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2010 ANNUAL GENERAL MEETING
JUNE 24, 2010
EAGLEQUEST GOLF COURSE
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Red Robinson
Keynote Speaker
It’s a thing of beauty…
when your diesel runs right.
Also doing Fleet Services.
Make Bernhausen YOUR Mechanic.

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.”

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One of the major activities of the Surrey Board of Trade is Advocacy. As the “Voice of Business” in this city the Board of Trade has seven “Teams” to consider the issues of the day as they affect business, and respond in a way to make our governments aware of the views and needs of this community.

Many business volunteers participate in these Teams, however, to fully brief our membership on what is accomplished in our meetings. We will report on the activities of these Teams on a regular basis.

Crime & Justice Team:
• conducted a Crime Reduction Solutions Breakfast at Earl’s Restaurant in South Surrey, to talk with local business owners about problems and solutions to combat crime. The next breakfast will be on June 10 at Earls’s Strawberry Hills (7:30 to 9:00 am).
• congratulated the City of Surrey on passing the bylaw to combat metal theft, an issue which the SBOT has been advocating on for years.
• is drafting a policy position on the Long Gun Registry, as well as a possible resolution to the Canadian Chamber AGM on the privacy and ID theft hazards of photocopier machines.

Environment Team:
• received a presentation from Mike Mysak of the BC Environment Industry Association demonstrating the business opportunities in the environmental sector.
• received a second presentation from Stantec Consulting to brief the Team on Metro Vancouver’s Waste Disposal plans around Waste to Energy options.
• was updated on the activities of the City’s Sustainability Task Force, in which the SBOT participates.

Finance & Taxation Team:
• was briefed on the virtually tax free International Financial Centre, with exemptions given Federally for financial institutions and Provincially for Registered Corporations. This could be a good opportunity for the City of Surrey to attract business, possibly combining the provincial exemptions with the City’s tax free centres.
• discussed the issues of credit card and debit fees, and the need to exercise some control. The Federal Government has since announced there will be presenting strong guidelines regarding these charges.
• approved the draft of recommendations on pension programs and submitted to the Provincial and Federal Governments, following approval by the Board of Directors.

Industry Team:
• discussed the SBOT position with respect to the non-profit sector and the impact of grants cuts from gaming funds and will investigate further the history and current status of such grants.
• discussed the issues around tourism in the city, its attractions and where it could be stronger. There will be a cover article written for Business in Surrey.

International Trade Team:
• dealt with the final preparations leading up to the 4th Annual International Export Award Gala, held May 13 and very successfully executed.
• meeting with the Minister of Advanced Education to strategize a way for BC post secondary educational institutions to be stronger in international markets.

Social Policy Team:
• has forwarded its policy paper on Education to the Board of Directors for approval, after which it will be launched officially in September.

Advocacy Team Talk
– your insight on issues affecting your business community

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Date: Wednesday, June 16th, 2010
Time: 8:30am - 10:30am
Place: Eaglequest at Coyote Creek, 7778-152nd St., Surrey

Brian Moist
Financial Advisor

www.edwardjones.com  Member CIPF
Surrey Board of Trade – Business in Surrey

I am entering the last month of my term as President of the Surrey Board of Trade, and so this will be the last President’s Column that I am likely to write for Business in Surrey. It has been a very busy year, full of excitement, significant events, responsibility and pleasure. But reflections on the past year will be a topic for my remarks at the Annual General Meeting at Eaglequest Golf Course on June 24th. This column is about something else.

I have had the good fortune to spend the last two weeks on Maui, reflecting on not only the past year but also upon the years ahead. Sometimes, as you all know, it is a good idea to get out of the forest if you want to get a better look at the trees and, from the patio of the condominium where I have been staying, there is a couple of trees that I have had a much better look at.

The first is the very fact of taking a holiday itself. Too often, especially if you are involved in business as most of our members are, it seems that issues of career, business and the job to be done are allowed to take priority over the needs of our families and of ourselves. This is a mistake. If you really think about the reason why we work it seems remarkable that these personal and family priorities do not trump everything else. Why are we really working so hard? It must be to ensure that our lives and the lives of our families, and the lives of others that we care about, are improved. All other things that we achieve in business are really just means of articulating how successful we have been in reaching this goal. Taking a holiday should be a priority – for yourself and for your family. It should be one of the things that you work for and one of the things that you do not surrender.

I know that it is often necessary to dedicate an enormous amount of time and effort to make any business endeavour a success. I know that it is not always easy or even possible to take time off. But that does not mean that it is not important to do so. And it is foolish to always argue that you are working hard and sacrificing now so that things will be better in the future. At least it is foolish to carry that too far. It is important to work hard and success does involve sacrifice, but this is your life that you are living right now and the present is at least as important as the future.

The second item that snapped into focus for me while I was on Maui is the interdependence of the components of all successful systems and the role that leaders play. My wife, Sandie, and I have been avid snorkelers and divers for many years and when we visit Maui, we are in the water almost every day pursuing our passion. I realized while exploring a remote reef one day just how much that reef resembled a city. There was housing, food production and food delivery. There were big fish and little fish. There were scary fish and pretty fish and weird fish. Without carrying the analogy too far, despite all of the variety and the apparent diversity of interests, the reef was a stable, successful system where all of the various parts contributed to that success. Interestingly, there are no leaders on the reef and the system works just fine.

Of course, a reef is not a city. On the reef, everything works as long as it works. Big storms or environmental changes can bring disaster and instability to the reef from which it never recovers. And it’s a wonderful system unless you happen to be lunch for the scary fish that day. In this a city has a big advantage over a reef. It has leadership. With leadership, it can adapt and prosper in changing times. With leadership, strengths and vulnerabilities can be accommodated. The city is stronger because good leaders bring vision and coordination. On the reef, life may go on without leaders, but no city will ever be successful without good leadership.

How to make your business – your product or service – stand out.

