

BUSINESS in SURREY



Growing Agri-business - eating locallyp3

Profile:
Million Dollar Bees..... p6



Taxing Taxes p10



**WOMEN IN BUSINESS AWARDS LUNCHEON
MARCH 10, 2010**

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reements, futures and options	546,259	75,678	32,088	19,007
se contracts	862,763	394,980	276,062	209,999
ge Contracts				
swaps	1,068	1,025	2,874	3,789
nterest				
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s and options	162,025	7,652	7,524	599
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ons	188,966	32,852	28,998	27,202
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y contracts	418,121	176,754	39,756	875
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ount	\$ 1,513,188	\$ 632,837	\$ 387,528	\$ 256,855
illions)				
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wed or purchased				
reements	87,098	31,562	-	-
	92,194	185,917	178	141
ility under acceptances	12,532	7,336	-	-
	\$ 205,326	\$ 193,253	\$ 157	\$ 153

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SPECIAL FEATURE REPORT BY MICHAEL YAHN

"Growing" Surrey's Agribusiness



AAC Chair Mike Bose

It's likely a business that most of us don't know much about and may perhaps think is on the decline. What's with the rapid housing growth in the city - does that not come at the expense of old farm land? Do we not get our foods from larger farms across North America, trucked for hundreds of long miles? The truth is, with total gross farm receipts of \$153.4 million (2006), Surrey's Agribusiness is healthier and much bigger than you may think.

Agriculture has been a significant part of Surrey's economy since the first people settled in the area long ago. Agriculture in the city is worth over a billion dollars in capital - making it one of the largest industries in the city. Although the number of farms decreased by 213 between 1986 and 2006 to 487,

the land being used for farming has grown in that same time by 1222 hectares to 9307ha. Like any other industry, one business takes over another and owns more of the pie over time.

Most main segments are thriving. Looking at 2001 statistics to 2006, blueberry production is close to doubling - now up to 659 hectares and 18 new farms bringing the number to 78. Hay and fodder crops is the largest land user at 1481ha on 91 farms, there are 93 chicken farms - a decline, but live-stock counts remain even. Cattle farms declined significantly from 164 to 115 yet a big jump of over 2300 livestock occurred, and greenhouses went from 67 to 44 but there was a 23% increase in square footage. Turkey farms dropped from 20 to 11 but again we saw livestock

counts grow, and honey production in the city is at an all-time high. The farms condensed but production continues to go up. Surrey actually boasts the highest percentage of farms in the province (30%) with total gross farm receipts over \$100,000 annually.

As one of Surrey's top industries in capital value, accounting for seven percent of Surrey's jobs and one third of its land, it is clear that Agribusiness is extremely important here. Does this mean farming is getting easier and more profitable?

"Farming has always been a tough life," admits Patrick Harrison - owner of Historic Collishaw Farm. "It's a lifestyle - you don't do it to get rich." Harrison, whose farm has been around since 1887, has seen his share of change over the

years - especially being in the blueberry business. In the 90's it was a challenge to get top dollar for goods - many farms had joined co-ops but Harrison recalls the stiff competition hurting price; "farmers wanted a dollar a pound and got sixty-five cents. The co-ops went out of business in 1995 and we brokered on our own instead."

"A lot of people would say there isn't growth," said Mike Bose, Chair of Surrey's Agricultural Advisory Committee. "But there can be a lot of growth - people just have to be innovative and creative. It's a lifestyle and it's a business - a big business. Everybody has to find their niche in the market. There is room in organics, dairy, vegetable production to name a few."

see GROWING ➔ page 13

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BUSINESS in SURREY

A Surrey
Board of Trade
publication in
partnership
with the Now
Newspaper

February 2010
Vol 3 | No 2

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is the official newspaper of the
Surrey Board of Trade. No portion of this
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Board of Trade.

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Can We Get There From Here?

At the Surrey Board of Trade New Year's Open House that was just held on January 21st, I was speaking to a good friend and former President of the Surrey Board of Trade. He has a thriving business that is now located in North Vancouver to which he commutes almost every work day from where he lives in White Rock. I was a bit surprised because that seems like a very long and arduous daily commute to me. I was even more surprised when he told me that he relies most of the time on public transit and only occasionally takes his car. In fact, he was quite complimentary in describing the public transit system that gets him to work each day. It takes not much longer than it would to drive, but it is much more dependable, especially since the Canada Line has opened. He enjoys the relaxed time sitting, reading and letting someone else drive. With his transit pass, he occasionally takes advantage of the fact that he can get on and off the system at various places along the route home to enjoy shopping or dinner or just walking around on a summer's evening.

As I was listening to him describe his commute, it sounded very civilized and attractive to me. It struck me that a large part of what made transit work for my friend was his attitude. He was prepared to try to do something different and, having made the leap out of his car and onto transit, he remained open-minded enough to see the positive. Sure, it was not all sweetness and light but, as he noted, neither is driving your car through rush hour.

I realize that currently transit does not work for everyone. No matter what the idealists may believe, public transit does not serve Surrey very well and it is not a viable option for most

people. My friend travels along well-served arterial routes. If he didn't I doubt that we would have had the same conversation. This is what must change. I believe that most people would not be adverse to using transit, especially for a regular commute, if they had a system that would get them to work in a reasonable time for a reasonable price. Even the price is less of an issue since most people who drive to work would spend far less money getting to work on transit than they do now. But the system must be timely and convenient.

This is a classic example of where the system must be built before the people will come. If the system exists, I believe that commuters will embrace public transit. All of the efforts of those who continually want to beat up drivers and make it more and more difficult to commute by car will continue to fail if an adequate public transit system does not first exist. And it needs to exist where it's needed most – in Surrey and neighbouring communities south of the Fraser. Recent suggestions that an extension of Skytrain to UBC might come before service is improved in Surrey are completely ridiculous. The attitude of Translink and of the provincial government towards the delivery of public transit to Surrey has to change.

It is not only where service is delivered that needs some thought; the means by which public transit is delivered needs to be innovative as well. Sometimes such innovation means looking to past solutions for inspiration. The idea of an inter-urban rail line between Surrey and Chilliwack that is the gleam in the eye of Surrey's Fraser Valley Heritage Railway Society may be just such a solution. The Surrey Board

of Trade supports this project and this type of thoughtful planning.

It was a good idea 100 years ago when it was originally built, it's a good idea now!

It is not just the attitude of government, Translink and the commuting public that is going to have to evolve. Business has a vital role to play as well. The old model of establishing a business and then expecting the workforce to come to the employer may no longer be viable. If businesses determined where to locate with more emphasis on being closer to the workforce, the need to commute would be greatly reduced. As long as property values are so high in Vancouver many people, especially those with young families, will be forced to live outside of Vancouver and to commute farther as a result if their jobs remain in Vancouver.

