Aggregated Business Services

# Aggregated Business Services

Four separate divisions:

- AAMDC Trade Division
- PFA Canada
- Jubilee Insurance
- Genesis

# Aggregated Business Services



# AAMDC Trade Division

*“To enhance the buying power of all members and associate members by ensuring the availability of quality, competitively priced goods and services.”*





# AAMDC Trade Division

## Traditional Program Process

**Member wants to  
use Business  
Services**

**Member calls  
AAMDC to set up  
sub-account**

**Member Purchases  
and receives items  
purchased through  
AAMDC sub-  
account**

**AAMDC pays bill  
net 22 days to  
vendor and  
invoices member**

**Member pays  
AAMDC net 30  
days of invoice  
date**

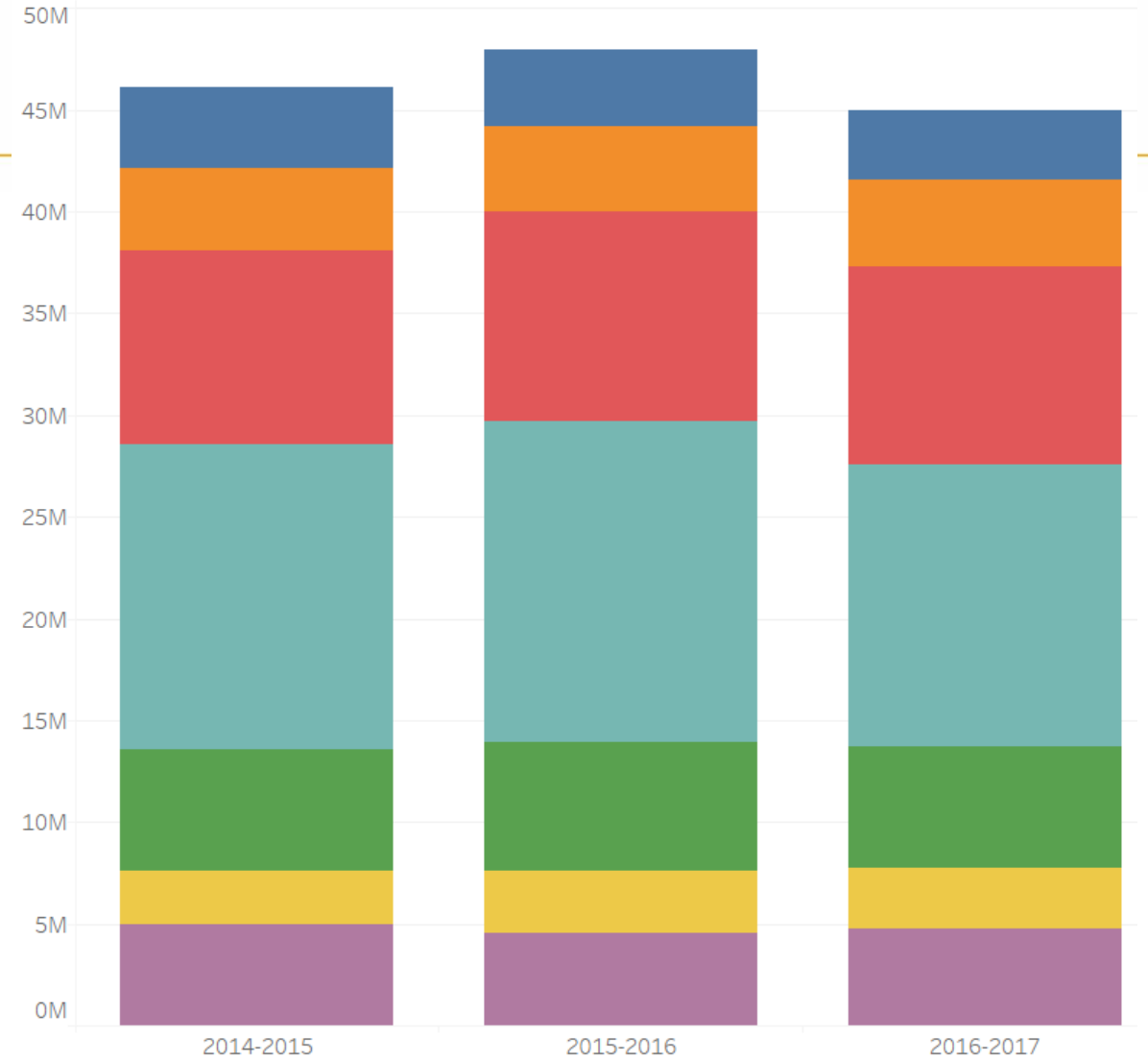


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- Grader Blades
- Office Products
- Other
- Parts & Service
- Tires
- Traffic Signs
- Waterworks

