

TBayTel connects the people of Northern Ontario to each other and to the world

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As TBayTel enters its eleventh decade, we are known in Northern Ontario as a successful and growing business and an exemplary corporate citizen. At TBayTel, we use our resources, our people and their knowledge to make Northern Ontario a better place to live.

We go beyond investing and expanding in our network, products and services; and beyond investing in our skilled, knowledgeable and dedicated regional workforce. TBayTel invests in communities. We always have and always will.

We reach out to numerous sectors including children and youth, arts and heritage, sport teams and events, social services, health and wellness, education and the United Way.

This year, TBayTel employees exceeded their fundraising goal for annual contributions to the United Way by 34% and raised over $44,000. That's a great achievement and it illustrates the big hearts of the over 400 people who work at TBayTel.

Additionally, each year, TBayTel contributes a significant dividend to the City of Thunder Bay to benefit everyone by making our home a better place to live, work and prosper. The contribution in 2006 was over $20M. Without this contribution, the municipal portion of the average homeowner's tax bill would have been $302 higher.

Across Northern Ontario, TBayTel's financial contributions take many forms, including local employment and being active in local events and organizations to sustain the growth and quality of life of our customers, employees and our communities.

TBayTel is committed to Northern Ontario. There's no other provider like us and we're proud to live and work in this exceptional part of the world.

Peter Diedrich
President and CEO
TBayTel

Surfing the Freshwater Breakers of Lake Superior

Winter is the Premiere Time to Ride the North Shore's Big Waves



Jaakko Natri catches some waves on Lake Superior

Lake Superior is the largest, deepest and coldest of the five Great Lakes. Waves of over two metres are typical when the freshwater surfing season opens on Labour Day.

Born in Finland, Jaakko Natri and his brother Mikko are active in the north shore surfing community. They discovered surfing as kids while on holiday in sunny southern Florida. In Thunder Bay, their passion for this intense sport wasn't hampered by the freezing conditions of Lake Superior. World-class waves roll in around Terrace Bay and Marathon and at surf spots along Highway 61 into the United States.

"Basically, it's not much different from cross-country skiing." says Jaakko with true Finn understatement, "When you've got the proper gear, it's all good. And, of course, we set up our portable sauna on the beach."

Freshwater surfers wear state-of-the-art neoprene wetsuits with booties, headgear and gloves. Jaakko and Mikko's business, Natribros Surf, has been promoting surfing and providing quality surf products for Great Lakes surfing enthusiasts since 2003. The surf scene is growing rapidly with interest from people of all ages across Canada and across the northern States. Connectivity is a big part of surfing. Keeping track of surf conditions online and immediately rallying other surfers by phone, wireless and email has to be fast and reliable.

"I depend on my cell phone and high speed Internet." says Jaakko, "A bunch of people can go surfing in the morning and if a spot's got some good waves rolling, you can call other people. It's a real bonus to have immediate connectivity. TBayTel really does work for me and my lifestyle."

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Home Phone Reliability

There's no better way to connect than with TBayTel



Your Home Phone Service from TBayTel is the Most Reliable Way to Make Calls

TBayTel's network is 100% digital. You get the highest sound quality without echo or disconnected calls and your service works throughout extended power outages.

We're here to help you! If you have any questions about your Home Phone service or want to learn how to Bundle Up for the best savings, call our local Customer Service Advisors today.

TBAYtel Call 623-4400 or 1-800-264-9501 | www.tbaytel.net

TBayTel Adds Monitoring and Alarm Services

TBayTel Will Build Upon Apex's Customer Relationships by Maintaining Premium Quality Residential and Business Security



Gary Boyer of Apex Investigation & Security Inc. and Peter Diedrich of TBayTel

On Monday, November 30, 2007, TBayTel signed a letter of agreement to purchase the Monitoring and Security Alarm (Electronics) division of Apex Investigation & Security Inc. Since 1977, Apex has been a trusted name for residential and business customers in Thunder Bay and Northern Ontario as a leader in security systems, monitoring, support services and security protection. The Investigation, Uniformed Security Guards, Mobile Patrol and Alarm Response divisions of Apex are not part of the acquisition.

TBayTel is integrating Apex's monitoring and security alarm products and services with TBayTel's communications solutions offerings. TBayTel is maintaining the highly skilled staff of the Electronics Division of Apex. The Monitoring Centre will continue to be located in Thunder Bay.