The City of Surrey has shown great leadership in its efforts to encourage businesses from outside Surrey, outside British Columbia, and even outside of Canada, to come to Surrey and to establish themselves here. It is an important goal of the City's economic strategy to have as many jobs in Surrey as there are residents in the workforce. Obviously, many Surrey residents will always work outside of this community, but to the extent that we can encourage new and existing businesses to locate here, long distance commuting will be reduced and an adequate public transit system in Surrey and the South Fraser will be even more important. The Surrey Board of Trade strongly supports the City's efforts and will work with the City to achieve the growth of new and existing businesses here.

FROM THE
PRESIDENT

James Stewart



Advising the Prime Minister

As a member of the Surrey Board of Trade, each business is also a member of the Canadian Chamber of Commerce. It is Canada's largest and most influential business association of over 300 chambers of commerce and boards of trade, representing 175,000 businesses of all sizes in all sectors of the economy and in all regions. The Surrey Board of Trade, as you've seen in previous issues, participates actively with the Canadian Chamber of Commerce to advocate on issues of national importance to business.

In January, the Surrey Board of Trade was asked to submit on-the-ground comments on the Economic Outlook for 2010, plus specific industry activity, in preparation for the President and CEO of the Canadian Chamber of Commerce, Perrin Beatty to meet with the Prime Minister of Canada.

The meeting was part of the consultations the government is currently undertaking as it prepares for the March budget. What were some of the themes they heard most often from across Canada? First, they found a strong consensus

that the recovery is starting to take hold, but that the turnaround is both fragile and uneven as you move from region to region or sector to sector. They received a clear message that, while the government should continue with stimulus that is already in the pipeline, it should not add to what has already been promised for the coming year if it means increasing the debt. Second, there is growing concern that we need a concrete plan to eliminate the deficit over a reasonable period and to start paying down the debt incurred during the recession. Many of you recognize that this will be a painful process, but you feel that a plan is badly needed if we want to avoid passing on a crushing debt load to our children. Some of the other themes that came up from their consultations were that we need to increase our efforts to build and diversify our international trade. Many members commented that the Prime Minister's recent visits in Asia were an important recognition of how much our prosperity depends on international trade. They also expressed their concerns about the need to

resolve the Buy American issue and to keep our border with the United States open.

Also, smaller businesses are still facing challenges in attracting investment and obtaining credit. Further points of concern were increases to employment insurance premiums that would add to our cost of doing business and discourage new hiring. Increased payroll taxes would undermine the ability of businesses to compete and would discourage them from creating new jobs.

Among some of the other issues that Mr. Beatty discussed was the need for action on intellectual property, problems arising from interprovincial barriers to trade and mobility and the role of the private sector in pension reform.

As the voice of Main Street Canada, the Canadian Chamber Network throughout the country, with the Surrey Board of Trade, plays an important role in promoting a strong and prosperous economy.

To learn more about the Canadian Chamber of Commerce, visit www.chamber.ca

FROM THE
CEO

Anita Patil Huberman





Call for Nominations - Be a Board Director

Influence the direction of your city

Each year in accordance with its bylaws, the Surrey Board of Trade elects new members to the Board of Directors to provide leadership and direction to our organization. This is your opportunity to initiate new ideas to affect, inform and influence the Surrey business community. A Director of the Surrey Board of Trade must be committed to leadership and is expected to perform specific duties within the business community. Up for election are 7 two-year positions and 1 one-year position.

WHAT IS EXPECTED OF DIRECTORS?

The Surrey Board of Trade has incorporated selection criteria to guide the Board in determining who should be recommended as per bylaw 9.2: The Nominating Team will recommend at least one candidate for each vacancy on the Board.

The bylaws mandate that a board director shall be:

- a member in good standing for a minimum of two years,
- free of any conflict of interest,
- willing and able to attend board meetings on a regular basis.

In addition, it is highly desirable that candidates should be able to demonstrate a familiarity

with the Board of Trade's operations and activities and show a level of involvement that demonstrates an ongoing commitment to the Board of Trade's goals and objectives.

Current involvement in a Board of Trade Team is an excellent way for a candidate to gain experience and demonstrate commitment. In addition, the Board recognizes that it should represent as broad a range of industry as possible, to be effective, forward thinking and be able to provide worthwhile input to municipal, provincial and federal regulators on a variety of issues.

CALL FOR NOMINATIONS

Nomination packages can be picked up at the Surrey Board of Trade office, downloaded from our website, or e-mailed to you, and must be submitted to the Surrey Board of Trade office by 5:00 pm by **MONDAY MARCH 31, 2010**. Two members in good standing must sign your nomination.

Interviews with the Nominating Committee will take place afterwards. Ballot packages will be mailed to all voting delegates (members) in good standing in May 2010.

If you have any questions please contact Anita Huberman at the Surrey Board of Trade at 604.581.7130 or at e-mail: anita@businessinsurrey.com

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the VIEW from HERE

The Honeybee Centre has become a fixture at the intersection of 176th and Fraser Highway, the result of a dream being realized by John Gibeau, who has had a lifelong love affair with bees. His business won the 2009 Surrey Board of Trade Business Excellence of the Year for a businesses with 6-20 employees. He spoke about his remarkable passion and business, with Editor Ray Hudson.

The Honeybee Centre

I've always had bees. My science project in Edmonton in grade 4 was beekeeping. My dad was a bee keeper, as was his uncle, so I'm the third generation in bees and the 13th generation farmer in Canada – since Samuel de Champlain's third voyage.

Before this, I had a career in policing. After I transferred with the RCMP, from Edmonton to Burnaby, I spent four years there, then twelve years with the New Westminister Police, the last four years in homicide. I retired about twelve years ago, and ten years ago I started this business.

Originally, I thought it would be a good business opportunity, a tourist attraction and commercial honey farm with a story, then bring people in and show them what bees are all about. So I commissioned an Angus Reid survey which showed it was a good business idea. I put money in and started it. Within the first year or two I found that what I expected to happen didn't and what I didn't expect did.

Revenue came in from sources I never dreamed of particularly blueberry pollination. Nobody thought it would go the way it has a dozen years ago. Our business model changed to supply bees to blueberry farms. Today, we supply more than 5,000 colonies a year to the blueberry fields across the lower mainland. We're pollinating about \$100 million dollars worth of fruit every year.

Do you provide bees to pol-

linate any other crops?

As we grew to serve the blueberry pollination demands, we were able to provide bees for cranberries and raspberries as well. Besides blueberries, we service growers of apples, currants, strawberries, blackberries, cranberries, raspberries, pumpkin, zucchini, squash, and even a kiwi crop. For every dollar of revenue we earn, we generate almost \$200 in the community or to other people, so that's the level of impact as a generator.