AAMDC Traditional Trade Volumes



# AAMDC Trade Division

## Affinity Program Process

**Visit  
Retailer**

**Purchase  
Product**

**Accept  
Delivery**

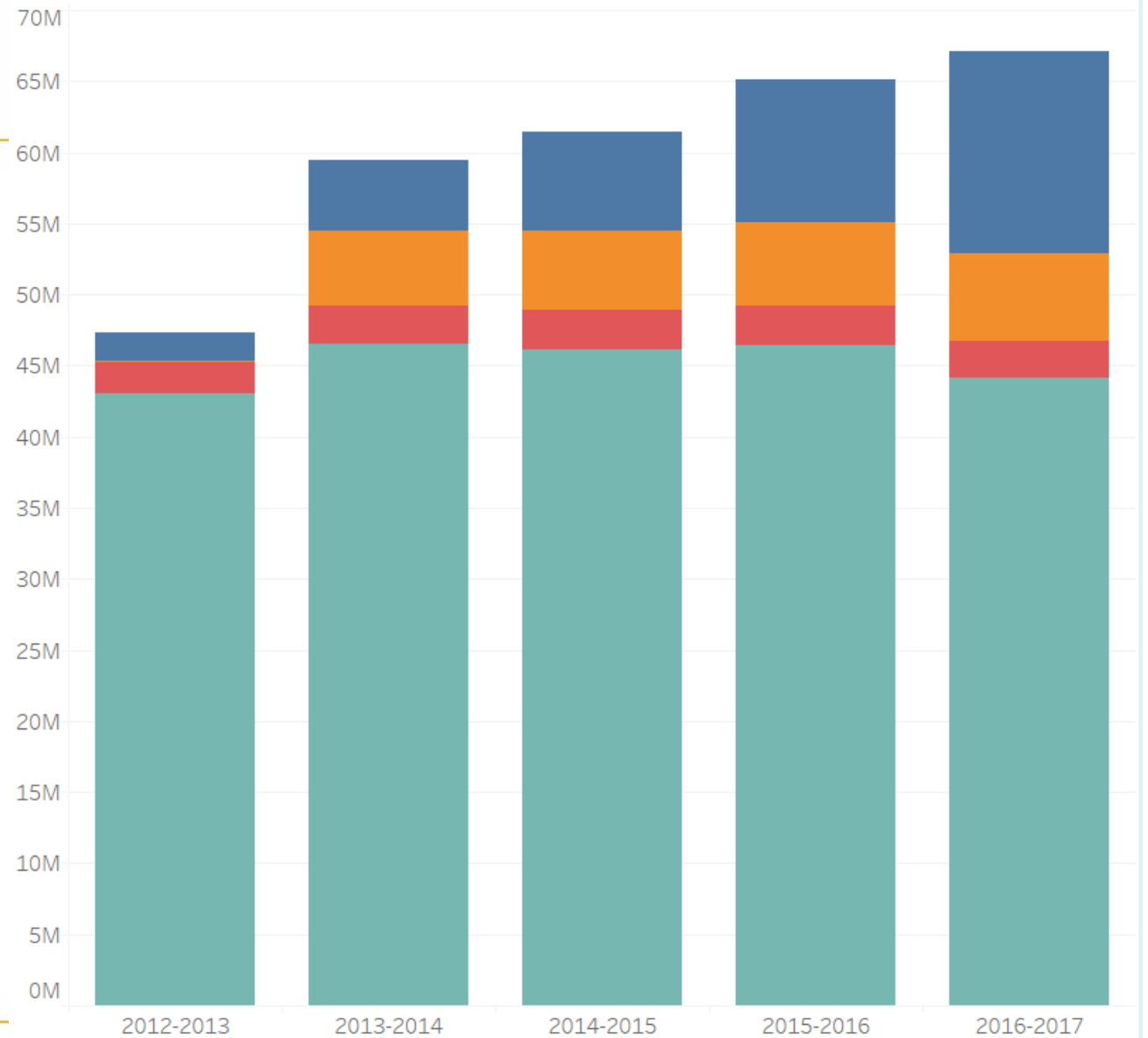
**Pay  
Vendor**

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- Benefits
- Energy
- NAPA Auto Parts
- Traditional Trade..

Annual Trade Volume



# Trade Compliant Programs



- Fabric Shelters
- Culverts
- Ground Engagement Tools

## ▪Capital Equipment

- Cat Construction Equipment and Power Systems
- Volvo Construction Equipment
- Case IH Tractors
- Rosenbauer Fire Trucks
- Fort Garry Fire Trucks
- Kenworth Trucks
- Volvo Trucks



# AAMDC Trade Division

## Trade Compliant Program Process

**Contact Vendor**

**Discuss End Use  
of the Product  
and Establish  
Specifications**

**Vendor Provides  
Price based on  
RFP Submission**

**Order Product  
From Vendor  
(P.O. to include  
contract number)**

**Pay Vendor**

- NWPTA – New West Partnership Trade Agreement
  - \$75,000 Goods and Services
  - \$200,000 Construction
- CETA - Canada-European Union Comprehensive Economic and Trade Agreement
  - One In Six Jobs In Canada Related To Exports
  - Canadian Company's have Access to \$3.3 Trillion
  - Agreement Guarantees that E.U. Suppliers get Same Opportunities as Canadian Suppliers.
- CFTA – Canadian Free Trade Agreement



## CANADIAN FREE TRADE AGREEMENT

The CFTA requires the following from a procuring entity related to its participation with a buying group effective July 1, 2017:

“A procuring entity shall publish a notice of its participation with the buying group at least annually on one of the tendering websites or systems designated by its Party. That notice shall direct potential suppliers to the buying group tender notices website if it is different from its Party’s tendering websites or systems.”

# CANADIAN FREE TRADE AGREEMENT

## Notice Of Planned Procurement Published on APC

[Insert Municipality Name] intends to participate in one or more procurements conducted by the Alberta Association of Municipal Districts and Counties between [insert one year period including month/year]. For further information and access to the Alberta Association of Municipal Districts and Counties tender notices, please review the Alberta Purchasing Connection (APC) website at [www.purchasingconnection.ca](http://www.purchasingconnection.ca) and the MERX website at [www.merx.com](http://www.merx.com).

# PFA Canada

- PFA is not a fuel re-seller
- Create mutually beneficial relationships between fuel suppliers, member municipalities, and associations
- National Program specializing in distribution of fuel and lubricants
- Wholly-owned subsidiary of the AAMDC
- Since 2008: 61.5 million litres in sales annually



