



Shorelines

NEWSLETTER OF THE PROBUS CLUB OF NORTH SHORE VANCOUVER
 MAY 2008 **56th EDITION** VOL. 6, NO.5

Management Committee

President
 Art Eberwein
 604-926-6081

Vice President
 Esio Marzotto
 604-984-6880

Past-President
 Brian Cooper
 604-985-0067

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 Dan Potts
 604-913-0633

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 604-921-6691

Committee Chairs

Membership
 Bob Birch
 604-926-4290

Speakers
 Ernie Maguire
 604-926-7574

House
 Phil Boase
 604-985-2790

Special Events
 Malcolm Nicholson
 604-922-2628

Communications
 Ron Penhall
 604-988-3087

Probus Canada Liaison
 and Archivist
 John Leonard
 604-924-9286

Speakers May 12 - 2010 Olympics Update



***Director Corporate
 Strategy VANOC
 Taleeb Noormohamed***



***West Van Mayor:
 Pamela Goldsmith-
 Jones***



***Spirit of BC North
 Shore, Chair:
 Doug Smith***

Taleeb Noormohamed is responsible for VANOC's overall relationships and negotiations with all its government partners and for managing key issues ranging from strategic planning to security negotiations. He is also responsible for VANOC's Canada's Games strategy, including bringing each of Canada's provinces and territories into the Vancouver 2010 family.

The District of West Vancouver and VANOC are working together on an agreement to achieve Venue City status for West Vancouver. **Mayor Goldsmith-Jones** will talk about what that will look like, starting in 2009. **Doug Smith** is Vice President of Corporate Affairs with the North Shore Credit Union. He has been Chair of the North Shore Spirit of B.C. Community Committee for the past 18 months. The Committee's purpose is to identify and maximize the economic and social benefits of the 2010 Winter and Paralympic Games for the North Shore. The North Shore Spirit of B.C. Community Committee's current focus is on the Spirit Trail, to be a multi-use, accessible to all, trail from Deep Cove to Horseshoe Bay as a legacy of the Games.

Monday June 9 Speaker

Martin Cronin

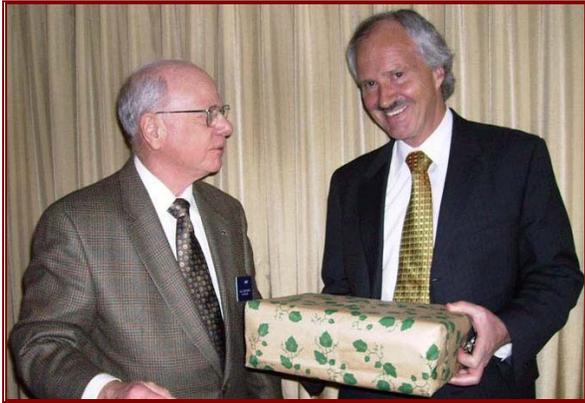
British Consul General, Western Canada

The Challenge of International Terrorism & The Western Response

NOTE NEW MEETING VENUE AND DATE

Capilano Golf and Country Club, 420 Southborough Drive, West Van
 9:30 AM Monday June 9, 2008

LAST MONTH'S SPEAKER



Doug Whitehead with Art Eberwein

In January 2008, Finning celebrated its 75th anniversary. Since 1933 when Earl B. Finning incorporated Finning Tractor & Equipment Co. Ltd in East Vancouver with six employees, the company has become one of B. C.'s largest public companies and Caterpillar's largest dealer in the world. Growth has come through expansion and key acquisitions. In 2007 it generated \$5.7 billion in revenue with 13,000 employees in six countries on three continents. Global sales volume is split roughly 50% in Western Canada and 25% in each of South America and the UK.

The forest industry, where Finning started, now generates about 4% of their revenue with the balance coming from mining (including the Alberta oils and) and large infrastructure projects such as our Sea to Sky highway. Their success is due to their focus on one product line and on reducing their customer costs and risks while increasing their profits.

Caterpillar's largest trucks, the model 797, sell at \$5 million each and Finning sells about 300 per year, 150 in Canada and the UK and 150 into South America, mostly Chile. Those trucks operated 24/7 and must be maintained in top condition by Finning's Parts and Service departments in each of their markets.

