

BUSINESSⁱⁿSURREY



Surrey's International Airport

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Perrin Beatty,
President & CEO

**CANADIAN CHAMBER OF COMMERCE
LUNCH - MAY 26, 2010
EAGLEQUEST GOLF COURSE**

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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				
	25,873	24,175	18,600	22,814
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s and options	162,025	7,652	7,524	599
change contracts,				
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	29,200	17,500	3,209	860
ons	388,921	159,254	36,547	15
y contracts	418,121	176,754	39,756	875
s				
	32,102	2,562	3,256	2,258
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ount	\$ 1,513,188	\$ 632,837	\$ 387,528	\$ 256,855
illions)				
	Gross amount		Specific allowance	
	2008	2007	2008	2007
graces	\$ 53,256	\$ 64,025	\$ 16	\$ 3
summer instalment	38,952	35,065	2	3
overnment loans	63,488	55,265	160	135
wed or purchased				
reements	87,098	31,562	-	-
	92,794	185,917	178	141
ility under acceptances	12,532	7,336	-	-
	\$ 205,326	\$ 193,253	\$ 157	\$ 153

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YXX - SPECIAL REPORT BY MICHAEL YAHN

Little Brother YXX Grows Bigger and Stronger

- Airport Serves Economics, Safety and Recreation South of the Fraser

"The Abbotsford Airport is an important economic generator for our region, as a growing number of residents south of the Fraser are using this airport. We continue to work towards improving our regional transportation options, and the Abbotsford Airport is proving to be a significant element for our system."

This, from Surrey Mayor Dianne Watts, is an indication of just how prominent a role the Abbotsford Airport (or airport code YXX) plays for not only its home city but for those around it, as communities such as Surrey and Langley grow to the west. YXX has long been the little brother to Vancouver International (or YVR) - the hub of most air traffic in the province. Times are changing however, and little brother is growing up and getting bigger - soon to expand and mean that much more to our region. 2009 once again saw close to 500,000 passengers travel through Abbotsford International Airport. The average annual growth rate of the airport

as of 2008 was twenty-four percent dating back to 1997.

"We have received \$10 Million from each of the Federal and Provincial governments (in infrastructure funds) that we are going to match so we are embarking upon a \$30 Million improvement program for our airport," said Abbotsford Mayor George Peary proudly. "We are going to add a parallel taxiway to our main 07-25 Runway. This will allow us to double our traffic on this runway because landing aircraft will be able to leave the runway to taxi back to the terminal. We are also adding dramatically to our apron space at the airport so that we will be able to safely and securely park more aircraft at the airport. In addition, we are looking at a number of other improvements (including a 3000 foot addition to our longest runway that would allow us to handle fully-loaded wide body aircraft year round."

Work on the project will begin in the next

few months and is expected to be completed in early 2011. This will put the airport in position to serve the needs of the area as both it and the surrounding communities expand. So why is this important to Surrey residents and businesses? Both YXX and YVR are a forty minute drive either west or east of Surrey's future downtown core at Central City. YVR offers more capacity and services presently but YXX is cheaper to use and less hectic - putting both in position to be the airport of choice for Surrey.

Knowing their challenges and opportunities, the City of Abbotsford is looking to garner more traffic and business interest both short and long term. "Marketing to, and working with Abbotsford's surrounding neighbour communities is a key initiative for 2010 and beyond," explained YXX's Business Development Manager Jean-Paul Laube. "The Abbotsford Airport Authority recognizes that the Abbotsford International Airport is the Fraser Valley's airport, and as such

would like to be recognized as the 'airport of choice' for travelers in the region. Being the only full-service, international airport in the Fraser Valley puts Abbotsford International Airport in an excellent position to meet the needs of business and leisure travelers from Surrey, Langley, Pitt Meadows, Port Coquitlam, Coquitlam, Mission, Port Moody, Chilliwack, Aldergrove, and Maple Ridge."

Run by the City of Abbotsford and assisted by the Abbotsford Airport Authority which consists of key civic, business and community leaders, YXX has some advantage over YVR that could be of benefit for Surrey. "From the perspective of airport users (especially those south of the Fraser or even north of the Fraser now with the new bridge), there are several advantages," said Mayor Peary. "It is far more convenient to use YXX than YVR - access is a breeze, the line-ups are short and parking is six dollars a day, not seventeen dollars a day. Our major carrier (West Jet) flies

see YXX ② page 13



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BUSINESS in SURREY

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

May 2010
Vol 3 | No 5

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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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Photo: YXX from the ramp
by Ray Hudson

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Surrey Board of Trade – Business in Surrey

We are often inundated by positive statistics about Surrey. It's the fastest growing city in the province or in the country. It has the biggest and only growing school district in the province. One thousand people a month are moving here. We have more industrial land than any other municipality in the Lower Mainland. We are growing, growing, growing. The future lives here. All of these things are true, or close enough so that the difference doesn't really matter. But there is a certain emptiness to statistics and a danger that we can be lulled into thinking that there is nothing that we can or should do. Complacency can be a trap. Sure we are growing, but it is important for us not just to grow, we must grow well. It's never enough just to get bigger; we have to get better too, and if we are to be successful in the pursuit of this goal, we cannot be complacent. Each of us has a responsibility to our community.

Nothing is more fundamentally important to the improvement of our community and to its future success than the education of our youth. We are blessed in Surrey with a growing school population, both K to 12 and post-secondary. This bodes very well for business because it means that, potentially, both the market for the services that business provides and the reservoir of talent that will deliver those services are growing in Surrey. But we must do everything we can, whether we have our own children in school or not, to ensure that the children and youth of Surrey are well educated. The Surrey School District has been doing amazing work with a school population that is the fastest growing in the province and one of the most ethnically diverse. Kwantlen Polytechnic University and Simon Fraser University have committed themselves

wholeheartedly to our community with the result that the number of Surrey high school graduates who are carrying on to post-secondary education in both academic and trades related fields has sky-rocketed. What we in the community need to do is to ensure that our educators can do their job and do it well. We must make sure that true need does not get lost in a blizzard of statistics. School children should not be educated in portable classrooms. Special needs children should not be made even more vulnerable by the reduction of services. Coordinated and well thought out programs in our universities designed, as many of them are, to address community needs, should be supported.

