

AAMDC Aggregated Business Services



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AAMDC Aggregated Business Services



Core Principles

- Consistency, Transparency, and Partnership
- AAMDC Mission
 - AAMDC empowers its members through proactive leadership, strategic partnerships, effective advocacy and collective business services

AAMDC Aggregated Business Services



WHO ARE WE?

- ABS encompasses
 - PFA Canada
 - Jubilee Insurance Agencies Ltd
 - The Trade Division
- ABS includes a total 18 staff

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WHO ARE WE?

- Total scope:
 - Traditional Trade \$46,000,000
 - Affinity Trade \$23,000,000
 - PFA Canada \$56,000,000
 - Jubilee Insurance \$26,000,000
 - Total \$151,000,000



WHO ARE WE?

- PFA Canada is an innovative National fuel and lubricant program specializing in the distribution of fuel and lubricants. Through strategic supplier partnerships, PFA offers a simple alternative to managing fuel and lubricant purchases. PFA ensures that its member municipalities are purchasing fuel at a fair cost.

AAMDC PFA Canada



AAMDC produces
47,275,000 L Annually



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The BC region
produces 1,000,000 L
Annually



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SARM/SUMA produce
3,650,000 L Annually



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AAM produces
6,350,000 L Annually



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LAS produces
4,500,000 L Annually



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AAMDC Jubilee Insurance Agencies



WHO ARE WE?

- JIAL was incorporated in 1955 to provide Alberta municipal jurisdictions with access to reasonably priced and comprehensive insurance protection.
- Jubilee Insurance covers over 20 policy offerings that are tailored for municipal needs
- Jubilee is one of the largest municipal insurance programs in Canada.
 - Jubilee insures:
 - Over 2,000 groups
 - Over 6,200 buildings
 - 15,000 pieces of mobile and heavy equipment
 - Over \$8.6B in property assets
 - Over 9,200 vehicles