As much as we may say we don’t have time to dedicate to social media, everyone, if you don’t know it already, Social Media is here to stay. At a recent Surrey Board of Trade workshop facilitated by ThornleyHemay Communications, we learned to how use different social media to benefit our business. But the thing is it does take some time to learn the nuances of each of these social media options such as Facebook, LinkedIn, blogs. But once you know it, once you practice it, I think the potential is huge for any type of product or service that you are selling.

But even with this, I now find that going back to faxing or writing cards is welcomed, appreciated, different and new again – as not many people use these types of media anymore. At another Surrey Board of Trade workshop, facilitated by On Message Media, we learned how to build our message to different types of media (newspaper, radio etc) so that they will pay attention. Key lessons were to use emotion as a key element in message delivery and to draw on the power of the metaphor.

At a USA Marketing Strategy Workshop, facilitated by International Market Access, we learned how to ensure our product/service stands out in an international market.

And at yet another workshop, the Black Press Group facilitated a workshop on branding/marketing strategies.

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. Below is an update from the Surrey Board of Trade. 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.

Surrey Board of Trade
15269 15th Avenue
Surrey, BC V3R 1M1
Canada
Tel: 604.581.7130
Fax: 604.588.7549
Email: membership@businessinsurrey.com
Web: www.businessinsurrey.com
The Chief Economist for Export Development Canada, Peter Hall, told the Surrey Board of Trade recently, that B.C’s exports will grow at a double-digit pace in both 2010 and 2011 as commodity prices rebound and demand from the U.S. recovers.

“Brighter prospects for our forestry sector are expected as idled pulp mills reopen along with the revival of U.S. residential construction. This should lift overall exports by 14% in 2010 and 13% in 2011,” said Hall. “Exports will also benefit from the opening of new gas plays, as well as developments in coal and metal mining, and the continued rapid economic expansion of Emerging Asia, especially China.”

The forestry sector accounts for 30% of B.C’s exports, and EDC expects the sector to see 14% growth in 2010, the first growth in 5 years with additional 13% growth in 2011.

“US housing markets are forecast to be back in balance later this year and should begin a rapid climb out of the huge abyss they have been in for over three years. This should boost export of wood products,” said Hall.

“Also, exports to China will continue to expand rapidly, as building code amendments there now allow the use of wood frame construction. But with the industry still operating well below capacity, there is limited scope for a rise in lumber and panel prices. Next year should see even stronger export growth, as U.S. housing starts rise to over 1 million units.”

EDC expects Chinese pulp imports will again be an important sector growth driver in 2010 and 2011, although at a reduced pace compared to 2009 owing to increased competition from new capacity in Southeast Asia. North American and European pulp demand is expected to increase at the same time as a rebound in paper consumption from its historical low cycle. The province’s paper exports, by contrast, will drop sharply in 2010, as the closure of the Kitimat paper and paperboard mill early in the year will significantly curtail capacity.

The energy sector (27% of B.C’s exports) is forecast to rise 20% in 2010 and 17% in 2011. Energy exports will expand rapidly this year and next, driven mainly by higher natural gas prices and increased coal production. Ongoing infrastructure spending in major Asian markets will continue to spur strong demand for hard coking coal. While EDC expects the 2010-11 contract prices to rise, the forecast notes that they will remain below the 2008-09 highs.

Canadian exports are forecast to rise 11% in 2010 and 7.6% in 2011. Nationally, economic growth is expected to rise 2.5% and 2.9% respectively. EDC is forecasting global growth of 3.7% in 2010 and 4.2% in 2011. EDC’s Global Export Forecast is available at www.edc.ca/gef.
BM&M Screening Solutions Inc.

- Always looking for a better solution to a problem

BM&M Screening Solutions began life as Burnaby Mill & Machine by founder Tom Humphrey, in the basement of the family home. He was a mechanical engineer by trade, who worked for a number of different companies, both manufacturers of sawmill equipment and engineering consultants that did design work for the sawmill and lumber industry. The seed of the idea for this company was a screen for filtering or sorting any material, from a family home. He was a mechanical engineer because he loves it. He's a world class trouble-shooter. He is a competitive advantage to the company in this position and he likes to do it!

(PH) Through the years we’d rented various facilities and not one of them was really ideal for our situation, so we decided to build from scratch and design to suit. We did that in Port Kells in ’89. That facility worked great for 15 years, but the last 5 were kind of cramped. So we built again, this time in Langley.

We’ve put a couple of major technology items in the new factory. One of them was a rail system, so we can manufacture massive screens, 15’ wide and 30’ long and weigh 18,000 lbs. In the past to get the screen from crane to crane we had to have a bunch of rigging to move machines in the shop. The new rail system allows us to have more of an assembly line down the whole length of the factory. We just set up a machine on a cart and roll it into the paint booth, paint it and then roll it out and assemble it. Without a lot of handling which might take four guys an hour, so we just saved four shop hours that weren’t productive. We’ve eliminated a bunch of stuff like that in our new facility.

Who’s who in the business?

(CJ) Actually I’m a Mechanical Engineering Technologist by training, but I’ve been a sales and marketing guy my whole career. I came into BM&M as Sales Manager and moved up to Vice President and subsequently President of the company, I move into the Presidency about 2006.

Pete is one of the owners, of course – 50% of the company, and past president. He stepped down to become Chief Engineer because he loves it. He’s a world class trouble-shooter. He is a competitive advantage to the company in this position and he likes to do it!

(PH) I like the challenge of tackling new materials and see if we can get them to screen to the specs of our customers.

Dave Humphrey is the Vice-President. Unfortunately he couldn’t join us today.

(PH) Dave does all the engineering for the screens as opposed to the application engineering – the industrial drawings and things, all the innards of the screens to make sure that the shop guys know exactly what they are building.

He’s also the overall plant manager and he looks after staffing and all things related to the running of the shop. Today he’s off doing some work in the field for a customer.

