



NEWSLETTER

PROBUS CLUB VANCOUVER

#252 West 42nd Ave., Vancouver, B.C. V6M 2B5 Phone and Fax 604-261-6818

Clubs for retired and semi-retired professional and business person, former executives and others

www.probusvancouver.com

December 2009

Next Meeting: December 8th, 2009
Time: 9:30 am
Location: [Vancouver Academy of Music](#) -
opposite the Planetarium & Space Centre
Speaker: Preston Manning
Topic: Improving the Performance of Canada's
Politicians.

UPCOMING EVENTS

Presidents' Luncheon - Tuesday
January 12th, 2010 Point Grey Golf
and Country Club

President
Nick Thornton
604-263-2418
nicktis@shaw.ca

Past President
George Adams
604-926-0906
George_adams@telus.net

Vice President
Bill Sexsmith
604-261-8293
bpsexsmith@shaw.ca

Secretary
Ted Horsey
604-731-6213
efhorsey@telus.net

Treasurer
Wayne Audette
604-929-7586
wayneaudette@shaw.ca

Speakers Committee
David Scott
604-408-9021
david@scott.ca

Membership Committee
Don Newman
604-263-5740
The_newmans@telus.net

Activities Committee
John Cruickshank
778-330-7617
johncruickshank@shaw.ca

House Committee
Doug Lambert
604-266-2422

Newsletter Editor
Roy Williams
604-926-4727
roytwitch@shaw.ca

Membership
Services
Jon Collins
604-261-2468
jonkay@telus.net

Historian and Archivist
Gordon Thom
604-739-0714
thomga@telus.net

PRESTON MANNING C.C.



Mr. Manning served as a Member of the Canadian Parliament from 1993 to 2001. He founded two new political parties – the Reform Party of Canada and the Canadian Reform Conservative Alliance – both of which became the official Opposition in the Canadian Parliament. Mr. Manning served as Leader of the Opposition from 1997 to 2000 and was also his party's critic for Science and Technology. In 2007 he was made a Companion of the Order of Canada.

Since retirement from Parliament in 2002, Mr. Manning has released a book entitled *Think Big* (published by McClelland & Stewart) describing his use of the tools and institutions of democracy to change Canada's national agenda. He has also served as a Senior Fellow of the Canada West Foundation and as a Distinguished Visitor at the University of Calgary and University of Toronto. He is a member of the Institute of Corporate Di-

rectors and is an Institute Certified Corporate Director.

Mr. Manning is currently a Senior Fellow of the Fraser Institute and President and CEO of the Manning Centre for Building Democracy. The Manning Centre (www.manningcentre.ca) is a national not-for-profit organization supporting research, educational, and communications initiatives designed to achieve a more democratic society in Canada guided by conservative principles.

Mr. Manning is married to Sandra. They have five children and nine grandchildren.

Mr. Manning continues to write, speak, and teach on a variety of subjects including the revitalization of democracy and Canadian conservatism, strengthening relations between the scientific and political communities, the application of market mechanisms to environmental conservation, and the management of the interface between faith and politics.

Report of the November 10th Meeting

Attendance: 218 Members and Guests

Chairman **Bill Sexsmith** called the meeting to order at 9:30 AM.

The Chairman formally thanked **George Adams** for the good job he did last year as our President and presented him with a Past President's Pin. George Adams thanked everyone for the support they gave him during his term of office and said his duties were a pleasure.

Our guest speaker, Darren Entwistle, the President and Chief Executive Officer of Telus Corporation for the last nine years was introduced by **Terry Heenan**. Mr. Entwistle primary subject was "Corporate Social Responsibility".

He said Telus takes a triple bottom line approach to corporate social responsibility: Economically, Telus generates sustainable revenue, with transparent disclosure of corporate matters. Socially, Telus promotes employee health and well being, and also community giving. Environmentally, Telus promotes energy efficiency and conservation leadership.