Finning's future looks excellent; it currently has a \$1.5 billion backlog in sales orders. Orders received today for 797 trucks are for delivery in 2011. The copper, coal and oil markets are all booming with high demand and very profitable prices. Chile produces about one third of the world's copper needs with China purchasing the greatest share of its output.

Doug's responses to questions in our Q&A period:

- Finning does not have immediate plans to enter India or China at this time due to apparent low prospects of good earnings being generated there in their market.

- The model 797 truck needs very large and expensive 13 ft. diameter tires. Due to very long delivery times, major efforts are being made to extend their useful working life. Most serious damage is to the tire sidewalls so attention is being focused on minimizing rock falls, reducing speed and better road grading to reduce tire destruction.
- There are three other Caterpillar dealers in Canada with Finning operating with exclusivity in BC, Alberta and the Yukon. Usually, Caterpillar appoints only one dealer per country.
- Although they do have competitors in the lucrative replacement parts business, they counter with their customers' experience of years of replacing worn parts with genuine Caterpillar parts thereby ensuring high resale value satisfaction.

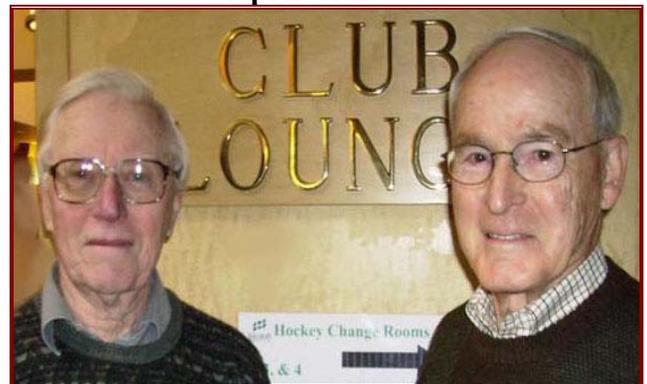
Announcement: Special Events

Wednesday, July 23: *Bard on the Beach Theatre Shakespeare's "Twelfth Night"* + salmon barbecue + fireworks + return bus from Park Royal; about \$100 each.

(SOLD OUT – wait list is being compiled)

Monday August 25: *Bard on the Beach Theatre "Opera & Arias" featuring arias from Mozart's "Don Giovanni"* + 3 course dinner with wine + return bus from Park Royal; cost about \$75 each. Events participation is limited to 40 persons and all will sell out quickly. Interested members should call Malcolm Nicholson at 604-922-2628 or send an e-mail to probusevents@shaw.ca ASAP.

April Greeters



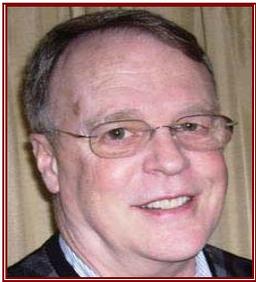
Terry Rodgers and John McConville

Member biographies



Norman "Norm" Swail (*new member Mar. 2008*): Norm retired in 1984 after 33 years in marketing with Shell Canada. Since retirement he winters in West Vancouver and summers in Princeton where he keeps busy riding horses and operating a small ranch.

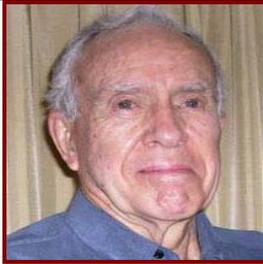
Norm was born in Edmonton in 1925 and later moved to Vancouver attended UBC, and graduated in 1951 with a degree in Economics (Geography). Norm and his wife Jessica have two sons and two daughters. In his spare time Norm 'plays a little golf' and 'does a little fishing', and volunteers at the West Van Senior Citizens Centre. In Princeton he is active with the Princeton Rodeo Club.



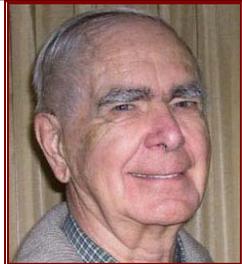
Malcolm Metcalfe (*new member Apr. 2008*): Malcolm was born in Calgary and grew up in Trail BC. He graduated from UBC in 1970 with a Masters degree in Electrical Engineering. Following graduation he was employed in Toronto and Vancouver with Shell Canada, BC Hydro and CP Air. He retired in 1999 only to form his own consulting company.