BM&M started in forestry, wood products, but has now diversified greatly. Tell me about the transition?

(CJ) We started in forest products, moved into the grain industry, into some of the animal feeds, and then we get into chemicals, bulk and powder and food and recycle, and more recently bio-fuel. So today, BM&M is dealing with many different industries. We sell products all around the world today, and we have licensees set up in Australia and Europe.

We’ve taken a brilliant idea of being a part of the family business! You and your brother became engineers yourselves.

(PH) I was just 16 when he founded the company in ’68. I did a lot of drafting work, part-time, on weekends and in the evenings just to help the dad out. Even in ’68 it wasn’t his full-time job. He didn’t have the cash, so he kept working full-time, and in his spare time, did what he could to further the design of his new machine. He didn’t actually come up with a prototype until the late ’60s.

Obviously it caught on, because he’s done extremely well. We’re sitting in a brand new building here in South Surrey.

(CJ) We actually got our own manufacturing facility in ’77 or ’78 in Burnaby and operated then as Burnaby Mill & Machine.

By February our backlog was gone and we actually had to lay some people off, which hadn’t happened in seven or eight years. We’ve brought most of them back, but we’ve still got a half dozen guys laid off. But business is recovering again, and we’re getting a little bit of work from many of our markets, so the business plan of diversifying and then using technologies available to us to lower our costs by being more efficient are paying off. In fact we were running our factory so hard that the more orders we did, the less efficient we were. We needed to get bigger and we needed to get more efficient. For our business to survive, we had to grow.

Where do you go from here? Are there any new product ideas that you’d care to share?

(CJ) Well, we just released a larger version of one of our screen models called a Super-Deck. I was just in Chicago for the big Bulk & Powder Exposition – the biggest in the world – where we introduced the Super-Deck to the market for the first time. This new product provided some marketing potential and opportunities. It will also give us a product line where we had a little gap.

Collin Jackson, President and Peter Humphrey, Chief Engineer
events

Mark Your Calendar:

SURREY PUBLIC LIBRARY B2B
The City Centre Library building project is underway. Learn more about the new main branch, located on University Drive, near to Surrey Central SkyTrain station.
Time: Thursday June 10, 2010; 5:00-7:00pm
Location: SFU Surrey Campus (13450 102 Ave., Surrey)
Admission: Free

HST WORKSHOP
Tax specialists from MacKay LLP will provide an overview of the HST and answer specific questions relating to your industry sector.
Time: Tuesday June 15, 2010; 8:00-10:00am
Location: Surrey Board of Trade Conference Room (101-14439 104th Ave, Surrey)
Admission: (plus GST): Members $20.00ea; Non-members $30.00ea

SURREY BOARD OF TRADE GOLF TOURNAMENT
Date: June 17, 2010
Location: Morgan Creek Golf Course, Surrey, B.C.
Admission: Sold Out

CANADA-INDIA HEALTH CONFERENCE GALA
Cardiovascular and related health experts convene June 19-22 to discuss the issues as they relate to people of South Asian origin. The community is invited to the formal gala.
Time: Tuesday June 22, 2010; 6:00-9:00pm
Location: Royal King Banquet Hall (366 - 8158 128 Street)
Admission: $100ea; $800/table

PRESIDENT’S DINNER AND ANNUAL GENERAL MEETING
Keynote Speaker: Red Robinson on Surrey’s Entertainment Industry
Date: June 24, 2010; 5:30-9:00m
Location: Eaglequest Golf Course Coyote Creek (7778 152 St, Surrey)
Admission: (plus GST): Members $35.00ea; Non-members $50.00ea
Table of 6 $210.00.

Canada-India Health Conference Gala
Cardiovascular and related health experts convene June 19-22 to discuss the issues as they relate to people of South Asian origin. The community is invited to the formal gala.
Time: Tuesday June 22, 2010; 6:00-9:00pm
Location: Royal King Banquet Hall (366 - 8158 128 Street)
Admission: $100ea; $800/table

SGA (Surrey General Hospital) Foundation 40th Anniversary Gala
Date: June 17, 2010
Location: Morgan Creek Golf Course, Surrey, B.C.
Admission: Sold Out

SURREY BOARD OF TRADE GOLF TOURNAMENT
Date: June 17, 2010
Location: Morgan Creek Golf Course, Surrey, B.C.
Admission: Sold Out

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Traffic Monitoring Cameras: Surrey has installed CCTV cameras at intersections along King George Boulevard and portions of Scott Road and 152 Street, and will add about 20 cameras per year over the next 5 years to cover all of the major intersections. Images can be viewed on the City website (updated every minute). Staff utilize the streaming video for study purposes and to adjust signal timing plans to better address congestion. This initiative is part of an overall strategy to create a full Intelligent Transportation System (ITS) including a Traffic Management Centre.

Pay Parking:
The City has been replacing parking meters with new pay stations. Pay parking is an important tool in managing parking in commercial areas to ensure rapid turnover of the parking and hence easy and quick access to the businesses for customers. Pay parking will continue to expand as appropriate over the coming years.

Safe & Active Schools Program:
is divided into two main components: the School Safety and Operation Review, and the School Travel Plan. There’s an educational component with pilot schools: Strawberry Hill, George Greenaway and Bridgeview Elementary. The main goal is to get more students walking and cycling to school. The School Safety and Operation Review is a comprehensive review by a safety expert and includes consultation with the school staff and parents as well as technical analysis. We will have final reports for all public schools in the City by the end of the year. By year end we will have implemented improvements at 50 of the schools and additional improvements for 2011.

Surrey Rapid Transit Study:
The City is working with TransLink and MoTI on the study. We agree with many of the Board’s points on transit (from their memo provided to Cllr Rasode and others) and note that the SoFA Transit Plan that the City worked with TransLink on reflects the move from a hub and spoke system to grid network transit system.