This means money – money from the government, money from each of us – and there are lots of hands out for that money. But it also means participation and involvement by the community as a whole. It means valuing education and respecting it. It means informing ourselves about the issues and doing what we can to make sure that the issues are dealt with appropriately and not ignored.

Another area where we cannot afford to be complacent is in relation to crime in our community. The fact is that crime does exist in Surrey, just as it exists in every community of any size. It is also the fact that the issue of crime in our city is being very actively and successfully addressed by City Hall, by the police and by many community groups, including the Surrey Board of Trade with its Crime and Justice Team and its Crime Reduction Solutions community meetings. The City of Surrey has implemented an innovative crime reduction strategy that seeks to "apply international best practices and standards tailored specifically

FROM THE PRESIDENT

James Stewart



to address Surrey's needs and to address matters that traditionally have not been included in crime prevention initiatives such as: pre-natal care, early childhood development and addressing homelessness. These are in addition to the more well known areas of target hardening, tougher sentencing and speeding up of the justice system." Chief Superintendent Fraser MacRae and the Surrey RCMP (the largest RCMP detachment in the world as Mayor Dianne Watts recently described it) are obviously an integral component of that crime reduction strategy. But so are we and, if you visit the City's crime reduction website at www.crimereduction.surrey.ca, you will find strategies for both individuals and business to follow and to take responsibility for contributing to a reduction of crime in our community.

Finally, on the issue of not being complacent and of taking responsibility for the kind of community that we live in, I was introduced to a very relevant concept at the recent Vaisakhi Gala hosted by Ethnicity on April 8, 2010. This is the concept of "seva", something that is very fundamental to Sikhism. In its purest sense, it refers to "selfless service performed without any thought of reward or personal benefit." Inspiring examples highlighted at the Gala were the actions of the group of young men and women from the Sikh community who almost immediately and without hesitation travelled to Haiti to help in the aftermath of the disaster there. Seva is said to be good for the community and good for the fulfillment of the individual. Perhaps it is a concept that we all should adopt from time to time and step back from being focused on our own self-interest to consider what we can do for the community that we live in.

Thank you for reading the Business in Surrey Newspaper. This newspaper, in addition to Board of Trade membership, provides businesses with the tools to grow their business, save money and to be kept informed on opportunities to help their business. I encourage you to find out how membership can help your business by checking out www.businessinsurrey.com or by calling me at 604.581.7130.

SPEECHES:

Missed the Annual State of the City Address by the Mayor of Surrey? – see it online at: vimeo.com/10787879

Missed the Canadian Taxpayers Federation Keynote address? – see it online at: vimeo.com/10938423

REMINDER-NOMINATIONS OPEN FOR:

Surrey Police and Business Awards – June 4, 2010 (event: September 22nd)

Surrey Business Excellence Awards – September 15, 2010 (event: November 4th)

Government Launches 2010-11 Small Business Internship Program:

The Federal Government has launched the Small Business Internship Program (SBIP). The SBIP helps small and medium-sized businesses across Canada improve their productivity and competitiveness by hiring approximately 400 student interns annually to help with information and communication technology (ICT) projects. Thanks to SBIP, Canadian small businesses are able to apply to hire a qualified student intern for a 12-week period to help them with e-commerce ICT projects. The SBIP reimburses up to

75 percent of the eligible salary and benefit costs for each participating small and medium sized business. The SBIP is a collaborative efforts of Canadian small businesses, post-secondary institutions and non-government organizations that offer post-secondary students hands-on experience working on e-commerce projects under the mentorship and coaching of entrepreneurs. For more information on the SBIP go to: www.ic.gc.ca/eic/site/sbip-pspe.nsf/eng/home

FROM THE CEO

Anita Patil Huberman



~ INVITATION ~

Not a member yet? Want to join now? Contact the Surrey Board of Trade at 604.581.7130 or go online at www.businessinsurrey.com

Find out how membership in the Surrey Board of Trade opens doors to new business opportunities, locally and internationally! Be a part of Surrey's business

voice at all levels of government

The Surrey Board of Trade (SBOT) invites Surrey businesses to attend the (Wednesday, June 2nd) **Future Member Orientation**, as our guest, from 4-5pm at the SBOT Conference Room (#101, 14439-104 Avenue, Surrey BC) to learn about how the Surrey Board of Trade can

help your business. Or you are welcome to attend the (Wednesday, June 9th) **Breakfast in the City**, as our guest, at the Sheraton Vancouver Guildford Hotel (15269-104 Avenue, Surrey) from 7:30-9:30am.

Register online at www.businessinsurrey.com or call Heather at 604.581.7130.

BC Government Seeks Pension Advice

The BC government recently requested input on ways to strengthen the Canada pension system and expand pension coverage for the majority of workers currently without plans. Results of the consultation will contribute to recommendations from BC for Canada's Premiers at the next Council of Federation meeting.

The Surrey Board of Trade's Finance and Tax Team explored different avenues on how to best address anticipated future shortfalls in Canada's retirement income system. Currently, three-in-four private-sector workers are not covered by an employer-sponsored pension plan. Research indicates that many private sector workers who do not have access to employer-sponsored pension plans, or who do not have sufficient personal savings, will not have adequate retirement income in the future.

The SBoT input covered five areas:

1. A Focused approach on education to our youth:

Youth need to have an understanding of finances, handling debt and a sense of the value of pensions and preparing for them. Our school system should teach these life skills throughout the grades, starting as early as grade school. Learning about personal finance, especially the value of saving for retirement at an early age is critical.

2. An Investment Policy Review: provincial entities responsible for the Investment of Long Term funds need to ensure the appropriate attention is given to the balance of investment risk against investment returns, including the costs of administration of such investment funds.