We look forward to providing you with the most advanced equipment and the quality service that you have come to expect from Apex and TBayTel.

myAccount

An easy and secure way to manage your TBayTel account

Use TBayTel's new convenient online service, myAccount. Manage all of your TBayTel bills from your home or office computer. View and pay your current bills or look at previous bills and payment history. You can also choose to subscribe to E-Bill service and receive your TBayTel bills electronically.



Visit **www.tbaytel.net/myaccount** to register.

TBayTel Employees Raise Over $44,000 for the United Way

TBayTel Team Exceeds Annual Fundraising Goal

TBayTel employees exceeded their fundraising goal for annual contributions to the United Way of Thunder Bay. The goal for the 2007 campaign was $ 33,000.00, and $44,247.41 was raised.

"This is a very exciting achievement for our team at TBayTel," said Liz Zweep, TBayTel's Employee Campaign Coordinator. "Our contributions have increased significantly each year. We're one of over 250 workplaces in Thunder Bay that participate in Employee Fundraising Campaigns for the United Way."

TBayTel's 400 employees give to the United Way's Employee Campaign through a payroll deduction plan, contributions from special staff events and through individual donations.

"Our employees work very hard to make our community a great place to call home," said Peter Diedrich, President & CEO of TBayTel, and Board Director of the United Way of Thunder Bay, "They deserve a lot of credit for their dedication and support."





BlackBerry® Pearl smartphone

Available in March 2008

BlackBerry® Pearl smartphone

Small, smart and stylish.

The ultimate combination of brains and beauty complete with digital camera, multimedia capabilities and expandable memory.

TBayTel Challenges the Business Community to Improve Angioplasty Services

Helping Meet the Needs of Cardiac Patients in Northern Ontario



Murray Walberg, Gordie Garriock, Peter Diedrich

On October 12, 2007, TBayTel announced a $150,000 donation in support of a second Cardiac Catheterization Lab at the Thunder Bay Regional Health Sciences Centre. At the same time, Peter Diedrich, TBayTel's President and CEO issued a challenge to the business community. Mr. Diedrich announced that if a business made a donation of $50,000, TBayTel would match the business donation to bring TBayTel's total donation to $200,000.

Two organizations rose to the challenge, RBC Royal Bank and the Fort William Rotary Club.

"We're thrilled to partner with TBayTel to support such a vital program that will significantly improve health care in Northern Ontario." said Murray Walberg, Regional Vice President, Northwestern Ontario, RBC Royal Bank.

"Supporting improved angioplasty services in Thunder Bay helps save lives," said Gordie Garriock, Media Relations from the 22nd Fort William Rotary Club House Lottery, "We're honoured to help TBayTel invest in the health and well-being of our region."

"TBayTel is extremely proud to contribute to the quality of life and economic health of the North by supporting projects like the Cardiac Catheterization Lab at the Thunder Bay Regional Health Sciences Centre," said Peter Diedrich, President and CEO of TBayTel. "We applaud the RBC Royal Bank and the Fort William Rotary Club for their support."

Responding to Distinctive Requirements with Innovation

Providing Access to Information and People



Collaborative Team Work Produces Great Results

When residential and business customers have unique communications needs, the TBayTel team collaboratively develops, designs and deploys applications that work. Solutions-based innovations are what differentiate TBayTel from our competitors. In 2007, TBayTel engineered and installed a 100 Mbps broadband wireless, point-to-point solution to a remote location. The customer now has the capacity to work from home and time to enjoy their quality of life thanks to an individualized communications solution.

TBAYtel

One Company One Number

623-4400

or 1-800-264-9501

All TBayTel Service and Product Inquiries

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TBayTel provides quality customer service, a robust network, and the commitment of an independent local company that contributes to the quality of life of our communities. There's no better way to connect than with TBayTel.

Your investment in TBayTel is an investment in our communities.

INVESTING IN OUR COMMUNITY

TBayTel is privileged to support local events and organizations. We continually work hard to make our community a great place to call home.

Dividend to the City of Thunder Bay

Each year, TBayTel contributes a dividend to the City of Thunder Bay to benefit everyone by making our home a better place to live, work and prosper. The contribution in 2006 was over $20M. Without this contribution, the municipal portion of the average homeowner's tax bill would have been $302 higher.*

These are a few of the organizations that TBayTel supports to sustain the growth of our customers, employees and our community.