Naturally our honey sales grew strong. Today our business model is about one-third from pollination, one-third from honey and one-third from what we call API therapy - people buying bee products as an alternative health therapy.

It's honey for sore throats, pollen to treat airborne allergies (people build up resistance to airborne allergens by taking pollen), royal jelly as a multi-vitamin, and propolis which is used to treat colds and flu. That wasn't in our original Angus Reid survey 12 years ago.

Do you sell everything from this location, or do you put it in stores?

Four months ago we started servicing stores. We have 44 stores that we sell to right now, Meinhardt's Fine Foods and all local independent IGAs. We have a full time sales person that's out there in a car with our logo on it and a delivery truck with our logo on it, so the delivery is starting now. Our goal is to attract the attention of some of the large grocers as well, but I am finding that is a

hard nut to crack.

We have 8 full timers and we swell to 18 employees in the summer.

So what do you do with the bees in the winter?

They go into a state of semi-hibernation. We have our hives on 35 properties, which are owned by people who have 2-5 acre parcels that they have spare room on. We give them a pail of honey in exchange for hosting the hives and they're happy with that. That's a perfect working model for us.

I understand that the taste of honey differs depending on the plants, such as clover, buckwheat and so on they're pollinating. Is that true?

Absolutely. There are 300 plants that produce nectar that a beekeeper can farm as what we call "one source honey". In our area, we gather about 11 types of honey, including blueberry, raspberry, cranberry, pumpkin, squash, clover honey from just north of here, we have our wild flower honeys, Surrey/Langley wild flower honey, and surprisingly we have city honey from our hives at the Fairmont waterfront hotel downtown. Because of all those beautiful and exotic plants that people put on their balconies downtown, we get a real spicy and delicious honey.

Out here in Surrey, I harvest about 85 lbs of honey per colony per year, and at my home in New Westminister, I get as much as 265 lbs. That's because of shorter flight paths, more flowers and there is bloom all year in a city. Out here in the countryside, the blueberries



bloom for about 4-5 weeks, blackberries for 3-4 weeks and then there is nothing except for some early dandelions and late Japanese knotweed. Our hives at the Fairmont Waterfront produced about 125 pounds of honey each.

You have a big educational factor here. You offer tours for the public, schools and children, tell me about that.

We do a whole range of tours and projects. For the elementary years, the teacher receives a 50 page, integrated resource package that he or she can expose the students to for up to 6 weeks before they come here for a tour. That prepares them for the tour and the integrated resource package is a teaching tool that's required by the Ministry of Education. We have about 300 school tours a year. Most are for K to grade 3, but we also do up to 3rd year college, for culinary arts tours, or tours concerning true science. We do some university level research here, and we assist in career development for high schools.

Speaking of science tell me about the reported collapse of the bee population?

The world loses one-third of its bees every year. The US, China, Canada, everybody, that's the average. The main problem is the Varroa mite that jumped from an Asian bee to an European bee. Most of the world farms with the European bee. This mite has a symbiotic relationship with the Asian bee but it kills the European bee. We would not have this problem if we had let all our bees

die in the late 80's or early 90's. All the mites would have died off and we would have started repopulating from an area with no mites, like Hawaii.

We have a booth at the PNE for four years, and we put 100,000 people through it. We're asked every day about what's happening with the bees, why are they dying, what do we have to worry about, so there is tremendous concern in the public's eye about the loss of bees. But it's not catastrophic, just cause for concern.

Along with dealing with the challenge of the bee population, what are your goals for Honeybee Centre?

To run an ethical company that is profitable, treats the employees well, and contributes to the community. In another couple of years, if we are successful wholesaling to large chain stores like Safeway, Overweightea, corporate IGA or Whole Foods, we will have a steady, reliable output for our honey, which will lead to controlled, profitable growth. We are also expanding our country store attraction to include a tea house, kid's area and a bees and bugs lab to provide our visitors with several hours of entertainment, should they wish it.

The Honeybee Centre is located at 176th Avenue and Fraser Highway, entrance off Harvie Road. The store is open Monday to Saturday from 9 am to 6 pm, and 10 am to 5 pm on Sundays. For more information on their visitor centre and beekeeping courses, check out their website at www.honeybeecentre.com

events

Mark Your Calendar:

BREAKFAST IN THE CITY

Network with your peers and help us welcome the new members to the Surrey Board of Trade

Date: Wednesday March 3, 2010; 7:30-9:30am

Location: Sheraton Vancouver Guildford Hotel
(15269 104 Ave, Surrey)

Admission: Free



BUSINESS TO BUSINESS AT FRASER DOWNS

Come and learn more about Fraser Downs Racetrack and Casino. Enjoy the special gaming event set up just for the Surrey Board of Trade.

Date: Thursday, March 4, 2010; 5:00-7:00pm

Location: Fraser Downs Racetrack and Casino
(17755 60th Ave, Surrey)

Admission: Free



WOMEN IN BUSINESS AWARDS LUNCH

Help celebrate the successful women in Surrey that help make our business community such a vibrant place.

Date: Wednesday March 10, 2010; 11:30am-1:30pm

Location: Sheraton Vancouver Guildford Hotel
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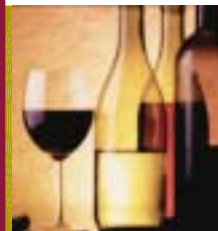
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Lojack Fights Hijack

-Crime prevention for business

by Carrie Chatell, Crime Prevention Coordinator,
District 4, Surrey RCMP

This past month, thieves have been especially busy stealing heavy equipment. Backhoes, front loaders and the accessories associated with these pieces of equipment have been targeted.

The installation of GPS or LoJack technology in several of these units has resulted in the recovery and return of the equipment.

Again our office is recommending that businesses look into installing either GPS or LoJack technology on their heavy equipment. Consider the cost of losing a piece of equipment to your business versus the recovery technology that will assist in its return.

GPS technology is a space based global navigation satellite system. Basically, the GPS calculates its position by precisely timing the signals sent by the GPS satellites high above the Earth and calculating 3 different factors. The device is hidden on the equipment and a tracking device will locate the equipment to an exact location. GPS has some difficulty in areas where radio signals reflect off of terrain and does not work well through concrete.

LoJack is a small, silent radio transceiver that is installed somewhere on the vehicle



where it cannot be found. Once the device has been activated the technology uses radio frequency to communicate with a tracking unit within a 2-3 mile radius.

The police then need to use a visual investigation to find the exact location. The technology works even in underground parking lots and inside of buildings.