3. Encouraging employers to use outside, pro-

fessional advice for employees to use a tax free savings accounts (TFSA) including employee education on their value as a benefit to employees and companies. In addition employers should encourage employees to transfer funds automatically to the TFSA, or contribute to RSP's. Employers, where possible, can match contributions perhaps by careful management of other employment related expenses such as WCB, which can yield funds for matching contributions.

The not for profit sector is a significant source of employment. We must consider how best to develop retirement benefits for them.

4. There is a need to have a cultural and behavioral change on use of credit cards and lines of credit. The "need it now" culture, "easy financing" and unrealistically low minimum payments results in barely manageable or crushing debt burdens, with no money left to fund retirement. Sensible controls on financial institutions could help. Some financial institutions automatically approve a \$100,000 Line of Credit for a student the moment he/she is granted admission to a professional post grad course.

5. Portability of Pension obligations needs to be examined.

Majority of workers tend to have more than one employer in their lifetime. The concept of Pension obligations attached to the individual not the company needs to be explored.

As the baby boomer population enters retirement, it is necessary that we ensure that they are taken care of, and our young population must learn that the road to retirement really isn't that long.

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the VIEW from HERE

RDK Printing & Signs

Jas and Binder Bola - Never Give Up



Jas standing on the Heidelberg Press

(Binder) The business started in 2004. Jas was a designer before so in 2001 I went to school to become trained in graphic design. After my practicum I worked for some other companies for about a year before we decided to open our own office.

(Jas) One of the challenges we faced starting up was that we were both in the same busi-

ness, so we had no financial back up from one of us working somewhere else. At one point I was getting desperate with no income, when someone sent me a cartoon which

I found of great inspiration. It was a graphic of a Frog being swallowed by a stork while the frog is choking the bird to stop it from swallowing the frog. The caption is "never give up". We have made a large sign out of that and it hangs in our reception area as a reminder.

How many staff do you have now?

(Binder) We started with just the two of us and now we have seven.

What do you do to make your business grow?

(Jas) Of course we work hard. But we work organized and give great service.

The great thing is that in our Indo-Canadian community, we are the only firm with a professional graphic designer who went to college. Many others just learn on their own, or from someone else then go into business.

(Binder) When we hire, we require that they have to have a degree or diploma to

show proper training, no matter what the job. That's what makes the difference with your printing or signage.

When you started you began printing posters and flyers. Where has your business come to now?

(Jas) There is a lot of digital stuff coming in which is a problem on the printing side. So as we thought about that, we changed ourselves, started making our website, then expanding beyond the printing by starting up a sign business as well.

We are well equipped to print on many different kinds of material from paper and

corrugated plastic to glass and metal. Recently we installed a Heidelberg printing press, which I believe is the only one in the city, and we can take on almost any printing job now. We've even started a magazine called "Milestone" in both English and Punjabi, which will particularly help bridge the gap between Indians who don't speak both languages. It will help the younger generations better learn Punjabi.

(Binder) We are hosting the Business to Business event on May 5th, and we'd like to invite all the member to come and visit. We'll see you then. ☺



Pam Ryan is the Communications Counsel on the Port Mann Hwy 1 Project, and spoke with Ray Hudson about the progress to date.

The project is on schedule for completion by 2013, just about 1/3 and it's really starting to show now. Last year, most of the work was utility relocation and environmental protection area, a lot of things happening underground or at the ground level that people couldn't see a lot. We're well underway and work is progressing, coming into the key construction season now that it's spring and moving into summer.

The south tower for the bridge is almost to the deck level of the old bridge.

That's right. There are two main towers or pylons that

will support the cable stay structure, which will reach 150 metres in height. One is on the south side, just near the CN Intermodal yard beside the existing bridge. The other one is in the river. The one on the south side, which was started earlier is further along and is scheduled for completion earlier. People should be seeing that tower at about the level of the existing deck towards the end of May.

There seems to be a lot of yellow cribbing at the south end of the bridge. Is that part of the structure to put the bridge deck in place?

Yes, that's the gantry that will be used to install the bridge segments on both the south and north approaches, not on the cable stay portion itself. The pre-cast concrete segments are being fabricated

in Coquitlam, then we'll truck them to the south side of the bridge and the gantry will be used to put them into place. There are 9 piers on the south side that will support the south approach. Depending on which pier you are at, there are between 9-14 pre-cast segments that will be strung and tightened together to form a single span that will go from one pier to the next.

What do you anticipate traffic changes may be in May and June?

In the coming months, we're paving some of the area at 160th, from east of 156th to about 164th. The work we've been doing over the last year was to grade and fill in the median. Soon we'll be paving it (subject to weather) and then shift the traffic into that new section, so we can start work-

ing on what is now the current traffic lanes. We'll shift traffic into other lanes to do construction on the other side and when it's all done, both sides will form all of Highway 1 in that section.

Where people can go for more information?

Our website www.pmh1project.com

ject.com is the best source. We also have a toll free information line operating 24/7 at 1.866.999.7641. For anyone that's interested, you can sign up on our database at info@pmh1project.com to receive email notices. Also, on the website, we have the weekly traffic schedule, for your specific area. ☺



Port Mann Project Progress Report

- On Schedule for 2013

events

Mark Your Calendar:

2010 LET'S TALK EXPORTS

Join Peter Hall, Export Development Canada's Chief Economist as he tells us about the global economy and how it impacts your business.

Date: May 19, 2010; 7:30-9:30am

Location: Eaglequest Golf Course (7778 152 St. Surrey)

Admission (plus GST): Members \$30.00ea; Member table of 6 \$180;

Non-members \$50.00ea; Non-member table of 6 \$300



CANADIAN CHAMBER OF COMMERCE LUNCH

Hear from The Honourable Perrin Beatty, President and Chief Executive Officer of the Canadian Chamber of Commerce.

Date: May 26, 2010; 11:30am-1:30pm

Location: Eaglequest Golf Course (7778 152 St Surrey)

Admission (plus GST): Member \$35.00ea; Member table of 6 \$210.00;

Non-member \$50.00ea; Non-member table of 6 \$300.00



ENVIRONMENT AND BUSINESS AWARD LUNCH

Keynote Speaker: Kevin Heaney, VP World Wide Sales and Marketing, Endurance Wind Power. Join us to celebrate the Environment and Business Award winner and nominees for this prestigious award.