Malcolm lives in West Vancouver with his wife Linda. They have 2 grown sons, one a lawyer and the other hoping to get into medicine. In 1999 he was awarded a Lieutenant of the Victorian Order by Queen Elizabeth for his work for the Commonwealth Study Conferences that have been run by Prince Philip.

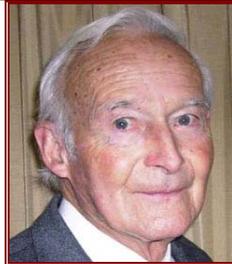
Other new members introduced in April



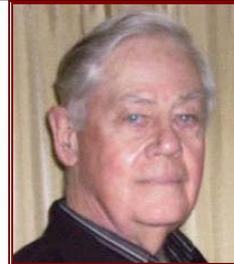
Chuck Beer
Banking



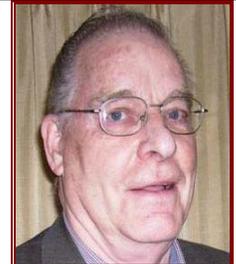
Norman Brown
Accounting



Ralph Carder
Electrical Engineer



Jack Mellor
Printing



George Polling
Education

IN MEMORIUM

John ("Jack") William Milton Hutchins

Since his teens Jack excelled at running and that won him a scholarship to the University of Oregon. Jack represented Canada in two British Empire Games, two Olympics (London in 1948 and Helsinki in 1952), and was twice named Canadian Athlete of the Year. His passion for running never ceased and in 2007 at the age of 80 he won the Vancouver Sun Run for his age category. Outside of his sporting life Jack was devoted to giving back to his community through his volunteerism and helping others, influencing many with his positive attitude and his abundance of optimism that defined him in his life.

Jack passed away on April 8 at the age of 81. He is survived by his wife, Elinor, three children and five grandchildren



President's Report

The past few weeks have been quite tumultuous for your Management Committee. On very short notice Hollyburn Country Club informed us that we would no longer be able to meet there. We had devoted considerable effort towards resolving the concern of the Club about our "excessive" requirement for parking. In response to that concern, the Club had asked us to limit our usage to 80 spaces in the lot south of the tennis courts, and we believed we were making excellent progress towards that goal. It came as quite a shock to be informed on April 16 that we would no longer be welcome there.

While I understand Hollyburn's need to keep their membership happy, I believe the recent construction activity at the club became quite an aggravating parking factor and the abrupt termination of our occupancy was shabby treatment indeed.

By this time all of you will have received formal notice of our change in venue to Capilano Golf and Country Club as described in my letter mailed to you on April 20. ***Please note that Capilano's dress code prohibits the wearing of jeans and the use of cell phones on the club premises.*** In regard to parking, there does not seem to be a capacity problem at Capilano as we saw at Hollyburn. Notwithstanding, I suggest all of us continue to car-pool as a "green" action to save gasoline and save the environment.

Often, setbacks such as this can result in a better long term situation. Although we have enjoyed our time at Hollyburn, I sincerely believe we will be very satisfied with our new long term relationship at Capilano. I look forward to seeing you there at the usual time on Monday morning, May 12th.

Our last meeting at Hollyburn was attended by 145 members and guests. Doug Whitehead's excellent talk on Finning's growth over the years was an attention grabber. He related an impressive tale of growth and international success by an initially modest, home grown Vancouver company.

We are fortunate to still be able to bring you the originally scheduled "Olympic Update", despite the change to our May meeting date. Vanoc Director and excellent speaker, Taleeb Noormohamed will fill in for Andrea Shaw who has a prior commitment on May 12. However, Pamela Goldsmith-Jones has been able to rearrange her schedule to be with us, and the Spirit of BC North Shore will continue to be represented by Chair, Doug Smith.

We were all saddened to learn of Jack Hutchins' passing. We have included a brief tribute to Jack in the "In Memoriam" on the preceding page. Jack will be missed by his many friends in our club.

Art Eberwein

MEETINGS

Second Monday of every month: 9:30 am -11:30 am

Capilano Golf and Country Club

420 Southborough Drive

West Vancouver BC V7S 1M2

(604) 922-9331

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<http://www.probus-northshorevancouver.ca/>

Editorial contributions and comments are welcomed
and may be sent by e-mail to:

shorelines@probus-northshorevancouver.ca

or by mail to:

Probus Club North Shore - Communications Chair

P.O. Box 92042

West Vancouver, B. C., V7V 4X4