



# Corporate & Group Services

OCTOBER 2010

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## What's New

- CWB reports record financial results for the third quarter
- CWT offers web portal to HighView
- CWT enhances CWeb online access for corporate & group clients!

## Contact Us

At CWT, we recognize that our clients have unique needs.

Dealing with CWT means talking to someone who gives personal service, attention to detail and flexible solutions to your unique requirements.

If you are interested in affordable custodial/trustee services and the return of great client service you not only expect, but quite frankly deserve, let's talk!

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THANK YOU for dealing with CWT, we appreciate being your "trust company of choice." We hope this newsletter offers value to your business and we appreciate any feedback.

## Welcome to CWT's Corporate & Group Services Newsletter!

Canadian Western Trust ("CWT") is excited to launch this special newsletter dedicated to our Corporate & Group Services ("CGS") clients and other individuals working in the pension and custody industry!

This newsletter gives us the opportunity to share information that you might find useful, such as current articles on issues affecting our industry.

If you would like to suggest a topic for an article, comment on the content or contribute to the newsletter, please send an email to [cwt.marketing@cwt.ca](mailto:cwt.marketing@cwt.ca).

## Where's the Value?

By: Rick Wood

"When people ask us what our 'value proposition' is they are surprised by our answer. Simply put...we deliver value because we value our relationships.

We do not try to be all things to all people; we know who we are, and more importantly, who we are not. We know what our capabilities are and have confidence in what we deliver. We pride ourselves on the strength and tenure of the relationships we forge with our partners and clients."

Click [here](#) to read the full article as Rick discusses the industry and how CWT is going to lead the way!

## "Canada's pension funds: stronger returns, at a cost." (Globe & Mail)

This article written by Janet McFarland for the *The Globe & Mail* on April 5, 2010 talks about how the use of internal managers has led to the success of Canada's biggest public sector pension funds, especially compared to their US counterparts.

Click [here](#) to read a commentary by Chris Page, VP & Director of *HighView Financial Group*, where he discusses the article and offers more insight into the investing environment for Canada's public pension funds.

Click [here](#) to read Chris' full bio.

*The views expressed in this article are those of the author and do not necessarily represent the views of, and should not be attributed to, Canadian Western Trust.*