Date: June 3, 2010; 11:30am-1:30pm

Location: Eaglequest Golf Course Coyote Creek (7778 152 St, Surrey, B.C.)

Admission (plus GST): Members \$35.00ea; Non-members \$55.00ea.



PRESIDENT'S DINNER AND THE 46TH ANNUAL GENERAL MEETING

Keynote Speaker: Red Robinson on the Entertainment Industry and Surrey.

Date: June 24, 2010; 5:30-9:00m

Location: Eaglequest Golf Course Coyote Creek (7778 152 St, Surrey)

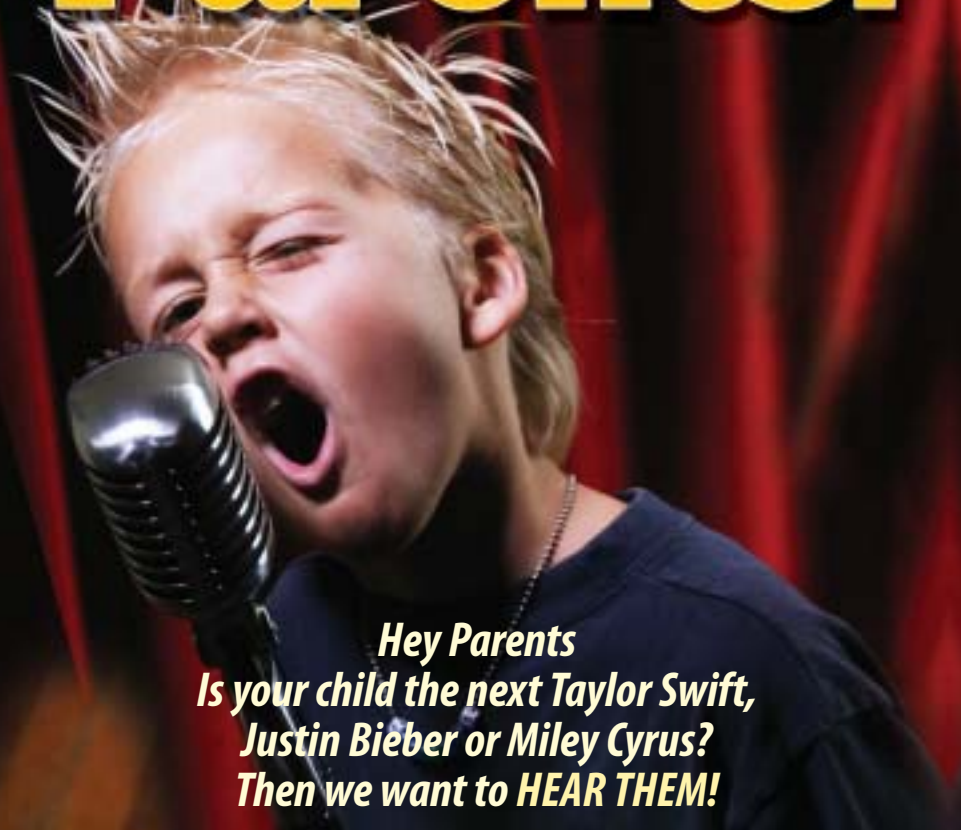
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Date: Thursday, May 20, 2010

Location: Sheraton Vancouver Guildford Hotel, 15269-104 Avenue, Surrey BC

Time:

4:30pm

Networking; Appetizers

5:30pm

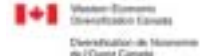
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Metro Vancouver's Regional Growth Strategy

- Good work but not complete says Surrey Board of Trade

A document from Metro Vancouver (MV) updating its regional growth strategy to the year 2040, (available on the Metro Vancouver website at www.metrovancouver.org). is a blueprint for sustainability in land use and all aspects of regional development over the next 30 years. It is intended to provide overall direction for the region as it meets the demands placed upon it for dealing with demand for residential and industrial-commercial requirements while at the same time, providing transportation interconnectivity throughout the region.

The Surrey Board of Trade submitted a response to Metro Vancouver's plan in concert with the other Boards of Trade and Chambers of Commerce of the Lower Mainland, recommending the following :

Economic Development

One of the five MV goals requires that the region 'Support a Sustainable Economy'. Although the need to increase market-ready industrial land is addressed to some extent, the balance of the goal is focused on increasing actively farmed land. Little attention is paid to economic structure and development. Further development is needed to address the economic issues faced by the residents and businesses in the region.

Given the importance of the economy in sustaining the region, the SBoT has recommended that MV establish a business advisory council to comment on economic/business aspects of planning the region

Sustainable Transportation Choices

The focus is on transit, including a frequent transit

network with an emphasis on people moving via walking, cycling and transit.

- Little attention is paid to the moving of goods and services, which provide a vital link to the region's economy. Nor is there any real discussion of vehicular transportation, the most frequent form of transportation in the region and not likely to change anytime soon.
- Another transportation element not addressed is the lack of park-and-ride facilities near the SkyTrain stations or on rapid transit routes which could potentially increase transit usage.

Land Use

We recognize the intent of having a sustainable region, however this goes beyond environmental sustainability. It must also deal with economic sustainability and the capac-

ity of the region to absorb population growth.

There is some discussion of the need to preserve industrial land and to discourage the locating of mixed-use facilities on industrial land, encouraging companies to locate in town centres instead. Economics sometimes dictates that locating office and mixed-use facilities in industrial land areas makes the most sense. We agree with the need to preserve industrial land. However, a proper examination of the land currently designated for industrial use needs to be undertaken to determine if indeed, it is useable land for development.

Other Concerns

- The current document seems to deal more with the preservation of the status quo rather than advancing new thoughts.
- This plan should require the integration of several other



plans such as rapid transit study, greenways, gateway development, waste management plans, is necessary to make it more effective.

- There is a lack of framework/template for evaluating risk in all plans impacting the growth strategy, and no mention of performance measures to determine if the plan is being implemented properly.
- Urban containment can put pressure on housing prices. Factors that need to be considered include infill housing and corridor development between centres.