As with any technology there are several resellers and we encourage you to speak with several before making a decision. ☺

OPEN HOUSE

February 27
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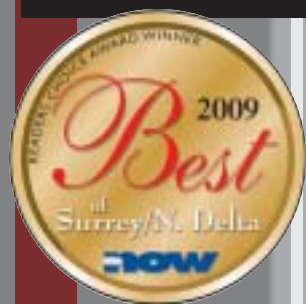


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Taxes On Taxes a Slippery Slope

- Taxing TransLink's Parking Tax

On New Year's Day, the tax levied on paid parking (parking lots) to help fund TransLink rose to a stunning 21%, or roughly \$2 per \$10 fee. Taxation on parking will climb by another 12% on July 1 as the controversial HST is implemented bringing the total parking tax levy, according to the Canadian Taxpayers Federation, to 35.52%. The major impact has been felt in downtown Vancouver and Burnaby where parking, in commercial lots is in demand and expensive at the outset, however there are impacts across the lower mainland wherever paid parking exists.

"We understand the need to generate additional funds for TransLink, and although we feel the 21% levy is excessive," said James Stewart, President of the Surrey Board of Trade, "what we find much more objectionable is, as we understand it, the plan to charge the 12% HST on both the parking fee and the 21% levy. This is charging tax on tax and it's simply wrong. We feel it is wrong to impose GST on the price of fuels as well as the levies (taxes) applied to fuel, and it is an even greater egregious abuse of taxpayers to expand that practice in this instance. If the gov-

ernment is prepared to continue and increase charging taxes on taxes, where will it stop?"

The City of Surrey, with the exception of its parking meters, as well as most businesses and shopping malls in Surrey, offer free parking. The exceptions (including monthly parking) include the Central City and Gateway facilities, and general parking at the two hospitals, Kwantlen University Campuses and at the various lots for SkyTrain including large the facilities at King George and Scott Road.

The Sheraton Vancouver Guildford Hotel in Surrey, has long offered paid parking under the hotel, and it has not been a problem until now according to General Manager John Kearns, "The increases resulting from the current and up-coming taxes will definitely put our operations at a disadvantage, particularly with respect to competing restaurants which do not charge for parking."

Vivienne Wilke, the General Manager of Finance for the City of Surrey said that the city has no paid parking apart from meters, and says there are no plans to

increase fees on the meters.

Simon Fraser and Kwantlen Polytechnic Universities both have paid parking. When they were each contacted on this issue, both Joanne Curry of SFU and Mary Jane Stenberg of Kwantlen said that they were assessing the impact of the change.

The Surrey Board of Trade has issued a letter of protest to the office of the Premier and the Minister of Finance over the issue of taxing taxes. To date, the government has not responded. ☎



Michael Levy is the Financial Commentator for the Corus Radio Network and is regularly heard on CKNW. A Director of the Surrey Board of Trade, Michael is the Senior Executive VP of Custom House Currency Exchange and Managing Director of Border Gold Corporation.

March 2 is budget day in BC. Michael Levy spoke with Editor Ray Hudson about the nature of that budget and how the economy around the world is shaping up.

It's going to be very austere, I can tell you that right now. Even if the economy does 180 degrees between now and March, revenues are going to be lagging in British Columbia. Two of our major industries, lumber and gas, are not fairing as well as we'd like, not on the ropes, but darn close to it. Both of those are huge drivers of potential tax base for BC. Now we have diversified our economy very significantly – something that the Liberals have gone about doing since coming to power. So we're not a one trick pony, but we're not to the point where we can make up for those two banner natural resource areas and get ahead significantly if they are failing. We're not going to see significant growth, therefore government is not going to be able to spend the money on programs that they like. I think the budgets are going to be very tight and I think they are going to be very conservative in their

estimates. If we get any kind of a break to the upside, that's going to be good, but I don't think there can be a surprise to the downside. I think that's how conservative they're going to be. If we do get surprises to the downside, that's going to be indicative of how bad the world economy has turned.

We're looking for and hearing positive news about the economy overall, but some people are afraid that it's not what it seems to be. How does it look to you?

One of the things we have to watch is in the United States. The US is such a driver for what happens in Canada, and we have to be cognizant of what happens south of the border.

There is another shoe to drop in the debt that's being carried, particularly commercial real estate debt, in the United States. And a lot of that is going to take place in 2010. There are still some very significant mortgages

out there to be dealt with. The US has not turned their residential real estate market around as Canada has. They had over 3 million foreclosures this past year. That's another record, and it doesn't look like it's going to slow down anytime soon. As a matter of fact, some anecdotal comment is that it's going to be added to and although the US market has had a couple of recovery months – at least going in a better direction – it's going to fall off again, and we're going to see some worse numbers going into 2010. That means that the US Fed will keep the interest rates down, and keep them down significantly.

The other question is US debt. Just to throw some numbers at you, looking at a structural deficit in Canada after we come out of this downturn in 2012 or 2013, they're talking about a deficit of about \$19 billion dollars a year. That's the deficit, even if business gets

good and the government gets back to recovering their tax revenues. That's a significant number, but in context, it probably doesn't amount to 1% of our GDP. The US deficit in December alone was \$90 billion dollars. That's not debt, that's deficit, and their government debt is up around \$12.5 trillion dollars. So compared to our \$600 billion, they're 20 times ours with 10 times the population. That's very significant debt numbers in the United States. They're numbers that could drive the US dollar lower in the months and years to come, and send the Canadian dollar higher. That could hurt our exports even more, which could reflect on our economic recovery.

How are Asia and Europe fairing through this?

Asia is starting to turn around, and we're seeing growth in China of somewhere between 8% and 9% GDP, as reported by

When the Big One Comes To Town

- Prepare for it!

by Mary-Lou McCausland and Ray Hudson

The scale of devastation from the earthquake in Haiti is nothing short of mind boggling not even to mention of lives lost and broken. The economy of the country will take decades to recover and the scars will be very deep and long lasting.

How surreal it is to watch it all unfold on our television screens as we go about our lives. How fortunate it is that we have never experienced anything even remotely close to this. Perhaps the Kelowna fires is an example that was much closer to home. But how about if the whole city were in such a state, not just part of it?

As we all know, it is only a matter of time before we experience a major earthquake in the Lower Mainland. The increasing pressures along the subduction zone of the Pacific and Juan de Fuca plates will rip loose one day and could again unleash the whopping 9 pointer that sent tsunamis to devastate Japan on January 26 of 1700. Today, over seven million people live in the area affected 300 years ago. How will we deal with it? How will we

deal with even lesser such events which will happen in our city? Are you prepared?

Imagine this scenario:

The snow falling heavily and the City's streets are becoming treacherous, or we're experiencing one of those soaker downpours which threaten major flooding. You are trying to decide whether to close the office early and let every one go home before dark and before the roads become impassable. That's when the shaking starts. Tiles fall from the ceiling as you duck and cover using your desk as a shield. Someone is screaming, sounds of a car crash, glass breaking. You've forgotten to count but the shaking continues. Has it been over ten seconds, twenty, thirty? Finally it stops. Silence. The power is out.

