



# YEAR IN REVIEW 2018





**“Without continual growth and progress,  
such words as improvement, achievement,  
and success have no meaning”.**

**- Benjamin Franklin**

Established in 1936, RMA Trade continues to help rural municipalities in Alberta source goods at reasonable prices. With over 2,000 members across Canada today, RMA Trade is at the forefront of Canadian public agency procurement. Our path of growth and progress has led to continued expansion of our partnership with Sourcewell, bringing our members time-saving and cost-effective capital purchasing options compliant with the Canadian Free Trade Agreement and other public requirements.

With our members now facing greater competition for budget dollars and demands for increased service levels than ever before, RMA Trade is proud to provide access to discounted pricing from more than 120 different vendors. The Canadian Free Trade Agreement (CFTA), the New West Partnership Trade Agreement (NWPTA), and now the Canadian European Trade Agreement (CETA) have emphasized the need for stronger procurement practices, the value of cooperative purchasing programs, and the role RMA Trade can play in assisting our members with their procurement needs.

RMA's growth has led to the establishment of the Trade Advisory Committee. This committee consists of members from various public sectors and associations, including vendor representation, and plays a vital role in setting the direction of the RMA Trade programs.

By the end of 2018, the RMA formed new trade partnerships with the Saskatchewan Association of Rural Municipalities (SARM), the Saskatchewan Urban Municipalities Association (SUMA), the Association of Manitoba Municipalities (AMM), and the Local Authority Services (LAS), significantly increasing RMA Trade's buying power and thereby lowering costs for our members. We are truly stronger together!

Our growth over the last year has been due to the loyalty of our members and the confidence of our vendors in our cooperative procurement programs. We thank all our members and vendors for our success and look forward to continued growth!

In 2019, having recently established increased internal focus on vendor relations and business development, we will establish new programs through the RFP process that will further benefit our members.

Dave Dextraze, CET

*Manager of Vendor Relations*

## THE NUMBERS

Our members benefit by purchasing through RMA Trade programs in two ways:

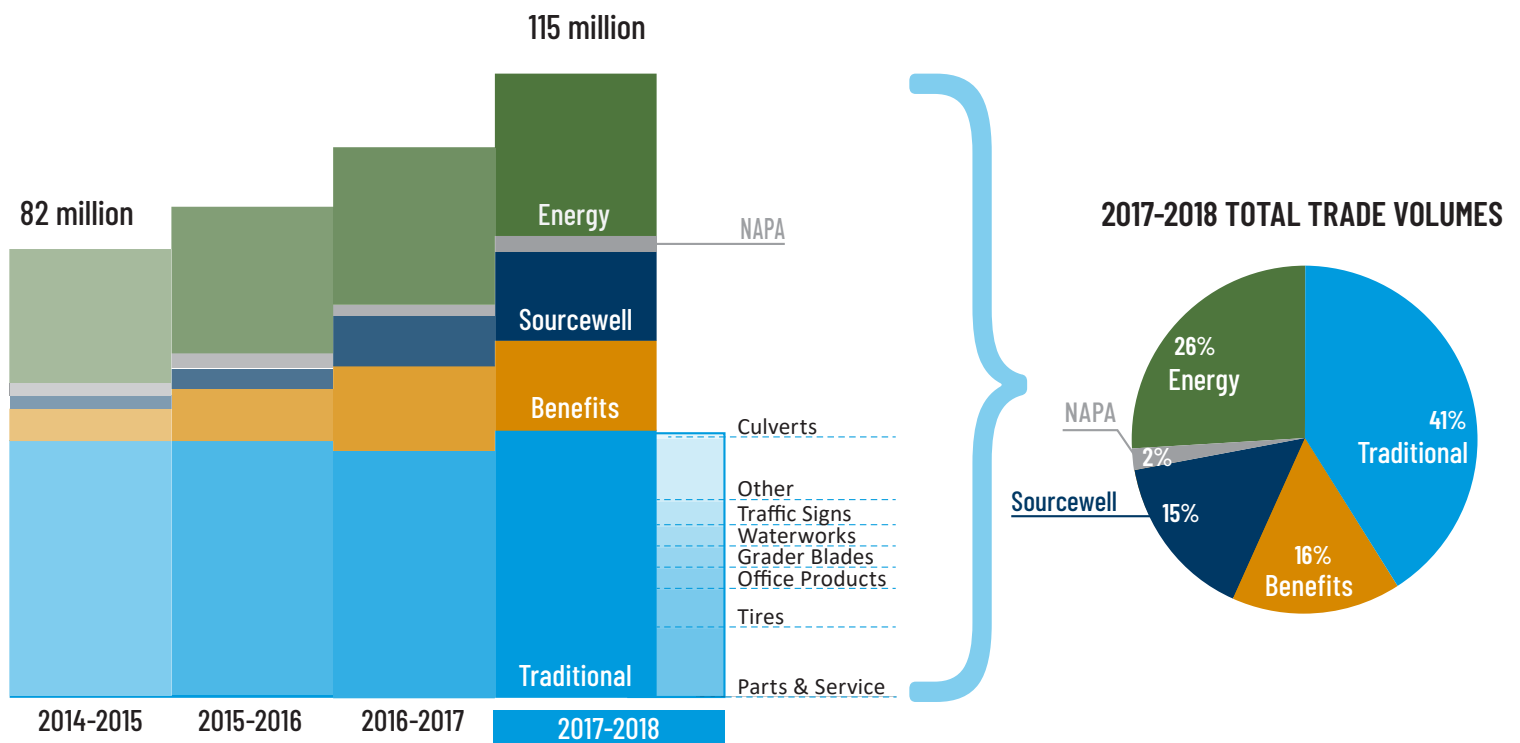
1. Administrative ease through our CFTA / NWPTA compliant programs
2. Instant cost savings through our aggregated programs

Over the past four years, we have seen our total aggregated volumes grow from \$82 million to over \$115 million. The backbone of our program comes from traditional volume programs such as our tire program, our office supply program, and our equipment parts and service program. It is also important

to note the success of our capital purchasing program through our partnership with Sourcewell, and our group benefits program.

From the graph, we can see growth and stability in our traditional trade volumes and in the creation of new programs like the culvert program created in 2017. We expect these volumes to grow proportionally with our membership and as we add more programs. We also anticipate the traditional trade volume to exceed the \$50 million mark in 2019 – translating to even greater savings for our members.

## ANNUAL TRADE VOLUMES



## OUR MEMBERS

As an RMA member, you are a critical component of our program.

Our total membership has grown above 900 active members in Alberta, and we pride ourselves in connecting with our members face-to-face. In 2018, we made over 330 member visits, a number we expect to grow in 2019, thanks to some organizational restructuring.

A portion of our member outreach includes organizing training events with our vendors to provide hands-on learning opportunities for our membership. We will continue to facilitate these events in 2019, and encourage you to reach out to your Client Relations Manager for more details.



**900**  
Active Members  
in Alberta



**330**  
Member Visits



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