Street Furniture:
We’ve installed over 100 new transit shelters increasing to 230 within 2 to 3 months. Fifteen more will be added annually over the 20 year contract based on ridership.
SURREY CANADA DAY

HONEYMOON SUITE
ODDS STEREOS RIDLEY BENT

DRAGONETTE JESSIE FARRELL CHARLOTTE DIAMOND
SHIAMAK’S BOLLYWOOD JAZZ

ARRIVAL - TRIBUTE TO ABBA
DREAMS - TRIBUTE TO FLEETWOOD MAC

AMUSEMENT RIDES
FOOD

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KIDS WORLD
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FIREWORKS @ 10:15PM

JULY 1, 2010
10AM-10:30PM

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Farewell President Michael Stevenson
- SFU Surrey: Most Satisfying Achievement As President

When the calendar rolls over onto September 1, 2010, Dr. Michael Stevenson will no longer be the President of Simon Fraser University. After 10 years at the helm, he will be succeeded by Andrew Petter. He spoke with BiS Editor Ray Hudson.

When you contemplated taking over TechBC, to bring SFU to Surrey, what went into that and what were your expectations going in?

The idea that one would close down access to a research university in this region seemed to me to be deeply problematic. There clearly was a huge unmet demand for university programming here.

When I started making the overtures, it was clear that a formal take-over was a very complicated issue. It would obviously entail a lot of anxiety and trepidation for those obviously entail a lot of anxiety and trepidation for those.

Secondly, for SFU, it was important not to just engage in territorial expansion, but to see this as an opportunity for genuine innovation. That required some internal selling within the SFU community, and a huge amount of work in terms of actually delivering on the promise that we would be doing new things here that would complement the suite of programs that had established commitments at SFU.

I think Surrey has adopted SFU as its university. It's a huge success.

Nothing has pleased me more in my 10 years at SFU than that. It has been an enormous success, and the credit goes to the community. We've had an effect on real estate development. The employment of over 22% and a bigger

The doubling of funding and capacity would mean we could enrich the whole mix of programs as well as continue on this track of providing innovative and top ranking programs and specializations at the campus. It's desperately needed that we do some imaginative reform in medical education in my view. We want to expand on the engineering side, in applied science, especially in energy systems engineering. There is a huge demand there in the province, in the region and SFU has this dynamic new program based in Surrey. We want to expand criminology as one of the bases. We would proceed on the basis of the kind of strength that has made SFU the best comprehensive university in Canada, into these new niches that would based in Surrey.

What do you see as the university's impact on, and the development of, the business community here?

We've had an effect on real estate development. The growth of that business and its particular investments in the former district of Whalley and the creation of Surrey Centre, that has been a major effect of the university, as it has in downtown Vancouver.

Secondly, we've started to forge relationships with new sectors of business investment in Surrey. In the energy sector we've been working with Powertech Labs and a host of new smaller level SME's. I think that will be a major area of growth and business investment in this community. In the area of new media, the impact of the School of Interactive Arts and Technology locating here and

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.

The Economic Dominos Begin In Greece
– Possible demise of the Euro

The Greek debt crisis is not just a Greek debt crisis. This is almost a viral infection that is spreading through Europe. It's starting with Greece, but you are going to have Spain, Italy, Portugal, Ireland, and eventually it could easily spread to Britain and the problems they have there and come into North America.

We looked at the possible instant demise of the Euro. I'm not being dramatic about that. If there is no confidence in the Euro, that currency will become irrelevant. It was so instructive how the IMF and the European Union, in the space of one weekend, came up with a trillion dollar bailout plan, where they have trouble passing things in the hundreds of thousands or millions in a year. This had to be done, and it had to be done last weekend, because if they didn't and confidence was lost in Greek debt, with them defaulting on their sovereign debt, you would have seen a domino effect hit all the rest of those southern European countries, and start that same credit freeze that we saw in 2008.

It's still on the precipice until they get this thing solved and on a path where it looks like it will solve itself. Otherwise, we're going to be in a state of turmoil for a long time to come.

This is huge. We sit here in BC's lower mainland and say what? Us? What are you talking about the Greece debt crisis? Heck, business is good and the weather is going to be nice this weekend. We've recovered and the Canadian banks are the strongest in the world. We've got commodities for the world... let this happen in Europe and nobody is going to want our commodities. Our banks won't be in trouble, but what we experienced before, we can experience again, and on a greater scale, because now we're talking about sovereign nations failing their debt obligations.

By the way, Spain has unemployment of over 22% and a bigger debt burden than Greece does. They are just not in as bad financial shape right now. It Greece goes, you can mark my words, it will be Spain next.

Normally, a monetary flight to safety will be to the US dollar. Not because the economy is so strong or the recovery so great, but because the US dollar is the world's reserve currency. Every currency in the world trades against the US dollar. If the Euro is at $1.27, that's $1.27 US. Every commodity in the world trades against the US dollar, not gold, wheat, oil, or pork bellies, it just doesn't matter. It's the world's safe haven. You know that if you buy US dollars with your currency, you will be able to cash them in. The US does not default.

That's number one. Number two, gold normally has an inverse relationship with the US dollar – gold goes up, the dollar goes down – this is normal. In times of great stress, and this is a barometer of what's going on, gold and the dollar are going up together, actually gold outpacing the US dollar. That means that gold is going up in every other currency also. Wherever you go, gold is hitting a new high because investors are not only looking at US dollars, they're looking for an insurance, or a hedge against their paper asset currency investments and they are buying gold in record numbers.

How do we as business people prepare or protect ourselves from this possible outcome? Or can we?

The problem right now is debt. If you are over-extended, if you are to the point personally or corporately where if your business takes a hit, can you last? Can you survive? Can you go through another economic downturn when things...
that we've developed with the business environment is important in the maturing sector that will become uniquely in Surrey, will mean

LEVY cont. from previous page

the realization that there is a whole development of highly qualified personnel, going on uniquely in Surrey, will mean that that sector will become important in the maturing of the business environment in Surrey. This big incubator that we’ve developed with the

program in entrepreneurship with students means that there are a host of areas that will be enriched by the interaction with our students and that students will go out and make their own businesses and site them in Surrey.