One of your staff has a serious cut on her leg. Glass is protruding from it. Another is holding his head. He had been hit by a tile and light standard that had fallen from the ceiling. You try to remember where the first aid kit is. Has anyone checked it lately? Who knows some first aid? It is

beginning to feel cold. There is a smell of gas.

You saw all the disaster movies but hey, it's never happened in my experience and you thought the big one would never happen in your lifetime; it was just the subject of a great story. Yet Kelowna had the summer of fires. People had to be evacuated and accommodation found for them. Then there was the Pemberton flood of 2003. Homes that sit in water for three weeks will never be mould free. And there was Katrina and the earthquakes and tsunami that hit Indonesia. One would think that this would have made you be better prepared for emergencies.

Here you are sitting holding a compress against your staff member's leg praying that the bleeding will stop before you run out of bandages or she runs out of blood. The phones are out and the cellular service is jammed with calls. At least George was able to turn off the gas. You have twenty employees and it looks like they will have to spend the night, or longer, in your offices. Will you have enough water? Food? How will everyone keep

warm? You can hear the injured out in the street but you can't take care of your own people. You think if only...

If some of your staff live fifteen or twenty kilometres away, or across one or more bridges, how will they get home? Can they even get home? Chances are the roads and bridges are damaged. They can't walk that far.

As members of the business community we need to do two things. First, we should have sufficient resources within our offices to accommodate our staff during an emergency. We must also consider helping our neighbours. It's now that we should develop a business watch within the community, that can provide a structure to tap into to support each other and our community in the event of a disaster.

Some of the basic steps that need to be taken are:

- Know your neighbourhood/region, know your risks;
- Make a plan and discuss the plan with your staff
- Maintain an emergency kit as well as a First Aid kit.

Survival in a disaster depends on people helping people. People help others best if there is some preparation and a command structure. Ironically crime rates will go down during disasters as even criminals will lend a hand. When the Oakland bridge in California collapsed in an earthquake, it was members of a gang that saved lives due to the fact they were organized and had a command structure. It is critical that you clarify these plans, delegate authority and practice deployment.

We've heard if often enough, in an emergency such as this you cannot expect much help. Even the emergency responders will be dealing with the same event. Remember this will be widespread so they cannot respond as if you called an ambulance or fire truck. In other words, you must be prepared to be on your own for at least the first 72 hours, probably longer. Are you?

You can access up to date information on disaster planning through the BC Provincial Emergency Program at www.pep.bc.ca, ☺

LEVY cont. from previous page

the Chinese government. They need that to sustain what they are doing. Like we need 2 or 3%, they need 7, 8 or 9 percent because they are growing at a level where they want to pull so many more people into their burgeoning middle class and make consumers out of them. They need that kind of growth and they are seeing it.

In Europe, that's suspect. You're hearing some reports that Europe is fairing better and others that it's not. Europe has some of the same kind of debt and credit, and banking problems, as the US, and until they can turn that around, they're not going to turn their economy around. Canada is sitting differently than Europe and Asia because we have a different kind of economy.

One of the dark horses no one is paying attention to is Brazil. How do you see that as a country and its impact on what's going on around the world?

Well, the BRIC countries, Brazil, Russia, India and China are the countries that showed economic growth during the downturn, albeit they slowed. But they are the up and coming countries that are going to add to economic growth, because they are building their industries, they are building their infrastructure, they're building their impact on the world economic scene. So yes, I see Brazil, Russia, India and China all being part of the economic engine that is going to drive the world in years to come. Unlike, what we call the PIGS, Portugal, Ireland, Italy Greece and Spain. Those are the ones that are very suspect. Ireland has had problems; Iceland massive problems; Greece has had their sovereign debt downgraded to almost non-investment status. We've got Portugal and Spain that are suspect right now, so unlike the BRIC countries, the PIGS countries are in trouble. ☺

Bracelets to help the Surrey Food Bank



The Surrey Board of Trade's initiative to 'Paint Surrey Red', that is, to encourage residents to be 'Proudly Canadian', now includes the sale of Canadian National Pride Bracelets for \$5 each, with proceeds going to the Surrey Food Bank.

"This is done in correlation with displaying our Canadian Spirit for the Games and supporting a local charity. We hope that in this way the Canadian spirit will also continue past the Games", says Anita Huberman, CEO, Surrey Board of Trade.

To purchase a bracelet, contact Heather at the Surrey Board of Trade at 604.581.7130, or come to our office at #101, 14439-104 Avenue to pick them up.

And don't forget to enter the Surrey Board of Trade Paint the Town Red contest. Dress up your business with the colors of the Canadian Flag. Email Heather at the Surrey Board of Trade at info@businessinsurrey.com and let us know of your participation. Participating businesses will be visited, judged, and the winning business will receive a photo and profile in the Business in Surrey newspaper, as published by the Surrey Board of Trade and distributed to all businesses in Surrey plus featured at a Surrey Board of Trade event. Deadline to enter is February 26, 2010.

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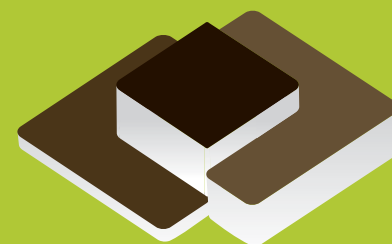
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GROWING

from page 3

"Managed economies like eggs and dairy have a more guaranteed income unlike blueberries, cranberries and lettuce for example who have a tougher role - people see the higher profits and rush into it," explained Harrison. This creates more competition and in turn lowers prices. Two years ago the farm saw their aging workers throw in the towel and retire - Harrison made the only move he could - to the current u-pick format.

It would be easy enough for the plights of local farmers to go unnoticed and unsupported in a community such as Surrey that is one of the fastest growing and dynamic cities in North America. One thing has helped Surrey agribusiness to grow is the city's focus on the industry. Much of this focus is thanks to the city's Agricultural Advisory Committee, started 15 years ago by Mike Bose who still sits as Chair. It was the first committee of its kind in the province and has spurred several other cities to start their own.

"The purpose of the committee is to advise city council

on issues that will impact agriculture," explained Bose - a fourth-generation farmer and one of the city's most respected farming representatives. "We were seeing council make decisions without having the facts to make an educated one - at that time we didn't have a voice at council."

The voice of the committee changed the landscape dramatically. With the committee in place, many policies regarding agriculture were positively influenced, and the sector has been a larger part of the city's long term economic goals that it might have been. Bose attributes the success to the "good working relationship we have with council."