Corporate Giving and Sponsorship

Arts and Heritage

Thunder Bay Community Auditorium
Thunder Bay Blues Festival
Thunder Bay Symphony Orchestra
Thunder Bay Children's Festival
Red Rock Music and Folk Festival

Sport Teams and Events

Lakehead University Thunderwolves
Varsity Athletics at Confederation College and Lakehead University
Thunder Bay Chill
Children's recreational sports
Dryden Walleye Masters Tournament
Fort Frances Canadian Bass Championships
Terrace Bay Dragfest

Health and Wellness

TBayTel Tamarack House
Thunder Bay Regional Health Sciences Centre
United Way of Thunder Bay

INVESTING IN OUR NETWORK, PRODUCTS AND SERVICES

TBayTel is continually investing and expanding in our state-of-the-art network to ensure our customers receive the highest quality products and services.

Mobility

- TBayTel continues to upgrade and expand our digital cellular network providing over 300,000 sq. km. of coverage
- We offer among the lowest mobility rates in Canada

Internet

- TBayTel brings High Speed Internet access to more customers in Thunder Bay than any other provider
- Our rates are lower than other local providers and among the lowest in Canada
- 24/7 Internet Support service; staffed by local TBayTel employees

Telephone

- TBayTel's reliable digital network is 100% locally built, maintained and upgraded
- 99.999% home phone service reliability
- 100% digital local telephone network with "state of the art" switching
- Guaranteed, competitive pricing and convenient calling features

Security

- TBayTel recently acquired the Monitoring and Security Alarm division of Apex Security & Investigation Inc.
- Local Apex staff joined the TBayTel team
- Seamless transition with the same trusted quality service

Managed IT

- TBayTel's Direct IT group provides information technology services for your business

Long Distance

- Reach out for less and stay close
- Quality service for domestic and international long distance rate plans, calling cards and personal toll-free numbers
- Operator-assisted calls and special needs services

Bundle Up - Get Great Savings and Convenience

TBayTel now has more ways to Bundle Up and save. Choose the products and features that are right for you and save up to $202 a year. Our Customer Service Advisors will help you build your own personalized bundles.

INVESTING IN OUR PEOPLE

TBayTel provides Northern Ontario residents and businesses with a skilled, knowledgeable and dedicated regional workforce.

- TBayTel provides meaningful employment to over 400 people in Thunder Bay and Northern Ontario
- We believe in local service by local people
- Our employees drive the growth of TBayTel to create new employment opportunities in Northern Ontario
- TBayTel provides many opportunities for student interns to gain valuable work experience. In 2007, 32 summer students were employed at TBayTel

There's No Provider Like TBayTel

*Calculation is based on an average home value of $120,200.00

TBayTel Annual Awards

President's Award for Community Service



Debbie Rathje, Product Manager - Telephone and
Larry Rathje, Network Planning Engineer

Both 25-year employees of TBayTel, Debbie Rathje and Larry Rathje are exceptional volunteers. They have coordinated the annual Cystic Fibrosis barbecue at TBayTel for many years raising both awareness and significant funds. The couple also raises money for the Canadian National Institute for the Blind. Debbie represented TBayTel in the United Way of Thunder Bay's Sponsored Employee Program and volunteers for United Way events at TBayTel. Debbie and Larry are involved in competitive youth skiing. Larry and Debbie are avid curlers for both TBayTel and community teams.

Employee of the Year



Brenda Di Franco, Director - Customer Care

Brenda Di Franco began her career at TBayTel in 1988 as the Vehicle, Line and Cable Clerk. Today, she is the Director of Customer Care. She is consistently dedicated, loyal, hard working and focused. As a leader, Brenda has worked hard to implement change in her division. Most recently, Brenda and her team implemented a new automated call distribution system that revolutionizes and streamlines TBayTel's call answering process.

TBayTel's New Store is Open!

Visit us at 959 Fort William Road in the Thunder Centre, Thunder Bay



Danny Whitehurst and Brendan Berbenuik are part of the TBayTel Store Customer Service Team

We have everything for your communications needs. Explore our wide variety of products and services; from cell phones and accessories, to landline phones and High Speed Internet self - installation kits, and much more.

We're here to help you.