I think our relationship with the Fraser Health Authority is designed not only to improve and to lay the foundation in research and training for an expanded medical service base in this region, but it will start to draw in biomed and could attract very high level clinicians and the kind of business that wraps around a huge medical establishment like what will build up in one of the largest health regions of the province.

I know there is another whole slice of international trade and investment that comes from a research university with a very strong international position, so we’ll start bringing more international students here. Surrey will be on the map in terms of both international business education and all its spin-offs in terms of business and trade opportunities.

LEY cont. from previous page

freeze up, when sales slow down? If your debt situation isn’t that bad, you’re fine. But if you’re over extended at this level of economic activity, you could have a problem.

Are there any particular markers that people should watch for? Absolutely. For me the barometer is the Greek people, whether they will accept this. If they do, it will start to work and it will bring a calm. But look at riots at the Acropolis because they don’t want anybody fiddling with their 32 hour work week, or retirement at 47, or whatever other benefits and program spending that come out of the Greek government. If Greece itself refuses to accept it, how do they grow their economy and pay back the money that they are being loaned?

The other huge problem is that the International Monetary Fund (IMF) and the European nations are borrowing money to help somebody who’s borrowed money. It’s like taking out a credit card to pay off your credit card.

This is serious stuff. The IMF doesn’t have $1.3 trillion. They have $250 billion in their reserve, so everything now is borrowed money. If this goes, it’s fine, but we are on a tipping point. It’s not going to happen tomorrow, believe me, but this is important. This is over months or years, but this has been coming for so long, and we keep inflating ourselves out of these problems.

The problem is cultural in Europe. These countries have never gotten along. In Germany right now, the headlines in the newspapers are about how ticked off the Germans are that the Greeks want the Germans to support them and the Greeks don’t want to give anything up. The Germans are saying, should we support Greeks that want to go on holidays and only work like 30 hours a week or 32 weeks a year. The Germans don’t like it, but they do know that if they don’t bail them out, it could be the demise of the Euro.

I almost hate to ask what impact this will have on our students and that students will go out and make their own businesses and site them in Surrey.

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Meet Andrew Petter, Ninth President of SFU

Andrew Petter graduated with his law degree from the University of Victoria. Years later, and after a lengthy period as a professor in the school, he became the first graduate of that school to become its Dean, a position he held from 2002 until his appointment as the ninth president of Simon Fraser University. In 1991 he successfully ventured in to politics, serving as Attorney General in the Harcourt Government including playing a leading role in the Nisga’a treaty negotiations and the creation of the B.C. Treaty Commission. He also oversees the establishment of the B.C. Forest Practices Code.

He spoke with B’S Editor, Ray Hudson about his background, what attracted him to this position which begins on September 1.

As I look back over my career and my life as I did when I applied for this position, the thing that characterizes it is a belief in and a commitment to educational mission. That’s the only thing that’s common with students means that there are a host of areas that will be enriched by the interaction with our students and that students will go out and make their own businesses and site them in Surrey.

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The university is right at the heart of what will be the new city centre of Surrey and will form the nucleus of that community.

And obviously, its sustainability economically will depend on the extent it is able to attract and foster business investment and growth. That creates positive synergies and opportunities, so I would hope, personally, to have a close working relationship with the Board of Trade. I also know that our Director at the Surrey Campus, Joanne Curry, has already shown an exemplary commitment to working with the local business community.

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Welcome to MASON LOCKSMITHS. We’ve been serving the community from the same block of King George Highway for more than 35 years and look forward to offering our services to our rapidly developing city centre in the future. Although we are the obvious choice in downtown Surrey, we also provide courteous, professional 24 HOUR MOBILE SERVICE to Langley, White Rock and North Delta. Visit our shop in the Dell Shopping Centre and you’ll realize that Surrey’s locksmith has a bold new look and is better than ever!

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Showcasing Surrey’s Economic Strength  
- First SBoT Industry Tour Success Indicates Annual Event

The Surrey Board of Trade inaugural Tour of Industry involved two buses and 80 people. Two partner Kwantlen Polytechnic University students, Denny Hollick and Kassandra Linklater, who were part of Global Vision’s Junior Team Canada, presented 4 different industries on a half day tour. These companies were: Fraser Surrey Docks – Shipping and Logistics – international industry, Kwantlen Polytechnic University – Trades Campus, NAV Canada – aerospace – air traffic control industry, and Russell Brewery – Surrey’s beer industry

The tour also heard from Randy Heed, Vice President of Colliers International, on the developments and progress in the Campbell Heights area of Surrey (192 Street and 24th Avenue area) and in addition we heard from Bruce Irvine, an award winning accredited planner with a passion for seeing sustainability implemented. Bruce has a track record of delivering projects that excel in design as well as sustainability for both private and public sector clients. Mr. Irvine leads developer services at HB Lanarc and has consulted as a market analyst and business strategist for dozens of land development organizations. He recommended many things for the City of Surrey to focus on for economic development. His presentation is online at www.businesssurrey.com – under ‘Recent Speakers’.

Surrey is the fastest growing city in Canada. We sampled the strength of Surrey’s economy, the development of business and various industries within the city. The Surrey Board of Trade will continue this showcase of industry not only to local businesses to build pride of their own city but also potential investors.