For the full Surrey Board of Trade Recommendation report go to www.businessinsurrey.com. ☺



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, he is the founder and Managing Director of Border Gold Corporation.

Growing Economy

– Stark contrast to a year ago!

It has been an incredible year in the life of the world's economies struggling to recover from the major economic collapse that reverberated across the globe. It's been nothing short of a roller coaster. One perhaps not as dramatic as many other countries but historic never-the-less. BiS Editor Ray Hudson asked him for his reflections on where we've come in the last 12 months?

A year ago, our Canadian dollar was just under 80 cents, and our economy was just starting back, but nobody really believed it. We started last March with the stock market turning around. We saw some signs that we were out of recession, but it was hardly a believable situation. Our dollar that had been to \$1.10 in the last part of 2007/08 was never going to get back there, and in fact it came down to \$0.76 before the rebound.

They say a bull market climbs a wall of worry, and for the first several months, actually into the late fall of 2009, we did climb that wall of worry. But today, our dollar is at par, our TSX is back over 12,000, and our economy is not only out of recovery mode, it's now in building mode. We've come through a good part of the recovery, and now our economy is building on strength. Our employment numbers have come back 6 of the last 8 months, and our capacity utilization numbers (that is, factories that are putting out product, but not putting out as much as they can produce) are starting to go to that end. We're going to see some raising of prices because costs are up and we're seeing people who had their hours cut back, moving to, or achieving, full time hours once again. It's a stark contrast to a year ago compared to now.

We've seen our selves diverge considerably in our dependence on the US too. How do you describe that relationship today?

Well, it's because of the boom in commodity markets, and believe me, when you take a look around the world, there aren't many booms such as in the commodity markets right now. And the reason is Asia, which needs so much of what we have in the ground. This is a very, very good sign for us. The US also needs what we've got, particularly energy.

We've learned to live with a dollar close to par. A lot of our manufacturers and exporters, though not the traditional ones out of Ontario/Quebec are adjusting very nicely to this, because they've been able to go out and buy new machinery, new equipment, make their factories

more efficient and thus become more competitive on the national and international stage. That's why we've seen our trade surplus expand significantly for the last four months. That's something we didn't think would happen with the dollar at par, but it's taking place anyway.

We've seen certain things, like book sellers for instance, where pricing is different for Canada. Some of that still seems to pertain. Do you think this is eventually going to even out, or merchants going to have to start discounting those products?

They are going to have to start discounting them. Amazon now has permission from the Canadian government to set up a warehouse and distribution center in Canada. They are a seller of cheap books and it's going to make them a lot more efficient.



Dr. Arun Garg, Anita Huberman and Dr. Arun Chockalingam

Cardiovascular Health 2010

- A Canada-India Health Initiative For Surrey

On June 19th, experts in all aspects cardiovascular and related health, will convene in Surrey, for a first of a kind conference on these issues, as they relate to people of South Asian origin. Doctors Arun Garg and Arun Chockalingam are the key individuals of this world-class conference. Business In Surrey Editor, Ray Hudson spoke with Dr. Garg and asked him how the conference came to be.

I was asked to prepare a report to build stronger pathways for cultural, educational, business and financial links between Canada and India. We identified health, technology and education as the principle foundational areas where India and Canada have common grounds, in addition to the traditional technology, information technology, infrastructure and environment.

As a result, I was asked by the Government of India to visit them under their distinguished visitors recognition, the first Canadian to be so recognized.

During my conversations with their Council of Medical Research it became clear that an exchange and links on a very broad base on a team on health would be a good starting step in building those relationships.

I felt we needed to do something about cardiovascular disease, which is the highest among Indians and South Asians over any other population group, not only in India or Canada, but among the entire diaspora of Indian origin. Is it a genetic predisposition, a cultural thing?

We really don't have an answer. That's why it's even more challenging and important that an answer be found. The problem is huge, as they say in space: Houston, we have a problem.

Can you quantify that problem to some degree?

There is a group in the United States and in the UK who are wrestling with the same problem. Some work has been done here in Surrey but our interest is to do that work more methodically, more scientifically. We estimate that in Surrey alone, with our large south Asian population, the burden of disease is far, far greater among this group, than the general population. Associated with that are estimates are that there is 3 to 4 times the prevalence of diabetes than the regular population. It's very hard to know because data is not kept according to ethnic origin. That's why this work has to be done.

I am co-chair, with Dr Michael Stevenson, President of SFU, of their India Advisory Committee, and I knew the university was very interested in India and in building relationships. Because my association is with Fraser Health (I've been here for 40 years) I recognize how big the problem is given the large demographic of the South Asian population.

Then I met Dr Arun Chockalingam, a professor of Global Health at SFU who, on his own, has been successfully championing this issue between Canada and India, so this is

where we came together. We call ourselves Arun squared.

What are the details of the program itself?

We've gathered together leading authorities, researchers, academicians, industry leaders and policy makers working in groups for the conference:

Research: Dr. Chockalingam, and his relationship with the Canadian Institute of Health Research and Indian Council of Medical Research is a great benefit.

Training and Education: The University of the Fraser Valley, Kwantlen Polytechnic University and Simon Fraser University (Surrey), along with the Fraser Health Authority, BCIT and UBC will come together, to try to connect with similar interests in India.

Individual Clinical care: even if you live the best and have the health promotion, you do get sick. So we need to address the sickness part of the disease as well.

Learning from each other to lower the burden: We have the leading clinicians from both countries. Dr KK Telwar, Director General Post graduate Institute of medical research in Chandigarh, which is in Punjab, is our designated leader of the program, will be working with leading clinicians in Canada and in BC on guidelines on the treatment side.

Population health: how it affects the population as a whole and what we can do about it, specifically prevention and

chronic disease management, a strong thing in BC, guidelines, protocols – this is an area I've been active in for the last 15 years.

Public and Social Policy: behaviour, life style modification, how you achieve those.