"The AAC focuses on helping the agricultural community, from farm directional signs to reviewing development proposals for their impact on agriculture," detailed Marvin Hunt - Council's representative on the committee. "Restrictive covenants are put on properties near the ALR boundaries to advise new home owners that they are living next to farming and that

smells, noises and dust are all a normal part of life next to active farming. We have started and helped finance farmers markets and an event called "Tastes of Surrey." We have looked at zoning and the challenges of house size and truck parking - the list could go on and on."

The City has ensured its continuing high agricultural land use by designating over nine thousand hectares as agricultural land reserves in 1974. This land remains dedicated to agriculture today and is part of all long term growth plans the city has put together.

"There is always a concern that people want to use farm land for other purposes," said Harrison. "They have turned mainly housing into condos to save agricultural land in the area." Harrison, also a committee member, said he is happy with how the city has preserved agriculture.

The city has been promoting the idea of buying foods produced locally with several initiatives such as; local markets, agri-tours and festivals, events like Tastes of Surrey,

publications like the Farm Fresh Guide, and campaigns like EatBC! promoting the consumption of local foods. The "buy local" idea is not a new one but is definitely on the rise in many cities, including Surrey. It is a rare opportunity a city has to bolster a local industry without a lot of heavy lifting as locally grown products and also organic foods are gaining momentum in recent years.

"The organic side of the industry is one of the fastest growing, but it is all dependent on the individual farmer," stated Hunt. "Higher returns in the form of higher prices help to stimulate this change." These higher returns come at a price according to Harrison. His blueberry farm is certified organic.

"We are one of the few organic blueberry farms in the area," Harrison explained. "It helps to be small in organic farming - manual weeding, continuous spraying - it needs a lot of labour. What you gained in price you would pay out in labour. There are also costs to be certified - all of

these things may make a larger company think twice about going organic. Buying local means lower fuel costs and it helps the earth - this is really gaining momentum." That momentum is great news for local farmers.

Local farms have also been helped out by city investments into dyking and irrigation - a long term project that is finally nearing completion and has significantly upgraded the city's farmlands, which are already thriving from the areas rich soils and advantageous climates. The Serpentine and Nicomekl Strategic Plan for Lowland Flood Control began back in 1997 and upon completion in 2011 will have reached a sixty million dollar investment.

Agribusiness is big - very big, and it has the support of the city. It's definitely not for the faint of heart - farming is no walk in the park, but it can be viable and rewarding, and the pieces are in place to keep it a good size part of our economy now and in the future. ①



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ACROSS the BOARD

Congratulations



Martha Davis of the Peace Arch Hospital Foundation (centre) receives a gift of \$10,600.00 from Charlotte Phillips (left) and Beth Larose of the Morgan Creek Homeowners Association.

The Morgan Creek Homeowner's Association has donated more than \$10,000 to **Peace Arch Hospital and Community Health Foundation's Maternity Ward** project. The donation was made from event proceeds at Christmas in Morgan Creek events in November. Local merchants provided raffle and door prizes. Over the last 8 years, the Morgan Creek Homeowner's Association has raised more than \$60,000 for local charities. **More info: www.peacearchhospital.com.**

Shannon Cupskey, account manager for **IRLY Distributors Ltd.**, has won the Greater Vancouver Home Builders Association's (GVHBA) prestigious Rooftopper Award. Not only is Shannon the first and only woman to have won this award, this is the second time she has won it. Her remarkable networking skills have helped fuel the association's 660-person membership. The GVHBA represents the residential construction industry in the Greater Vancouver Area. **More info: Catherine Brownlow, IRLY Distributors Ltd. 604.596.1551.**



Meyer Print Graphics' Owner and Principal Designer, Yvonne ("Y") Meyer has won the Arts Council of Surrey Christmas Card Contest. Her creation of "Family World", was printed by the Arts Council and sent out to all arts patrons, docents and supporters. The image depicts a glass Christmas bauble swirling around a family group photo. **More info: 604.589.4432; www.meyerprintgraphics.ca.**



The Kinna family (Diane, Jay, Nash, & Wyatt) with the SMH Foundation's Jennifer Dmytryshyn.

Cloverdale's Kinna family celebrated the results of their annual Christmas lights fundraiser with a \$8,138.31 donation to the **Surrey Memorial Hospital Foundation**. Donations included a \$5,000 gift from Evraz Inc. NA, Diane Kinna's employer. The steel company operates a processing facility in Surrey. **More info: www.smhfoundation.com.**

SOS Children's Village BC received several boxes of toys, games and books donated by **HSBC Bank Canada** employees as part of the annual **Future First Toy Drive**. Future First is the HSBC Group's global initiative for street children, orphans and children in care. **More info: www.sosbc.org/; Ryan Butt 604.582.2990 ext. 228.**

Marilynn Herrmann of the Surrey Food Bank is the winner of the Surrey Board of Trade Membership Referral Contest for 2009. During the year, the names of current members referring new members are put into a pool. At the annual Seasonal Sizzle, one name is drawn. Marilyn's prize is a year's free membership in the Surrey Board of Trade. **More info: indra@businessinsurrey.com.**



Players Chris Santiago, Andrew Wallace, and Derek Henderson from BCHL's Surrey Eagles delivered stuffed animals to **Surrey Memorial Hospital** over the holidays. The animals were collected during a teddy bear toss held during the team's game on December 19th. **More info: 604.585.5666; www.smhfoundation.com**



SMH Foundation President/CEO Jane Adams and Edna Barnes, President of the Ladies Auxiliary of Whalley Legion branch #229. The Legion branch has donated \$2,000 to **Surrey Memorial Hospital Foundation** for geriatric equipment. **More info: www.smhfoundation.com.**

Announcements

Alexandra Neighbourhood House (formerly Crescent Beach Community Services at Camp Alexandra) has changed their name, but almost everything else remains the same. They still offer programs for youth, family and seniors at 2916 McBride Avenue Surrey, BC. Normal business hours: Monday to Friday 9am-4:30pm. **More info: 604.535.0015; www.alexhouse.net.**

Barbara Stevenson retired from **Alexandra Neighbourhood House** in December 2009. She was the first point of client contact for more than 20 years. She also served as the guardian of the Society's history and stories. **More info: www.alexhouse.net.**

Analytic Systems received a 99.00% Third Quarter Supplier Rating from Telephonics (a subsidiary of Griffon Corporation) and has been re-certified by Quality System, Q-Base www.qbase.com. Analytic Systems specializes in ruggedized power supply units for use under harsh conditions (e.g. desert or arctic). The units are used by the military, for both mobile and command-based applications. **More info: Bill Walker (billw@analyticstems.com); 1.800.668.3884.**

Analytic Systems has acquired **Metal Action Machining Ltd of Coquitlam, BC.** **Mark Ergetowski** the General Manager will be retained to maintain cohesion with current customers and operations. The Metal Action milling machines will move to Analytic Systems Surrey CNC facility and the whole