Thank you to our sponsors for making this event possible. Breakfast Sponsor: Jagmohan Singh of Sterling Development Ltd., Lunch Sponsor: Kwantlen Polytechnic University, and Media Sponsor: The Now Newspaper. ©
MINISTRY OF HEALTH:
What are the Ministries key priorities and issues? What can the business community do to help?
Discussion areas:
New initiatives in health care funding
What are the major cost drivers of health care?
Planning around accommodation of health care needs with regional growth to 2040
Peace Arch Hospital Plans Development of Health Cluster around Surrey Memorial Hospital
Potential early closure of walk in clinics

MINISTRY OF ENVIRONMENT:
What are the Ministries key priorities and issues? What can the business community do to help?
Discussion areas:
Capital funding for school districts
Early Childhood Development
Physical Education and Arts Education in Schools

MINISTRY OF COMMUNITY AND RURAL DEVELOPMENT:
What are the Ministries key priorities and issues? What can the business community do to help?
Discussion areas:
Regional District Governance
Cross over between Regional Districts
BC Assessment Authority – Hot Spots
Erosion of Industrial Land Base
16th Avenue Corridor
Impact of the ALR

TRAFFIC cont. from page 8

2010 Capital Plan:
Ultimate Arterial widening includes: 80 Ave: 128 St to 132 St (through busy industrial/business park/commercial area); 96 Ave: 152 St to 176 St (important route between new GEB and City Centre); Fraser Hwy: Serpentine Bridge (2nd half), the 176 Street intersection and portion of remaining section to the east and west (remainder is awaiting preload settlement and budget); and King George Boulevard: Serpentine Bridge (2nd half) and approaches (remainder is still awaiting preload settlement)

Board of Trade pleased with new code of conduct for debit and credit card companies

The Surrey Board of Trade is pleased with the release of the Code of Conduct announced by Finance Minister Jim Flaherty that will govern the Canadian payments industry.

Our members have been asking for a greater voice in the payments market as many take credit card and/or debit payments for payment of goods/services.

Members have expressed valid concerns about the unclear pricing practices and confusing bills of some these credit card companies. This code will provide greater transparency for merchants.

The Surrey Board of Trade’s Finance and Tax Team will continue to monitor this though to ensure our members’ needs are met. If you have any comments on this please email Anita Huberman at anita@businesssurrey.com.

Meeting with senior managers at the Ministry of Education, (left to right) Ray Hudson, SBoT Joel Palmer, Director, Learning Initiatives Branch MoE, Nigel Watkinson, SBoT, Doug Stewart, Director Capital management Branch MoE, Sherri Mohoruk, Superintendent Liaison Division, office of the Deputy Minister, Anita Huberman, SBoT, Bernie Magnan, Vancouver BoT, Susan Kennedy, Executive Director, diversity Equity and Early Learning MoE, and Peter Owen, Assistant Deputy Minister MoE

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Surdel's Annual *Flooring Designer Event!*

The 2010 Studio Series Flooring Collection has arrived. Finish off your designer flooring with our selection of custom window coverings and blinds.

~ CHOOSE FROM DESIGNER CHOICE GOLD OR SILVER CARPET PACKAGES ~

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Carpet Packages Include: 900 sq. ft. or 100 yards (example only) 3/8” high density deluxe cushion, regular stairs, guaranteed installation, all finishing strips, lift & dispose of existing carpet, 5 rooms of furniture removal, PST & GST.

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Kitchen Packages Include: 200 sq. ft. kitchen package, remove & replace 2 appliances, guaranteed installation, all finishing strips, GST & PST. (subfloor & prep extra)

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Covering the Lower Mainland for 41 years.
The Surrey Board of Trade is proud to present the 2010 Surrey Export Award to Garventa (Canada) Ltd! Garventa (Canada) Ltd. is a distinct market leader in the ropeway sector, developing efficient passenger transport systems for summer and winter tourism resorts, as well as state-of-the-art passenger transport systems, specifically geared to those with mobility challenges. Their in-depth understanding of customer needs and utmost professionalism provide the basis for their international market leadership and their mission is to change the world for the better.

Other finalist nominees for the Surrey Export Award included 4 Refuel Ltd, Labtest Systems Ltd., and Stantec. These nominees showed exceptional qualities in the areas of marketing strategies, innovative techniques, brand development, production capability, advanced technology and quality assurance.

Flags that represented countries from all over the world, powerfully reflecting the global community we’ve become, hung in the ballroom of another successful International Trade Dinner and Surrey Export Awards event. This 4th annual event, held on May 13th by the Surrey Board of Trade, brought together business owners of Surrey to celebrate their successes as local export companies.

The room was packed, and the speakers were impressive and well-received and engaged the audience while they dined on a sumptuous meal. These expert, international speakers included the Honourable Iain Black, Minister of Small Business, Technology and Economic Development; Mukesh Gupta, Director of Strategic Relations for TATA Group, India; Tatyana Domilovskaya, Canada-Eurasia Russian Business Association; Andre Nudelman, Canadian Council for the Americas, Brazil; and Ambassador Fernando Jacques, Office of the Consul General of Brazil.

Some of the key topics discussed included opportunities that presently exist through the Asia Pacific Gateway and B.C.’s Trade Initiatives, and the encouragement of balancing innovation and sustainability by finding human solutions for human needs. There was obvious eagerness and anticipation felt through the crowd as they were encouraged to look at the global market today by understanding these opportunities and pursuing them.

“This is the first year I’ve had the pleasure of being Chair of the International Affairs Team of this event,” exclaimed Mary Jane Steinberg, Executive Director of External Relations for Kwantlen Polytechnic University. “I was very impressed with the speakers, topics and turn out. It is obvious that many Surrey businesses covet this Surrey Export Award.”

These influential business players invest their time and resources in an ever-expanding global economy, and despite the recession, are focused on exploring new opportunities for growth and success. The awards event addressed the global potentials, and explored new markets for these businesses to sell their products and/or services and to connect to new supply chains.

The Surrey Board of Trade sincerely thanks everyone that made this event possible: Presenting Sponsors: Export Development Canada Meyers Norris Penny LLP RBC Financial Group Media Sponsor: The Leader Newspaper

The event wrapped up with an awareness of the vital importance of the exporting industry in BC and Canada, and how reliant we are on the small business community.
Welcome to the story of our great city.