TBayTel is now the "Single-Source" Provider for Managed IT and Communications Services for Business in Thunder Bay and Northern Ontario

- Consulting & Professional Services
- IT Assessments
- Installations & Support
- Online Disc-to-Disc Backup & Recovery
- Managed Security Services
- Video Conferencing

Direct IT Managed IT Services
Call 623-8800 or 1-866-999-0626
www.tbaytel.net
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We're Here to Connect You

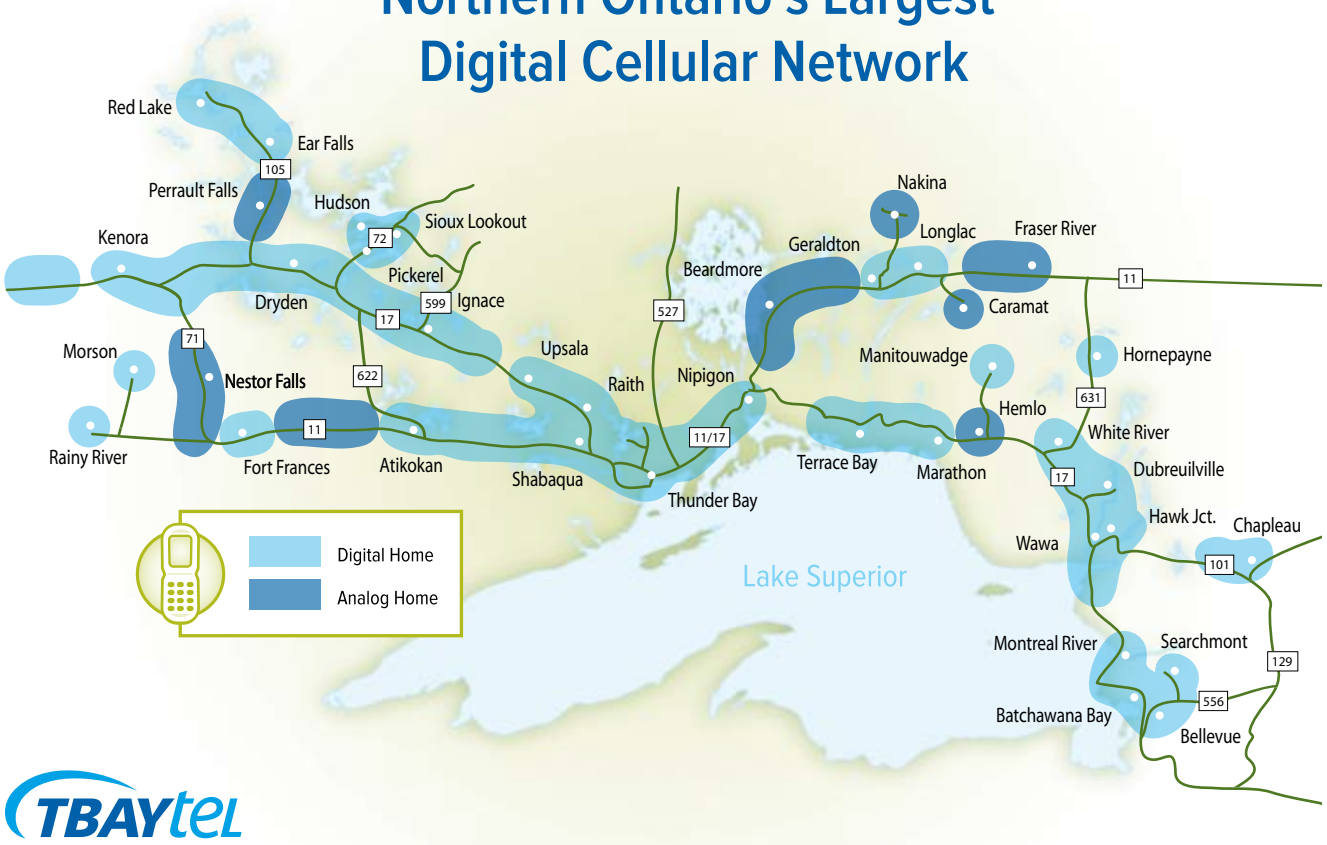
New Mobility Dealers:
Donny B, Kenora
Wilson's Family Food, Ear Falls
To locate a dealer in Thunder Bay or Northern Ontario, visit **www.tbaytel.net/dealers** or, call 623-4400 or 1-800-264-9501

TBayTel's new and upgraded cellular tower sites include:

New
Lakeshore Drive
Rabbit Lake (Kenora)

Upgraded
Eagle (West of Dryden)
Dinorwic (East of Dryden)
Dryden

Northern Ontario's Largest Digital Cellular Network



TBAYtel
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