AAMDC Jubilee Insurance Agencies



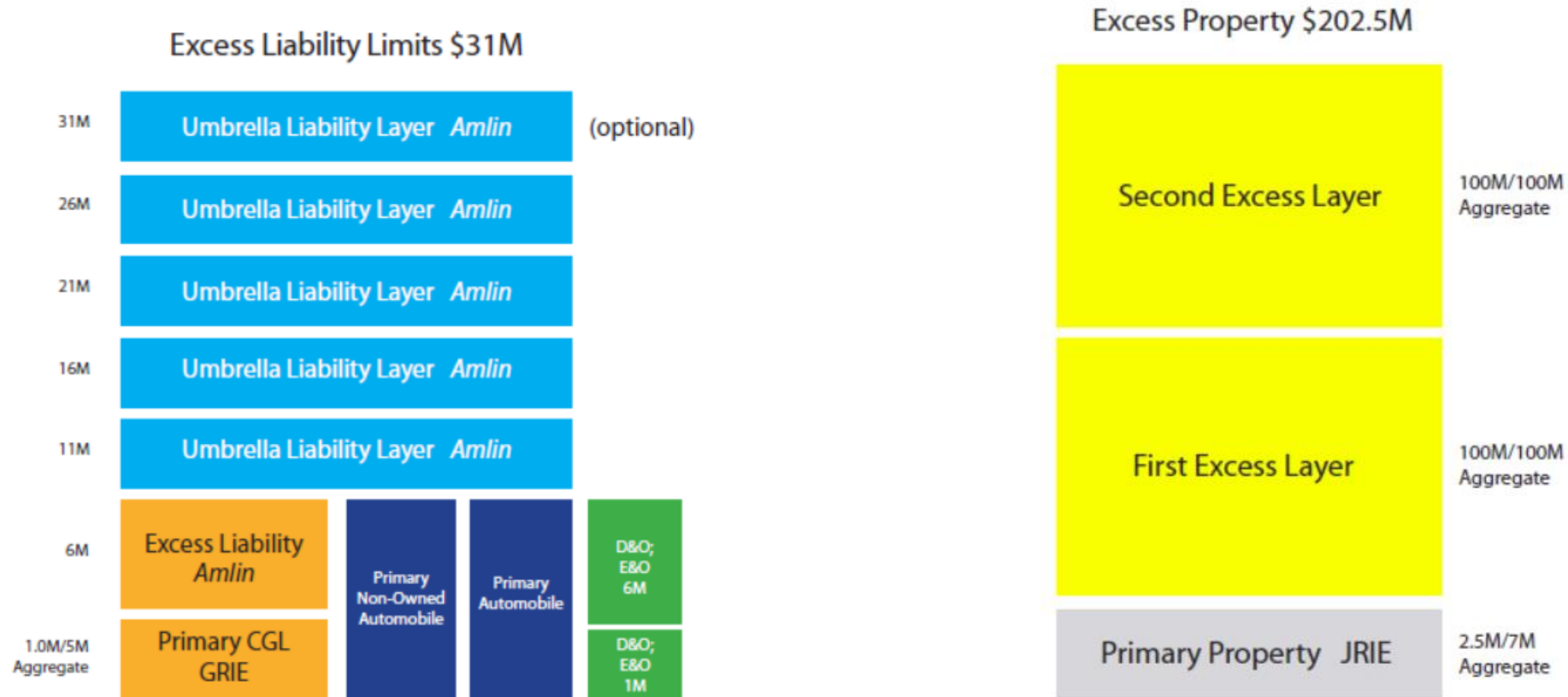
JUBILEE PURPOSE

- “JIAL seeks to offer cost effective and broad insurance coverage for the municipal risk area. While we are involved in more than one line of business, we are solely concerned with public entity insurance which means cost control and risk certainty are always ahead of any profit margin goals.”
- 2 types of Jubilee offerings:
 - Internally managed reciprocal programs which include the property and liability placements
 - Group package policies that are placed external to the reciprocals. These policies include automobile, environmental impairment, etc.

AAMDC Jubilee Insurance Agencies



PROGRAM MAKEUP



AAMDC Jubilee Insurance Agencies



VALUE TO AMSA MEMBERS

- Jubilee offers a range of value added services that can positively benefit a municipalities operations:
 - 3 dedicated Risk Managers
 - On site inspections
 - Access to risk management industry experts
 - Access to claims data and trending
 - Cost benefits

WHO ARE WE?

- 69 Core Members
 - Alberta Municipal Districts & Counties
- 900 Associate Members
 - Urban Municipalities
 - School Districts
 - REAs
 - Water Co-ops
 - Associations
- 90% of Alberta's land mass
- 133,600 km of road
- 9,750 bridges



AAMDC Trade Division



WHO ARE WE?

- The Trade Division has 3 primary program types:
 - Traditional programs (Tires, heavy equipment parts, traffic signs)
 - Standing offer (Fabric Shelters, Grader blades coming soon)
 - Affinity Programs (Heavy Equipment NJPA, Group Benefits, Energy, Cellular)
- The Trade Division also take advice from the Trade Advisory Committee

TRADITIONAL PROGRAMS

- Traditional Trade Programs still account for the bulk of the Trade Division's volume
- AAMDC continues to improve these offerings, improved pricing and terms (Michelin, Goodyear, ATS)
- New offering: Acklands-Grainger Inc.

STANDING OFFERS

AAMDC aims to provide membership with standing offers on leverage commodities

- Streamline purchasing process for common commodities purchased annually
- Truly leverage aggregated volume of AAMDC/AMSA Group
- Centralize and control billing processes with successful partnering suppliers
- Utilize as a procurement tool to secure the products and services need

AAMDC Standing Offers



Revamped Fabric Shelter Program

Fabric Shelter Program RFP April 2015

- Coverco Buildings – sole supplier
- Price, Service Proposal, Engineering
- Program set to launch January 2016
- Standing offer on new structures
- Program also includes service and maintenance on existing structures
- Aggregated manufacturer rebate



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STANDING OFFERS

- Upcoming competitions

Grade Blade and Ground Engagement Tools Standing Offer	January 2016
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Culvert Standing Offer	April 2016
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Road Salt Standing Offer	June 2016
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Opportunity to establish collaborative partnership between AAMDC & AMSA

- What other leverage commodities will help AMSA in operations procurement?