Division will be renamed **Metal Action Machining Ltd, Division of Analytic Systems Ware** (1993) Ltd. In business since 2001, Metal Action has worked closely with the Aerospace industry. Typical projects are tooling or production (flying) parts for Boeing, Cessna, etc. Their unique specialty is 3D and multi-axis machining. **More info: Bill Walker (billw@analyticstems.com); 1.800.668.3884.**



Commercial real estate brokers **John Eakin** and **Michael Farrell** have joined **Avison Young's Vancouver** brokerage operation. Eakin and Farrell have been working as a team since 2006, focusing exclusively on the Surrey and Langley industrial real estate markets. Eakin has 13 years of experience in commercial real estate. For the past 10 years he was a broker with DTZ Barnicke in Vancouver. Farrell's commercial real estate career began in 2006 in a brokerage role working with Eakin. He was a local runner-up in the inaugural NAIOP Pacific Northwest Real Estate Challenge in 2004 and recently became a Leadership in Energy and Environmental Design Accredited Professional (LEED AP). **More info: Sherry Quan, 604.647.5098; www.avisonyoung.com.**

BDO Dunwoody LLP is now **BDO Canada.** **More info: www.bdo.ca.**

Bob Mann, CA has been appointed as Partner with **BDO Canada's Langley Accounting and Assurance** team. Bob has significant experience with a wide range of clients in construction, real estate, manufacturing, professional services and technology. **More info: 604.532.4752; 220-19916 - 64th Avenue, Langley, BC V2Y 1A2; www.bdo.ca.**

BEST Shredding has a new location in Port Kells, at 9938 201st Street Unit 1, Langley, BC V1M 3E9. They are a full service document destruction company specializing in both on- and off-site shredding services in the Fraser Valley. Staff are fully trained and bonded for security. **More info: www.bestshredding.ca; 1.888.GO GET BEST**

Bill Rempel and **Lorelie Guthrie** have joined **Blackwood Partners Management Corp.** Rempel is the VP and General Manager of City Central Shopping Centre in Surrey. Guthrie is the new Property Director. Both have extensive industry and community experience. **More info: www.blackwoodpartners.com.**

The Centre for Child Development has announced their 2009/2010 Board of Directors as **Andrea Rasmussen** – Vice Chair, **Emily Wilson** – Treasurer, **Karla Pearson** – Co-Secretary, **Yasmeen Sayeed** – Co-Secretary, **Wayne Robert** – Director, **Frank Mesich** – Director, **Ken Hahn** – Director. **More info: Tony Miles at 604.584.1361; www.centreforchilddevelopment.ca.**

The Child Development Foundation of British Columbia has announced their 2009/2010 Board of Directors as **Michael Levy** – Vice Chair, **Tony Miles** – Treasurer, **James Stewart** – Director, **Emily Wilson** – Director, **Victor Lall** – Director, **Wayne McKay** – Director. **More info: www.cdfbc.ca; Judy Krawchuk or Shelby MacLean, 604.591.5903.**



Grant Harris has joined **IRLY Distributors** as their new **Director of Supply Chain.** Grant's responsibilities will include warehouse operations, transporta-

tion, and distribution, together with leading several projects. He is a seasoned, senior, logistics professional, with skills honed as Director of Logistics with BC Hot House Foods and as Distribution Manager with Purdy's Chocolates. **More info: Catherine Brownlow; 604.596.1551.**

NITROLUBE Performance Lubricants recently featured "Heat Test" segments on the internet, whereby their "NitroRed" grease withstood 680 degrees of heat without melting. The grease is recognized in the racing industry as a #1 racing grease, and it is also proving itself world class for trucking, industrial, commercial, recreational and home use. NitroLube hopes that their heat test will soon be in the Guinness World Book of Records. **More info: www.nitrolube.com.**

Prayer Canada's 2nd National Convention will be held at Stillwood Camp & Conference Centre, Cultus Lake BC, March 16-19, 2010. Registration \$25.00; Lodging & Food \$200.00. Registrations must be in by February 10, 2010. Includes 3 nights lodging, 8 buffet meals. Speakers: John & Judy Kolb. **More info: 604.589.1110 or prayer@prayercanada.org.**

The Rotary Club is sponsoring a ShelterBox program for Haiti. Each \$1000 ShelterBox includes a tent for 10 people, along with sleeping bags, tools and equipment, providing shelter, heat and light where needed. Any donations through Rotary for ShelterBox made before Feb 12th will automatically be matched by a Rotary International Matching Grant. This money goes directly to Haiti and not to Shelterbox. Tax receipts are available. **More info: Catherine 604.930.8363 or 604.562.0300; online: www.rotary-fh.com, or by mail The Rotary Club of Surrey Fraser Heights P.O. Box 74054, RPO Fraser Heights, Surrey, B.C. V4N 5H9**

Service Canada's new ROE Web is a fast, efficient, and secure method of producing Records of Employment via the Internet. This online reporting method is free to use and will save time and money. ROE Web contains built-in edits which will help provide accurate Record of Employment information, with less follow-up from Service Canada. **More info and registration: 1.800.770.7910; BAT-ROEWEB-RE@servicecanada.gc.ca; servicecanada.gc.ca/roeweb;**

Andrew Petter has been chosen as the ninth president of **Simon Fraser University.** He'll take over when Michael Stevenson leaves in September. Petter formerly served as BC Attorney General and dean of the UVic Law faculty. **More info: www.sfu.ca.**

Peace Arch Community Services now has a new name – **Sources Community Resource Centres.** Their services and locations stay the same. **More info: www.sourcesbc.ca.**

Sources Community Resource Centres and the **Peace Arch Community Services Society Foundation** will hold their 15th

Annual Gala "Carnaval" on Saturday March 20, 2010 from 6pm on. **More info and tickets: www.pacsbc.org.**

FOR SALE: 2010 Business Directories are for sale for \$5.00. They can be picked up at our office weekdays, between 9:00am and 5:00pm. **More info: 101-14439 104 Ave Surrey. 604.581.7130.**

Surrey Festival of Dance Society Past President, Robin Smith has passed away. He was an inspiration and avid supporter of the performing arts and President for the Dance Festival for many years. A "Celebration of Life" was held January 2nd. **More info: www.surreyfestival.com/index_eng.asp.**

Shirley Jensen retired from her position as Director of Development at the **Surrey Food Bank** at the end of December 2009. Working with Marilyn Herrmann, ED, over the last 3 years, they have grown and developed the Food Bank to a vibrant organization supporting our community's less fortunate members. Tiffany Parton will take over Jensen's duties as Manager of Resources. **More info: resources@surreyfoodbank.org; www.surreyfoodbank.org.**

Artist Of The Month

Linda Morris, an award winning, local artist specializing in oil and acrylic paintings. Throughout the year, local artists display their work at the Surrey Board of Trade. You can see their work at 101-14439 104 Ave, Surrey. For information on art rentals or purchasing, call the Arts Council of Surrey at 604.585.2787.