Telus embraces change and initiates opportunity; it has a passion for growth; it believes in spirited teamwork; and has the courage to innovate. Telus is undergoing a national transformation. Its strategies are to: focus on growth markets of data and wireless technology; build national capabilities; provide integrated solutions for the needs of its customers; invest in internal capabilities; invest, divest and form partnerships as necessary or advisable and market wireline voice, wireless, wireline data and wireless data services as a team. Telus strategy is to use the power of the internet to deliver the best solutions to Canadians at home, in the workplace and on the move.

During the period from 2000 to 2009 Telus revenue has increased from \$6.0 billion to \$9.6 billion (60%); net income from \$681 million to \$3.6 billion (62%); earnings per share from \$2.86 to \$3.56 (24%); total

connections from 6 million to 11.9 million (98%); wireless subscribers from 1.1 million to 6.4 million (482%); high speed internet subscribers from 26 thousand to 1.2 million (4515%); cash returned to shareholders from \$336 million to \$602 million (79%) while network access lines decreased from 4.5 million to 4.1 million (-9%).

During this period Telus has had a strategic focus on the data and wireless business. As a result, wireless, wireless data and wireline data revenues increased from 28% to 71% of total revenue.

During 2001 - 2002 Telus had a negative cash flow of \$1.5 billion due to investing in high speed data infrastructure, national fixed and mobile platforms and building a lower cost structure. During the "payback phase" from 2003 to 2009 Telus has had a cumulative consolidated free cash flow of \$6.9 billion.

In 2000 Telus had wireless coverage only in British Columbia, Alberta, Yukon and the Northwest Territories. Now Telus has wireless coverage in all provinces and territories. Market share of high speed internet customers has increased from 11% to 39%, customers from 26,000 to 1.1 million and from no TV subscribers to 137,000.

From 2003 to 2008 Telus has increased its dividend in each year, and engaged in substantial normal course issuer bid share purchases, returning \$5.1 billion, or approximately \$16 per share.

Building on Trust. Telus prides itself in having an independent and effective Board of Directors of 12 members from all parts of Canada, with 50% resident in Alberta and British Columbia. In 2008 the Telus annual report was ranked 3rd best in the world first in 2007 by e.com.

Telus promotes the well being of its employees and retirees, emphasizing health screenings, health promotion, advice from wellness practitioners, fitness and exercise, mutual employee support, and employee family support.

Telus encourages employee and retiree community giving; since 2000, they have contributed personally \$137 million across Canada, and have volunteered over 2.6 million hours of service. In British Columbia last year more than 2000 Telus employees participated in Telus Day of Service. In the last year, Telus employees and retirees volunteered 450,000 hours of service and donated \$7.1 million nationally, benefiting over 2,900 Canadian charities. Since 2000 Telus, as a corporation, has donated more than \$50 million in community giving in British Columbia. Telus regards its own community giving as more than simply writing a cheque. It focuses its community giving efforts in three areas: arts and culture; education and sport; and health and well-being in the environment.

Telus has nine community boards from coast to coast to oversee its community giving. They are in: Victoria, Vancouver, Edmonton, Calgary, Toronto, Ottawa, Montreal, Rimouski and Atlantic Canada. Prominent community leaders are on the boards. Through Telus' Paperless Office and various electronic delivery initiatives Telus has reduced its own paper consumption from 117 million to 64 million sheets. Of its shareholders, 38,000 receive information electronically. Since 2004, Telus has planted 220,000 trees with Tree Canada. Last year Telus recycled or refurbished 600 metric tonnes of electronic waste, including 86,000 phones and accessories, telecommunications equipment and IT equipment. Its environmental efforts earned a 2009 Global award as one of 100 "Most Sustainable Corporations" (one of only 5 in Canada); was listed on Dow Jones Sustainability Indexes for 9 years and twice appointed Canada's Best Environmental Corporate Citizen.

Telus is taking the lead in transforming the health care system which is in the midst of a crisis. Surveys by Ipsos Reid and Telus reveal that 55% of Canadians are tracking their medical history on paper, 12% are tracking entirely by memory, and only 33% are tracking their medical history electronically. Current healthcare models are unsustainable.