Technology, Innovation and Economic Development: These last two sessions will be of interest to the Surrey Board of Trade: We want to see what opportunities there are to enhance trade between the two countries.

E-health – the use of information technology to have people take more direct control of their own health, assisted by the University of Northern BC, Professor Erica Frank, and

Technology and Diagnostics – of personal interest to me

The conference is the springboard?

Yes, to raise public awareness. I think the most important session is a public forum with the experts on June 19th at Kwantlen Polytechnic University, in Newton. It's free and open to the public between 1:00-5:00 pm. We will have demonstration booths, with experts to discuss the problems, along with demonstrations from the Canadian Diabetes Association, BC Heart and Stroke Foundation, etc.

This is an opportunity to remind everybody, whether you're Asian or not, that we've got a big problem here.

Absolutely! We have a variety of speakers including a leading

cardiologist from Toronto, the top Indian Ayurvedic practitioner from India, and another practitioner from Toronto, to speak on the role of proper breathing, exercise and yoga. We even have celebrity Indian chef and author, Bal Arneson, who has written a best selling book, "Everyday Indian," in an effort to bring out healthy cuisine. She will share her recipes and show how to keep the taste and use the spices and herbs, but make day to day cooking more healthy. We urge everybody to come out.

The session on Sunday is open and free, but more like a traditional clinical conference on this subject. It's really of interest to health practitioners, nurses, doctors and pharmacists. It's also at Kwantlen Polytechnic in Surrey.

On the Monday, we start the real conference with some workshops at BCIT, very focused workshops on biomarkers and then opening ceremonies and plenary sessions. This part of the conference is by invitation only at SFU Surrey.

The Formal banquet is on June 22

Our gala night is for networking and bringing all these people together with the community at large, in a very relaxed environment at the Royal King Banquet Hall in Surrey. You will need a ticket for that event. It's on Tuesday June 22, 6:00-9:00pm. Tickets are \$100 each or \$800 for a table and registration is now open.

LEVY cont. from previous page

So not only do we have a disparity of pricing cross border – you can buy a book cheaper in the US – but Amazon is going to take on all comers in Canada now, much to the chagrin of Canadian booksellers. Our markets are so linked with the US, they are going to have

to do something or lose a very significant amount of market share.

Small business people are concerned about the impact of the HST on their business, what do you think will be the outcome of the tax on them?

They are concerned for good reason. One is that we were in recession when we started to hear about it. It's a very tough pill to swallow, when business isn't very good anyways. But when business is good, price increases, when passed along to the consumer,

have little effect when the demand is high. So yes, an HST will impact small business, yes it will impact the consumer, but if we have a fast growing economy, the impact will be a lot more negligible than if our economy was in a downturn. We will get used

to it. Business will thrive, will carry on, all I give you is the GST. There was a downturn when it happened, but now the GST, or Canada consumption tax is just a thing that happens, and we buy anyways. ☺



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- ❖ Improves Skin

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Today we are exposed to the greatest toxic load in the history of our planet. Detoxifying the body periodically is essential to maintain good health and avoid disease. With the vast array of pesticides, herbicides, colorings, additives, preservatives, and chemicals that pervade our water, air and food, the body can become bombarded and overloaded with these toxic substances. Toxins and chemicals get stored in the body's joints, organs, arteries, and tissues, disrupting their function and creating an environment for disease, allergies and immune system breakdowns.

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- 2. Police and Business Partnership Award:** The recipient will be a business person, organization or company which has through their crime prevention initiatives to policing made a significant impact on the ability of Surrey Detachment to serve the city at a higher level.
- 3. Arnold Silzer Community Policing Initiative Award:** to recognize outstanding community policing and problem-solving initiatives which, through the co-operative effort of individuals or groups, reduced or eliminated a problem, thus impacting positively on the safety and well-being of the community.

INSTRUCTIONS:

Your nomination should include Name of the nominee, description of the event or events which lead you to put their name forward and one or more of the following points:

- 1. INNOVATION:** the individual or business has developed an innovative idea, project or strategy
- 2. COMMITMENT:** the individual or business has participated
- 3. CONTRIBUTION:** the individual or business has contributed towards their department or reduction of crime or enhancement of community safety
- 4. PERSEVERANCE:** the individual or business has helped to encourage others to action.

Submissions indicating the event or events, which led you to put forward your nomination should be typed on an 8 ½ x 11 page and should be no longer than 400 words. Please include your name, address and phone number.

DEADLINE:

Friday, June 4, 2010 at 5:00pm

E-mail your nomination to: anita@businessinsurrey.com

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YXX - from page 3



YXX Fire Capt Glen Hermanson

into Calgary and Edmonton year round and Puerto Vallarta in the winter months but there are also scheduled flights to Victoria and up island with a smaller carrier."

"Key for consumers is the fact that Abbotsford International is a stress-free, quick and convenient full-service alternative to YVR," added Laube. "Abbotsford International allows travelers to minimize their commute and avoid traffic delays, find close and cost-efficient parking, bypass long and stressful lineups, and avoid entirely the things that so often make the air traveling experience a negative one. From a commercial perspective, Abbotsford International Airport offers all the necessary infrastructure and services of a full-service airport at half the cost of YVR, making it an ideal airport for any airline looking to optimize their economics. During the period of the 2010 Winter Olympic Games, YXX processed more than five hundred commercial and private aircraft for athletes, celebrities and law

enforcement personnel."

Mary Ann Smith - City of Surrey's Senior Economic Development Officer notes "the obvious advantage to Abbotsford's location and, for cargo, its great advantage of direction out of the city rather than into. Having said that, the amount of freight brokers etc. that are at YVR is an advantage over the other."

Laube and YXX know this is a great opportunity. "We do have one customs brokerage service at YXX in Pacific Custom Brokers, but we wouldn't dispute that YVR has more such services. That said, customs brokerages in and of themselves don't provide an advantage unless the underlying feed services exist (i.e., cargo carriers or integrators). We recognize that this demographic is currently unserved at YXX, and since we endeavour to meet the needs of all potential stakeholders, this industry has been targeted in our long-term business development strategy."