As B.C.'s fastest growing city and the community with the fastest growing immigrant population in Canada, the face of Surrey has changed dramatically over the years. Our city's story is filled with tales of strength, challenges, hardships, successes, unprecedented growth, strong family ties and dedication to a sense of community.

This book is a phenomenal way to showcase every part of our city's diverse past, showing residents at work, at home and at play at different times of Surrey's history. While there are written histories of our city, this book is sure to fill a gap – the photos you will see in the following pages truly speak for themselves and I believe they speak volumes to our rich and vibrant history. Surrey residents have always shown a dedication to their community and this book is a perfect way to honour those who were – and are still – proud to call Surrey home.

Indeed, the future lives in Surrey. But let us not forget the past, for it's the hard work of those before us that has paved the way for us as a city. Our story continues to be written and as your mayor, I along with city council, look to the future with excitement and optimism for what lies ahead for Surrey. But sometimes a quick look behind us reminds us of where we came from and where we need to go.

Thank you, for your interest in your community's history. And if you or your family have contributed photos to this book, thank you for helping us tell Surrey's story.

Dianne Watts
Mayor of Surrey

In August 2009, the Surrey Now newspaper called on its readers to send in their old photos of life in our city up to 1990. We had such an overwhelming response that we expanded our plans to collect a local history of Surrey in photographs that were taken from before the turn of the 20th century through the 1990s. When the time came to produce this book, we had more than 1,000 photos to choose from. This enthusiasm for our city's history inspired us and reaffirmed our decision to publish this beautiful book.

We believe the true history of Surrey is captured in people's unique photos. And we believe the book you are holding now is proof of that. As you flip through this book's pages, think about the stories that our city holds and think of all the people that have called Surrey home throughout its rich and vibrant history. As you peruse through the hundreds of historical photos, look for faces and names that you might recognize. Share these photos with your friends and family.

We at the Surrey Now are proud of our city, proud of our history and period of this book. But most of all, we are proud of the dedicated people – past and present – who have worked hard to build our community into what it is today. It is to those people whom we dedicate this book.

Thank you, and enjoy your read.

Gary Hollick
Publisher

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Order Yours Today!

Drop in our office to pick up your copy.
Two donations to Surrey Memorial Hospital Foundation are helping the hospital’s Emergency Department expand its on-site Pantry to better serve patients and their families. Gifts from AMC Insurance Services Ltd (Jaswinder Panwar) and an anonymous donor’s Will are funding an extra 36 hours a week for the next year. With the extended hours in house, the 24-hour on-site Interpreter service is available from 7:30 a.m. to 11:30 p.m. every day in the ER – BC’s busiest with more than 87,000 visits a year. More info: www.smhfoundation.com.

Surrey’s Hook & Ladder Pub raised another $3,000 for Surrey Memorial Hospital with its annual rubber duck race. Owner Ellard Whallen presented results to the Foundation’s Jennifer Dmytryszyn. Since 1992, the pub has donated more than $36,000 to SMH. More info: www.smhfoundation.com; 604.590.2251.

Students from Surrey’s Queen Elizabeth Secondary raised a record $7,650 during their annual Roots N Rhythms talent & fashion show, held for Surrey Memorial Hospital Foundation. In the past ten years, students from the school have raised more than $30,000 for SMH. More info: www.smhfoundation.com.

Trinity Martial Arts Studios was voted the best Martial Arts District School of the Year in 2009 by f.l.e.s sports and entertainment magazine. Owner and instructor Mitra Castano and her staff teach for the Surrey School Board and offer a family atmosphere in their studio. More info: www.trinitymartialarts.ca.

Announcements

Analytic Systems will be working with The Entwistle Company in the supply of custom high performance battery chargers for Entwistle’s Liferaft Launching System (LRLS) for the US Navy DNG-1000 Destroyer Program. The LRLS systems deploy automatically under certain conditions, and can also be launched manually. As the systems operate in all conditions, including loss of ship power, they contain a back-up battery system, part of Analytic’s expertise. More info: Bill Walker; 1-800-668-3884.

Arts Council of Surrey president, Carol Girardi (seated second left), awarded $5,000 in grants to 12 qualified member groups on Tuesday at the ACS monthly meeting. Despite cutbacks, the non-profit organisation maintained it’s longstanding annual commitment to support a variety of arts and culture groups. Join or get more info: 604.585.2787; www.artscouncilofsurrey.ca. Photo: Ursula Maxwell-Lewis.

The BC HRMA Fraser Valley Advisory Council invites you to promote your human resources, products and solutions at the 2010 HR Services Vendor Showcase, on June 15, 2010, from 4:00-6:30pm at the Cascades Convention Centre in Langley. More info: 604.531.5665 or http://bit.ly/9sQ7xQ.

Blue/Edge Technology Solutions now has a partnership agreement with one of North America’s largest Hosted Exchange and Sharepoint vendors and distributors. This will help small and medium business clients use Enterprise level email, document management and collaborations software without the capital investment in IT hardware and infrastructure. More info: info@blueedgetech.ca.

The Burns Bog Conservation Society’s Wetland Adventure Summer Camps, give you five days of worry-free fun for your kids in the summer. Check them out. More info: Katie 604.572.0573; Register online at www.burnsbog.org.


Sponsor a table and bring your staff, friends & family to the Burns Bog Gala, Sept. 24, 2010 featuring Ray Zahab. Sponsorship info and tickets: Sonia 604.572.0573.

Join Ray Zahab at the Jog for the Bog for bugging rights on Saturday June 26, 2010. Run the 4k, 10k, 1 hour or half marathon and 5k or 5k L. Consult Burns Bog Conservation Society 604.572.0573 or www.jog-forthebog.org.

