David T. Barnard, President and Vice Chancellor  
Open Doors, Open Knowledge  
Wednesday, Nov. 12, 2014 1:30 pm – 3:30 pm  
Pinnacle Club in Investors Group Field

Other speakers:

- Emcee is Dr. Digvir Jayas, VP (Research and International). He will introduce you.
- Paul Soubry, President and CEO New Flyer Industries
- Panellists

Suggested Speaking Notes:

- Thank you, Digvir.

- Good afternoon. Welcome.

- As Digvir noted, this event is one of many events taking place throughout the country this week as part of AUCC’s Open Doors, Open Knowledge campaign.

- For those of you who aren’t familiar with AUCC, it is a membership organization that has served as a national voice for Canadian universities since 1911.

- The association participates in the development of public policy and works closely with governments, private sector and the public to raise the profile of higher education.
• I am pleased to serve as the current chair of AUCC, supporting the organization in its efforts to foster and promote the interests of higher education and university research.

• AUCC created this event to encourage universities across Canada to open their doors to the community and celebrate the important partnerships that benefit us all.

• Of course, the University of Manitoba is proud to participate, and I am pleased to see that we have business leaders, industry partners, students and innovative researchers all represented here today.

• Perhaps that has to do with the fact that Manitoba knows the value of research.

• A strong capacity for discovery draws intellectual, capital and financial investment and builds our global reputation.

• I have witnessed, as I expect many of you have, how our research contributes to a better quality of life, here and beyond our borders.

• That is really the motivation for this year’s Big Ideas for Better Business theme.
• It is focused on universities partnering with businesses to help them innovate and succeed, while also preparing students for today’s labour market.

• As the only research-intensive university in the province, the U of M is uniquely positioned to do just that.

• At today’s event, we want to highlight the innovative partnerships and successes that are already taking place, and encourage all of you to continue this momentum.

• There are many examples of the remarkable contributions these partnerships have made.

• The Canadian canola/rapeseed industry contributes $19.3 billion annually to Canada’s economy.

• This is a perfect example of researchers meeting the needs of businesses in a partnership that benefits our country and beyond.

• There is also phenomenal work being done in the technology sector.

• U of M researchers have contributed significantly to the development of a hand-held gamma camera that can be used to increase success in breast cancer surgery.
• Such a product is not only marketable, but its practical applications will help surgeons save lives.

• We will hear shortly from our panel of business and research leaders who will share their stories of successful partnership.

• But first, we have our keynote address from one of Manitoba’s most successful CEOs, Paul Soubry.

• Paul is the President and CEO of New Flyer Industries, the leading manufacturer of heavy-duty buses in the US and Canada.

• Prior to New Flyer, he worked for 24 years with StandardAero and his last position there was President and CEO.

• Paul holds a Bachelor of Commerce from the University of Manitoba and attended the Executive Development program at Harvard Business School.

• Paul has deep roots in Manitoba, and is a well-respected business leader in our province and beyond.

• He also has a strong connection to the University of Manitoba.
  o He is a valued member of our alumni community.
o He serves on the board of the Associates with Asper School of Business, and
o as a member of our Board of Governors.
o And…I won’t give it away, but you will be hearing more about Paul very soon.

- We are truly grateful to Paul for his tremendous commitment to the U of M and to our province, and thank him for generously sharing his time and expertise with us today.

- Please join me in welcoming Mr. Paul Soubry to the podium.