The airport is a large part of Abbotsford's economy and also has several non-business benefits as well. "When we bought it from the Federal Department of Transport some sixteen years ago for ten dollars, there were approximately two hundred people working out there," said Mayor Peary. "The airport labour force is now approaching two thousand employees. Cascade Aerospace and Conair Aviation (Canada's largest water-bomber fleet) are the major private sector employers but there are a host of smaller firms out there now as well.

From a national security perspective, our runways are situated on a very stable base of naturally deposited gravel and we are some distance away from a major seismic fault. If the lower mainland was shaken by a major seismic event, it is conceivable that YXX would be fully operational and able to compensate for any damage at Vancouver International should that occur. It makes sense to have a nearby major alternate airport."

"Emergency planning is critical to the safe operation of Abbotsford International Airport," added Laube. "The airport is in compliance with Transport Canada regulations - CARs 302.202. Our formal Emergency Response Plan has established procedures for foreseen emergencies that may involve various levels of response including the military. Abbotsford International Airport believes emergency planning is an on-

going process and is continuously working with our stakeholders to improve/revise our objectives."

YXX's main carrier, West Jet, has always been a strong partner with the airport and is excited for their expansion plans. While YXX does just ten percent of their YVR volume they recognize the advantages of YXX servicing the Lower Mainland and a rapidly growing Surrey market.

"WestJet came to Abbotsford within a year or so of launching as an airline in 1996. The strategic thinking at the time, somewhat similar to the Southwest model in some respects, was to examine the viability of serving smaller airports near to larger centres," said WestJet's Robert Palmer. "We have deployed this strategy with some significant success in Abbotsford as well as cities such as Hamilton and Kitchener-Waterloo. The feedback we receive from our guests using YXX is excellent. They enjoy all of the main amenities of a larger airport, without the inconveniences and our guests appreciate the non-stop service."

Choice is never a bad thing, and YXX and YVR being available to Surrey for many key services is a great advantage to city businesses. YXX will look to grow those opportunities and give Surrey residents and businesses that much more of a leg up as time goes on.

"YVR will, in my opinion always be the hub, but Abbotsford and its expansion can only help business and the communities south of the Fraser River when utilizing aircraft for the movement of goods and service," said Smith.

"Located right off of Highway #1, Mt. Lehman & Clearbrook exits, Abbotsford International Airport is closer and easier to access for most Surrey residents and business travelers than YVR," concluded Laube. "When you also consider YXX's efficient and stress-free services, it's easy to see why Abbotsford International Airport is the airport of choice for travel savvy Surrey residents."



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Andrew d'Eca has been promoted to **Vice President, Business Development**, effective March 2010, in addition to his current responsibilities as General Manager at **Angus One Professional Recruitment and Templine**. Andrew has been a valued member of the leadership team of Angus One Ltd. for over 10 years with significant contributions in sales, marketing and operations. As Vice President, Business Development, Andrew will be responsible for opportunities that will expand the growth rate, scope and size of the Company as it pursues its goal of becoming a premier Canadian staffing company. **More info: www.angusone.com.**

Dennis Skulsky is the new president of the **BC Lions Football Club**. He brings a wealth of experience and leadership to the organization, as well as a life-long passion for the Canadian Football League. Skulsky was a co-founder of the Waterboys group, the chairman of the very successful 2005 Grey Cup and co-chair of the 2011 Grey Cup Festival, and has demonstrated enduring commitment to the organization and the CFL. **More info: www.bclions.com.**

Past Surrey Board of Trade President **Inde Sumal** has been named to the **Board of the Fraser Health Authority**. Sumal is RBC's Vice-President of Residential Mortgages and also serves on the National Diversity Leadership Council, SFU's Community Advisory Board and the Mayor's Advisory Board on Investment and Job Creation. **More info: www.fraserhealth.ca.**

Announcements

Alexandra Neighbourhood House will hold their **36th Annual Alexandra Festival** on Saturday May 29, 2010. More than 60 high-end artisans, crafters and artists will take part, along with the very popular Family Fun Zone and outdoor stage entertainment from 11am to 8pm. Prizes, raffles and great food. **More info: www.alexhouse.net.**

The Arts Council of Surrey will partner with the **Cloverdale Rodeo & Exhibition Association** on May 21-24 to create a colourful and educational Arts Zone in the Alice McKay building. Local artists, crafters, writers and performers will demonstrate their skills, explain their creations, entertain the crowds and sell their arts and crafts. **For more info, call K.C. Gilroy, 604.585.2787.**

The BC HRMA Fraser Valley Advisory Council are holding two premier events designed to connect members of the business and human resources community and promote businesses providing human resources products, services and solutions. Meet local senior business and HR leaders at the 2010 "Wine and Big Cheese" event which is scheduled for Wednesday, May 26 at the Sheraton Guildford. (Register at <http://www.bchrma.org/content/events/net/details.cfm?EventID=015-274>). Promote your HR services, products and solutions to hundreds of potential clients at the 2010 HR Services Vendor Showcase on June 15, 2010 at the Cascades Convention Centre in Langley. Register at <http://www.bchrma.org/content/events/net/details.cfm?EventID=015-279-90>. **More info: Debra Finlayson 604.531.5655.**

Burns Bog Conservation Society is holding **Wetland Adventures Summer Camps for children** from July 5 to August 27. **More info and registration: Katie at 604.572.0373 to register.**

Ray Zahab, ultramarathoner & motivational speaker is the Guest speaker at the **Burns Bog Gala**, Friday, September 24 at the Eaglequest Golf Course. **More info, tickets or sponsorship: Eliza Olson 604.572.0373.**

Burns Bog Conservation Society is holding a Run with **Ray Zahab**, Sunday September 26. **More info: Katie at 604.572.0373 or www.jogforthebog.org.**



Virginia Richards was called to the **British Columbia Bar** on May 4, 2010 and has accepted a position as an associate lawyer at **Greig, Wilson & Rasmussen LLP**. Richards' practice will focus primarily on personal injury, estate litigation, and family law. She looks forward to establishing herself professionally in Surrey and its neighbouring communities. **More info: www.gwr-lawyers.com; 604.583.7917; vrichards@gwr-lawyers.com.**

Clay Stenberg has joined **IRLY Distributors** as their newest account manager. Stenberg has extensive experience within the industry, including 13 years at the IRLY Building Centre in Coldstream. **Michelle Chen** has also joined IRLY as rebate coordinator. Michelle has several years of accounting experience, and is working toward her CGA. **More info: 604.596.1551; www.irllybird.com.**

Donations Help. SMH ear specialist Dr. Tyler Mori performs surgery with new instruments purchased by Surrey Memorial Hospital Foundation with the help of a donation left in someone's will.