# PFA Canada

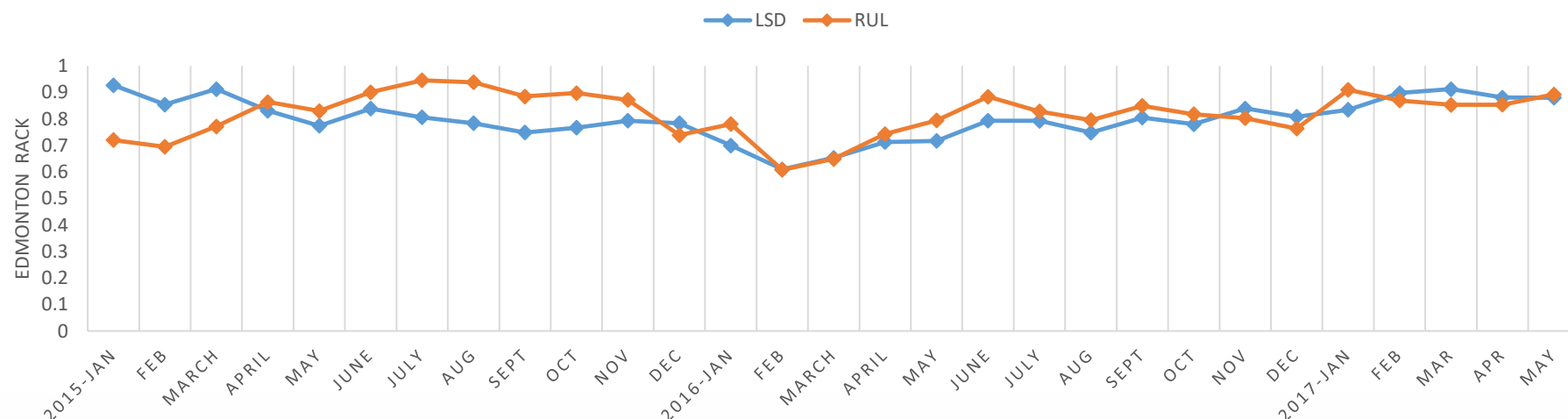
## Our Suppliers:

- UFA
- ESSO
- Petro-Canada
- Parkland Industries



## PFA Canada

- PFA Canada pricing works on a rack plus model to ensure that our members get competitive market value for their fuel purchases.
- Our advantage comes from a supplier discount off of posted rack, thus protecting local distributors haulage.



# PFA Canada

## Product lines:

- Cardlock
- Bulk Fuel
- Retail Fuel
- Oils & Lubricants



# Jubilee Insurance Agencies

Established in 1955 by the AAMDC

Alberta's municipalities, private/charter schools, kindergartens, senior housing organizations and other eligible non-profit community groups.

Primary Goals:

- Prevent or reduce loss of life or injury to Albertans
- To assist our municipal members to protect their assets
- Minimize property damage
- Coverage designed specifically for municipalities.

# Jubilee Insurance Agencies

## Genesis Liability

- Number of Subscribers: 198
- Population: 640,000
- KM of Roads: 130,000 KM

## Genesis Property

- Number of Subscribers: 295
- Number of Buildings: 7,600 @ \$8.1 Billion
- Number of Heavy Equipment: 12,000 @ \$1.2 Billion





IT'S TIME...



CHANGE  
IS ON THE HORIZON

WE CONDUCTED  
A REVIEW OF  
THE ALBERTA  
ASSOCIATION OF  
MUNICIPAL  
DISTRICTS &  
COUNTIES  
BRAND





THIS IS  
SOME OF  
WHAT WE  
HEARD...





*“I always have to explain what  
Alberta Association of Municipal  
Districts & Counties means”*





*“It’s just too long”*



*“No one understands it”*



*“Alberta Association of  
Municipal Districts & Counties  
is a mouthful, and it’s hard to  
understand what it really is ”*



IT'S BEEN  
DETERMINED  
THAT...





**NOW IS THE TIME TO RENEW  
AND CLARIFY OUR BRAND  
IDENTITY**

COMING SOON  
IN THE NEW YEAR...

**Redefining  
who we  
are...**

**RURAL...**

**MUNICIPAL...**

**ALBERTA...**



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# Thank You!