Telus is investing \$100 million over three years in patient-critical applications to transform

health care nationally by: delivering critical health information to point of patient care; bringing clinical expertise to rural communities, and shifting the focus from remediation to the prevention of disease. The Government of Canada announced \$500 million in the 2009 budget, with a goal of providing all Canadians with electronic health records by 2016.

Telus was ranked the #1 Healthcare IT Company in Canada by Branham Group, and was judged 2008 Canadian Health IT Company of the Year by IT Health. Telus maintains electronic health records for 5 million Canadians, issues 4.1 million Emergis Assure drug cards covering 8.5 million Canadians, has 3000+ pharmacies using its pharmacy management software, and is the exclusive partner in Canada of Microsoft HealthVault.

Conclusion. After a number of searching questions and suggestions (which Mr. Entwistle said he found very useful and illuminating), Leo Dooling thanked Mr. Entwistle for his excellent talk, and confirmed that in accordance with Mr. Entwistle's request, the usual honourarium would be donated to the Juvenile Diabetes Research Foundation.

The regular business for the Club Meeting followed:

Mr. Eric Hayne announced that there was room for a few new members of the book club (see last newsletter). Members interested in joining should contact him at 604-922-5141.

Conrad Rademaker, introduced four new members (see "Welcome New Members").

ON MOTION DULY MADE, SECONDED AND CARRIED UNANIMOUSLY, IT WAS RESOLVED that the Financial Statement for the twelve months ending 31 July 2009 be approved.

It is with regret we announce the passing of Marco Gandossi on October 18th, 2009. Our condolences to his family. A donation will be made in his name by Probus to Prostate Centre at VGH/UBC



2010 MEETING DATES

January 12th – *meeting is at the Point Grey Golf and Country Club*
 February 9th
 March 9th
 April 13th
 May 11th
 June 8th
 July 13th
 August 10th
 September 7th
 October 12th
 November 9th
 December 7th

Season's Greetings



NOTICES

PRESIDENT'S MESSAGE



I am writing this from the beautiful Island of Bermuda, where we have been visiting family for the past few weeks.

The Island is celebrating the 400th anniversary of its founding, and there has been much pomp and ceremony. Remembrance Day is a national holiday here, a humbling reminder of the sacrifices brave men and women have made, and continue to make, in order that we can enjoy the freedom and privileges that we have today. We must be proud of these young people in our military, support them in every way, and remember them as we celebrate the coming Christmas season in the comfort of our homes. I wish you all a happy holiday, and good health in the year to come.

Welcome New Members

Peter Hawk – Orthopedic Surgeon
Amir Soltan – Geological Engineer
James Turpin – Civil Servant
John Wheeler – Cardiothoracic Surgeon

Membership Services Team

Membership Services Desk: Jon Collins
Cash Desk: John Hill and Chuck Fortier
Greeters: Colin Dobell and Herb Lewis

PRESIDENTS' LUNCHEON TUESDAY, JANUARY 12th, 2010 Point Grey Golf and Country Club

The Presidents' Luncheon is always held in January as part of our regular meeting. In recent years, we have had difficulty with the overcrowding at this event. Therefore, *no guests* will be allowed. Since space is limited, attendance will be on a "first come, first served" basis.

The charge for the luncheon will be \$25. It is important that we determine the exact number of members who plan to attend. If you have not yet registered and wish to attend, please do so by confirming your attendance by:

1. Registering and paying on line at: www.probusvancouver.com.
2. Completing the Registration Form below and turning it in along with your cheque to the Member Services Desk at the December meeting.
3. Mailing it and your cheque to the Probus Office at: 252 - 2025 West 42nd Avenue, Vancouver, BC. V6M2B5
4. Phoning the office at: (604)261-6818

Please help us by acting on this request immediately.

I PLAN TO ATTEND:

NAME: _____

PHONE NUMBER: _____