Childcare Canada, the BC Lions and the City of Surrey are holding the 1st Annual Walk for Water on Sunday June 27, 12:00-2:00pm. The event is a 5km family walkathon/relay to raise funds to provide clean water to vulnerable First Nation residents! The event takes place at Bear Creek Park in Surrey (on 88th & King George). Children under age 6 are free! More info and registration: childcare-canada.ca or 604.575.7902.

Canada Day in Surrey has become the largest Canada Day event in western Canada. In 2009, over 125,000 people attended. Vendor applications are now open and you can bring your business to Canada Day for as little as $25! More info: www.canadayday.surrey.ca; khall@surrey.ca; 604.572.1133 or www.surreyfoundation.org.

Everyone is invited to the 2nd Annual Philippine Independence Day Celebration on Sunday June 6, 10 am - 4 pm at the Guildford Rec Centre Gymnasium, 15105-104 Ave. Surrey. Entertainment and prizes. Admission is free. More info: surreyflickr@gmail.com

Prayer Canada will hold its weekly Prayer Breakfast on June 12. Enjoy food, fellowship, a guest speaker and prayers. More info: 604.589.1110; prayer@prayercanada.ca.

Irene Saniuk, Vancouver’s deputy mayor, introduces the new $2.5 million ‘Silent Night Train’ installation at the Richmond Art Gallery, 7300 W 12th Ave, richartgallery.com. The installation features 300 LCD screens showing the ‘His Dark Materials’ book trailer and 100 screens with prints by local artists.

In April, MP Nina Grewal, representative for Fleetwood-Port Kells, announced the federal government’s commitment of a $2.5 million grant to the Surrey Arts Council. Councillor Mary Martin accepted on behalf of the City and announced that Surrey will match funds from Canada Council to ensure spaces to enable Surrey Urban Screen to showcase digital art in Surrey’s City Centre. Joan Owen, President of the Surrey Art Gallery Association, accepted the funding on behalf of Surrey Art Gallery. More info: www.surreyurban-screen.ca; www.arts.surrey.ca.

Trinity Martial Arts Studios and the RCM are offering their second annual, free W.O.E. (Women’s Only Empowerment) day workshop on Sunday June 13, 2010. Classes help those who can’t afford these kinds of workshops, yet need them to help them feel empowered enough to stand against violence of any kind! The offer has gone out to women at the South Fraser Women’s Society and Options. More info: Mitra 775-5764; www.arts.surrey.ca.

The Surrey Summer 2010 has completed 50 years of success in the annual Walk for Water held on Sunday June 27, 2010. Nearly 10,000 are expected. More info: 604.628.9010 or www.welcomewater.ca. Registration available now online at www.welcomewater.ca. The Surrey Summer 2010 will also include the ‘Fresh Start’ fundraising campaign with the Surrey Foundation to raise money for a scholarship for a young woman to further her education. Guildford Park Senior Secondary, 604.572.0573. More info: www.surreyfoundation.org.

The Entwistle Company in the supply of battery chargers for Entwistle’s LifeRaft Launching System (LRLS) for the US Navy DNG-1000 Destroyer Program, has received a Certified Hotel Administrator program from the Hotel Schools. During his next trip he will be meeting Federal government ministers from tourism and culture. More info: 604.597.6698.

White Rock artist, Carla Weaver currently paints abstract oils based on spiritual concepts, which she believes attract new people to her work. She will 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 Alberta Council at 604.585.2877.

Agatha Cliff Inc. Be Heard Communications Christine Bennett-Clark of Prepaid Legal Care of Canada Diversified Cabling Services Ltd. Dreamstar Technology Ltd. Guildford Community Partners Society Intellectual Solutions Inc. La intimidad Legal Eye Solutions Lloyd Smith Solutions Market Ink Consulting McDonald Makkar Inc. Melissa Johanson, RMT Natural Therapuetics Health Centre Inc. – Vancouver Location New Fad Dance Academy ONE Bean Coffee Company Orvin Consulting Pearl of the Pacific Building Improvements Reel Rigging Inc. Rykema Counselling & Mediation Services Surrey Max Computer Systems Showtime Event Display SUCCESS Sudden Impact AutoBody & Glass Ltd. SW Audio Visual TD Waterhouse Financial Planning Vital Communications

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Stacey McLachlan has joined the team at Wolfco Bailiffs as of April 15th. McLachlan brings an exceptional work ethic to the office and has already made strong contributions to the Bailiff department. McLachlan brings with her a strong knowledge of the towing industry. More info: 604.539.9455; www.wolfoebailiffs.ca.

Bruce Wyder just returned from a successful fundraising trip to Hobart, Tasmania. He held a graduation for 15 Instructors of the Bali Hotel School, the Bali Tourism Institute and the Bali International Hotel School. The graduates took their Certified Hotel trainee program from the Educational Institute of the American Hotel and Lodging Association. He also completed a Certified Hotel Administrator program with the Hotel Schools in the USA and the Hotel Schools. During his next trip he will be meeting Federal government ministers from tourism and culture. More info: 604.597.6698.

Dear Miss Lorraine,

I have been referred to you by Ms. Smith from the Guildford Community Partners Society.

I have been asked to join the Surrey Board of Trade and submit an offer to your office for the following reasons:

- Your member benefit package is the best in the industry
- Your membership offers a high level of networking opportunities
- Your board of trade is the largest in the province
- Your board of trade has the best member services and support

I am currently working on... (Insert your current project)

I would like to be a member of the Surrey Board of Trade and submit an offer for the following reasons:

- Your member benefit package is the best in the industry
- Your membership offers a high level of networking opportunities
- Your board of trade is the largest in the province
- Your board of trade has the best member services and support

I am currently working on... (Insert your current project)

I would like to be a member of the Surrey Board of Trade and submit an offer for the following reasons:

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I am currently working on... (Insert your current project)

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- Your board of trade is the largest in the province
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I am currently working on... (Insert your current project)
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