L-R: Mark Endersby, Tire Stewardship BC, Mary Martin, City of Surrey, Burt Saver, Tire Stewardship BC

The City of Surrey officially opened the **Bear Creek Park** exercise circuit in April. The project involved a partnership between Tire Stewardship BC and the City of Surrey as part of a provincial pilot program for the use of recycled rubberised surfacing in public venues. The pour-in-place surfacing is an exceptional product for active accessible surfaces and for outdoor use. The Tire Stewardship BC contributed \$9,900, resulting in a modern fully accessible outdoor training circuit. The project is both practical and sustainable given the extent of recycled content in the product used. **More info: Laurie Cavan, Surrey Parks Recreation and Culture 604.598.5765.**

With 555 enthusiastic volunteers trained for the successful **Olympic** activities in the city, the **City of Surrey** is looking to build on the momentum. Anyone interested in joining the volunteer team can find out more at the Community Development Services offices at #111-10277 City Parkway. **More info: www.surrey.ca.**



The City of Surrey has opened the renovated **Bear Creek Park Pavilion** with nearly double the floor space, improved safety and washroom access. The pavilion is used by a number of community organizations as well as the Bear Creek Seniors Society, which provides services for neighbourhood seniors. They hope to attract a broader range of community events. **More info: Surrey Parks Recreation and Culture 604.598.5765; www.surrey.ca.**

The Surrey Food Bank host's only one event during the year: **Breakfast With The Bank**, and it will be held on May 20, between 7am and 8am. You can help with your cheques, money orders, cold hard cash, small change or pledges. Last year 700 people at this annual fundraiser raised more than \$100,000.00. This year's goal is 800 guests and \$120,000. Breakfast With The Bank is one of the main highlights of the year for the staff, volunteers and donors of the Surrey Food Bank. During this one hour event, you will be touched and inspired with the work that the food bank accomplishes. Attend and help your less fortunate neighbours. **More info and registration: Tiffany Parton 604.581.5443; 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:

Corrections Software Group
HSBC Bank Canada - 56 Avenue
Pacific Blueberries
Hakeem Trading Firm
KWest Lumber Inc.
Atul Chopra of Coldwell Banker
Linda's Mobile Massage
Affinity Dance Inc.
FinancialCAD Corporation
Global Technology Solutions Institute
Voice for the Horse Consulting
Mohrsen Bookkeeping Services
OrionHealth Surrey
Aura Spa & Beauty Services



Anita Patil Huberman at the Globe 2010 Conference at the Teck Cominco booth, the producer of the Olympic medals.



Business to Business at Fraser Downs Racetrack and Casino



Joanne Curry (SFU), Susan Robinson (IRLY Distributors)



Maureen Bader and Anita Huberman at the Canadian Taxpayer's Federation Breakfast in April 2010

Congratulations

Congratulations to Pooja Bhagnari

Forever Young Skincare Spa & Forever Fit

For the most successful new member referrals for March 2010

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604.585.2787
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At Bernhausen Automotive, customers have been telling owner Satya Bernhausen that reasonable costs and specialized service are important to them right now. "Being innovative with our solution for our customers' problems is key. We specialize in diesel truck repair and over the past year, we've noticed people are looking to make their money go further and fuel economy is a big concern. Being a small business allows us to adapt and change to meet our customers needs," says Bernhausen.

Case in point - Bernhausen's new SCT power programmers. This recent technology allows the technician to program the vehicle's computer. This allows for overriding factory settings and truly customizing how the truck runs. Through SCT's innovative custom tuning ability Bernhausen Automotive can increase the fuel economy and horse power of diesel trucks.

"Although we specialize in the Ford powerstroke diesel, which is one of the most complex diesel engines on the road, we can custom tune any vehicle." This specialized product allows Bernhausen to customize each vehicle differently from the next. The average diesel truck owner has

specific needs and demands for their truck. Often, they turn to the many after-market modifications and SCT programmers give technicians the ability to make these modifications work in sync with the rest of the vehicle.

Bernhausen is also Langley's authorized dealer of BD power performance products.

When customers started asking for these products by name, Bernhausen realized that no one in Langley was serving this demand. "People are holding on to their trucks longer due to the recession. With BD power, it gives us one more way to upgrade performance, so keeping their trucks becomes a better option than buying a new one," says Bernhausen. "For all the diesels on the road that are just coming off of warranty, we have the diagnostic equipment to service them as well as the ability to overhaul and do rebuilds for all late model engines. We aim to improve the performance and durability of their engine, so they don't need to keep coming back."

Honest service and a personal touch is also what keeps customers loyal.

Customers work directly with the mechanic to establish what needs to be done and if it can be kept within their budget.



Satya Bernhausen
OWNER



Dave Dias
SERVICE MANAGER



Barry Vanfeggelen
HEAD TECHNICIAN



Kaya Bernhausen
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TECH ALERT!

Don't Replace Your Injectors
6L Ford Power Stroke Diesels
Stiction Driveability Symptoms

Any one, or combination of these symptoms may indicate a stiction issue:
• Hard start or no start • Runs rough or sluggish performance • White smoke or exhaust odor • Multiple cylinder miss • Stumbles and misses on acceleration • Excessive white or black smoke on acceleration • Miss at high engine RPM

Corrective Procedures
(FICM) Fuel Injector Control Module

Re-Calibration & Programming in most cases solve these problems avoiding costly injector replacement. We are among only a few shops other than Ford Dealers that can provide these re-calibrations.