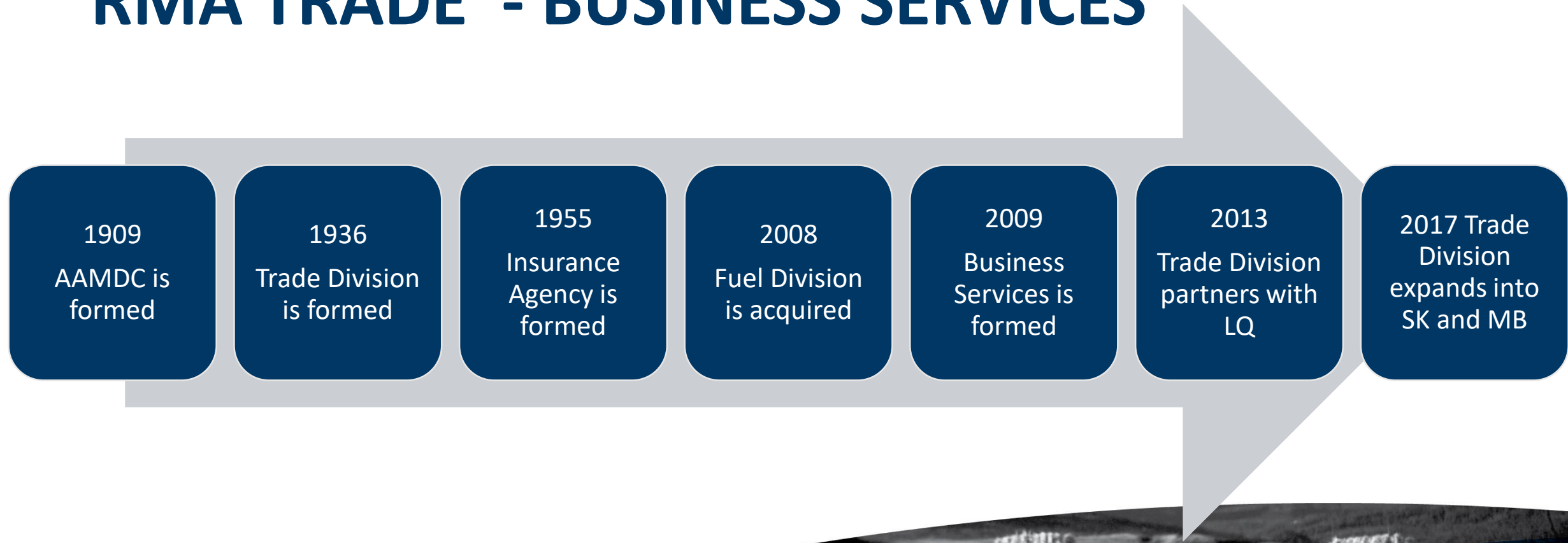




RMA
TRADE

RMA **Business** **Services**

RMA TRADE - BUSINESS SERVICES



RMA Membership

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



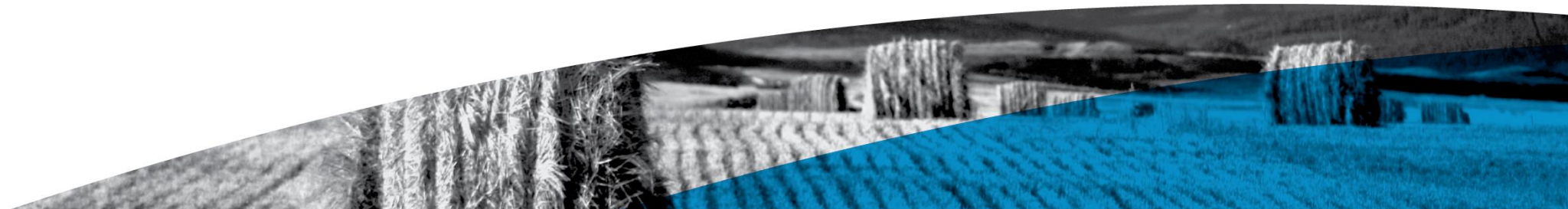




CONSISTENCY, TRANSPARENCY AND PARTNERSHIP

- ***Consistent*** pricing, products and services available to all AAMDC members
- ***Transparent*** pricing and discount models
- ***Partnership*** with each of the Approved Suppliers to achieve program success

RMA TRADE - VENDORS



PROGRAM SERVICES

Enhanced Buying Power

- Negotiated price on products and services on behalf of collective membership, and bulk buying.

Research and Due Diligence

- Ensuring access to quality services and products based on industry standards and legislated requirements.

Procurement Consultancy/Advisory Services

- Free Quotes
- Cost Analyses
- Member Needs Assessments
- Business Reviews

Trade Agreement Compliant

- NWTPA, CFTA, etc.



NATIONAL TIRE PROGRAM

Membership Statistics

- The RMA National Tire Program is the largest government program in the nation that offers significant discounts for premium branded tires.
- The program logs annual purchases of **\$5 million**, and it gives members access to discounts ranging between **32 percent – 55 percent**.

NATIONAL TIRE PROGRAM

Access to all major Manufacturers:

- Michelin, BFGoodrich, Uniroyal
- Goodyear, Dunlop
- Bridgestone, Firestone
- Yokohama
- Toyo.

Access to all product lines:

- Passenger & Light Truck
- Medium Truck Tires
- Retread
- Off the Road Tires (OTR)
- Farm and Industrial Tires



MANAGERS OF CLIENT RELATIONS

Member Support

- Act as a liaison between members and suppliers
- Identify member needs & issues
- Answer to any member questions or concerns
- Encourage open & honest feedback

Member Education

- How to utilize programs
- Program values & benefits
- Coordinate necessary training seminars



MANAGERS OF CLIENT RELATIONS

Business Development

- Maintain a relationship with reputable suppliers who offer goods and/or services of interest to our membership.
- Negotiate the price of our services, based on volume, needs and industry standards.

Trade Advisory Committee

- Recommendation committee that provides feedback
- Compiled of members & suppliers



QUESTIONS?

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