AFFINITY PROGRAMS

- Group Benefits Program through Lane Quinn
- Energy offering through 8760
- NAPA offering
- NJPA heavy equipment procurement program

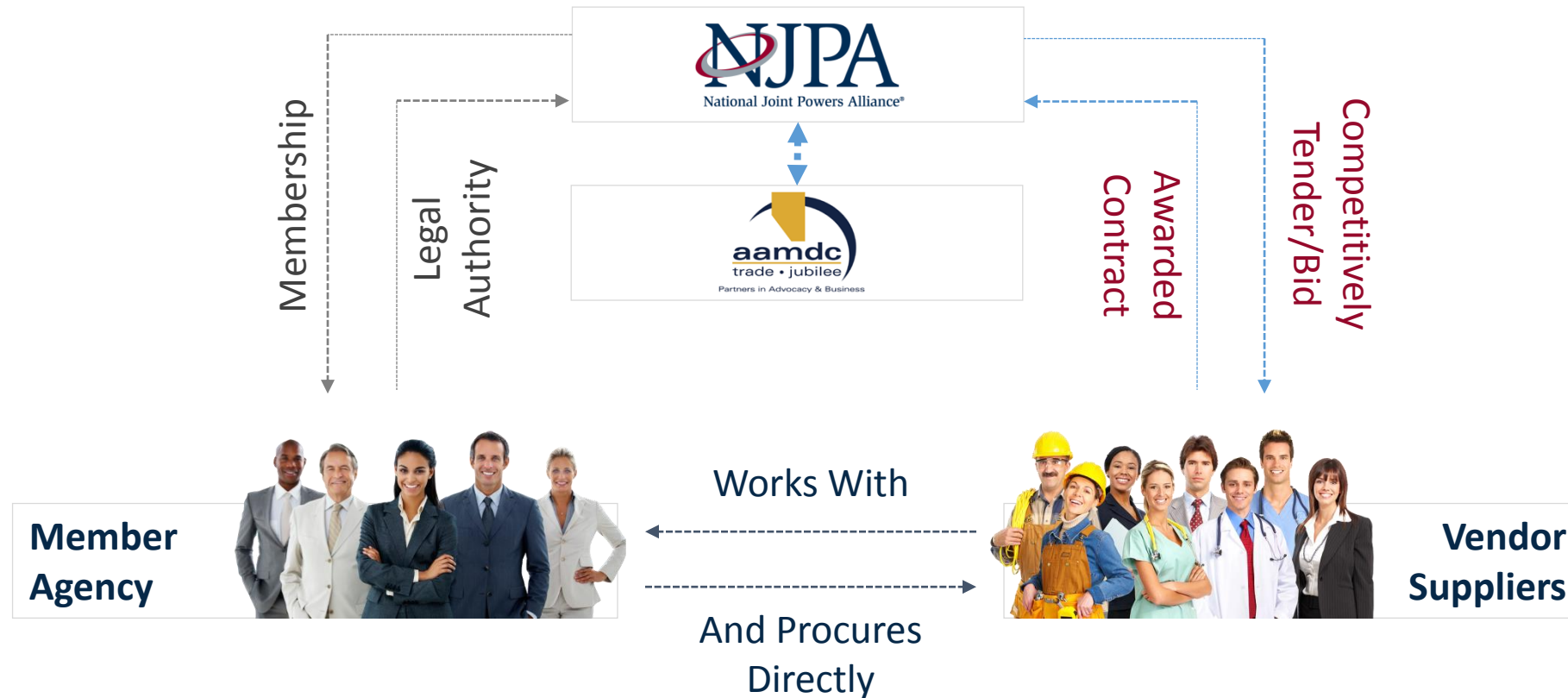
Value of relationship to membership:

- An additional procurement tool
 - Limiting the procurement process administration & operational costs
 - Easier sourcing
 - Predictable and published discounts
 - Procurement compliance
 - Additional revenue stream

AAMDC & NJPA



HOW IT WORKS



A LEGAL PATHWAY BETWEEN BUYERS & SUPPLIERS

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EDUCATION

AAMDC has historically provided membership with opportunities to visit manufacturing plants through Caterpillar, John Deere, Michelin, and Goodyear

Current focus on increasing scope and member access by having training opportunities in province and delivered to membership

- Demonstrates partnership with AMSA
 - Alberta Municipal Tire Training Seminars through Michelin
 - 2016 event will be third annual seminar and to be hosted in Northern Alberta
 - AAMDC Seeking input on future training opportunities

AAMDC Educational Opportunities

Commitment to Education



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Thank you for your time
We would be happy to take any questions.