New Members:

#1 Nails

Abbotsford Heat Hockey Ltd

Active First Aid Inc.

Chandi Insurance & Financial Services Inc.

Des Pardes TV Productions Ltd.

Enhanced Learning & Intergration Inc.

Fresh Slice Pizza

Green Rock Financial Group Inc.

JoyTV / Vision Television

KRM Distributing Inc.

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The Leader Newspaper



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Earlybird RV Show Specials

4 Days Only: February 4 - 7



stk# 28036

2010 Starcraft 816

A great deal on your first RV. Includes fridge, furnace, stove, brakes, awning and more.

MSRP \$10,600
SHOW SPECIAL
\$9,895
\$147 per month
on approved credit
\$2,000 down
60/96 @ 7.80%



stk# 27173

2009 Adventurer 80W

Our best selling Truck Camper includes jacks, fridge, furnace, flush toilet and more.

MSRP \$15,500
SHOW SPECIAL
\$14,352
\$193 per month
on approved credit
\$2,000 down
60/120 @ 7.80%



stk# 28287

2010 Classic Cruiser 19FBS

Ultra lightweight Travel Trailer with slideout, awning, roof air, and TV antenna.

MSRP \$23,600
SHOW SPECIAL
\$22,476
\$216 per month
on approved credit
\$2,000 down
60/240 @ 7.80%



stk# 28307

2010 Salem T-22FSLE

Jack and Jill bunks, front sofa, roof air conditioning and awning.

MSRP \$16,700
SHOW SPECIAL
\$15,905
\$215 per month
on approved credit
\$2,000 down
60/120 @ 7.80%



stk# 28347

2010 Autumn Ridge 186BH

Comes with awning, roof air, TV antenna, stab. jacks, DSI hot water and much more.

MSRP \$18,400
SHOW SPECIAL
\$17,523
\$214 per month
on approved credit
\$2,000 down
60/144 @ 7.80%



stk# 28503

2010 Autumn Ridge 256BHS

Featuring a large slideout, U-shaped dinette, pass-through storage, etc.

MSRP \$24,995
SHOW SPECIAL
\$23,804
\$249 per month
on approved credit
\$2,000 down
60/180 @ 6.99%



stk# 27745

2010 Stealth SS1812

This Toy Hauler is 1/2 ton towable and comes with roof a/c, awning, CD player, stab jacks and lots more.

MSRP \$26,300
SHOW SPECIAL
\$25,048
\$227 per month
on approved credit
\$2,000 down
60/240 @ 6.99%



stk# 28239

2010 Stealth FS2410

Includes a 4.0 Kw. Onan generator, fueling station, roof air, awning, microwave, TV and more.

MSRP \$31,400
SHOW SPECIAL
\$29,400
\$273 per month
on approved credit
\$2,000 down
60/240 @ 6.99%



stk# 28377

2010 Everlite 29RK

Eco-friendly Travel Trailer. Composite construction, electric awning, power tongue jack and stab. jacks.

MSRP \$35,000
SHOW SPECIAL
\$33,333
\$280 per month
on approved credit
\$5,000 down
60/240 @ 6.99%



stk# 28120

2010 Laredo 305TG

Triple bunk 5th Wheel with outside kitchen, large slideout, ducted roof air conditioning, etc.

MSRP \$40,200
SHOW SPECIAL
\$38,285
\$328 per month
on approved credit
\$5,000 down
60/240 @ 6.99%



stk# 28226

2010 Mountaineer 326RL

Rear living room triple slideouts, stab. jacks and solid surface countertops.

MSRP \$51,200
SHOW SPECIAL
\$48,762
\$428 per month
on approved credit
\$5,000 down
60/240 @ 6.99%

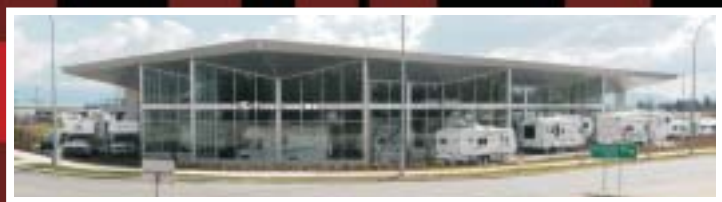


stk# 26932

2009 Great West Van Classic

Everything you need is here including a generator, awning, power sofa / bed, microwave and lots of storage.

MSRP \$87,100
SHOW SPECIAL
\$74,885
\$661 per month
on approved credit
\$5,000 down
60/240 @ 6.99%



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Greystone **NEW**
Cougar

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Rockwood
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Greystone **NEW**
Cougar

Travel Trailer
Cougar
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Rockwood

GREY WOLF Model #17BH
Starting @ \$13,995

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60/240 @ 6.99%

Wildwood
Model #19XLT

\$127/month
\$2,000 down
60/240 @ 6.99%

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Free Storage Until May 1, 2010 With NO Payments For up to 6 Months



Only the **BEST** will do for our Customers — Thank You for making us the **Best Certified Organic Grocery Store**

Linda - Linda is a Holistic Nutritional Consultant, Herbalist and Department Manager. She also has certificates from the Acadia School of Massage Therapy and was a student of Dr. Jensen. She is presently taking courses in Homeotoxocology.



Alicia - Alicia is a Registered Holistic Nutritionist and a graduate of the Canadian School of Natural Nutrition. She is currently enrolled in the CNPA program. With over 10 years of industry experience, she is here to answer any questions you may have.



Pam - is a registered nurse, once certified in Gerontology, and now in Sports Nutrition. With over 23 years of experience in the health care industry, Pam is able to help customers balance their medications with their supplements.



Shelley - Currently a CNPA student. Co-ordinates departments to ensure the integration between all departments is synergistic. Attends multiple monthly health care seminars. Specializes in skin care, cosmetics, skin disorders, eczema and psoriasis – ask Shelley about special diets and digestive care.

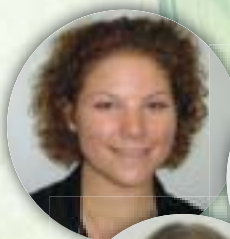


Jodi - Organic advisory expert. Jodi handles inquiries regarding grocery, produce, meat and dairy products. She is our special order co-ordinator and customer service specialist.



Heather, Jasmeet & Dani

- receive incoming stock at The Organic Grocer and ensure that it is of the highest quality upon its arrival. All these ladies also provide exceptional customer care at the front end of the store. Feel free to ask for help as all three would be happy to help you.



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