

# BUSINESS *in* SURREY

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– Changes at SFU ..... p10



Red Robinson  
Keynote Speaker

**2010 ANNUAL GENERAL MEETING**  
**JUNE 24, 2010**  
**EAGLEQUEST GOLF COURSE**

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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.

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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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HEAD TECHNICIAN



Kaya Bernhausen  
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## SPECIAL REPORT BY RAY HUDSON

# Advocacy Team Talk

— your insight on issues affecting your business community

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 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, fol-

lowing 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
- will survey Surrey's development industry to determine if there are any problems in the city arising from "Red Tape"

## 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



Team Chairs

- 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

see ADVOCACY ☺ page 14



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**Date:** Wednesday, June 16th, 2010

**Time:** 8:30am - 10:30am

**Place:** Eaglequest at Coyote Creek, 7778-152nd St., Surrey



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# BUSINESS in SURREY

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## 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 are 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

### FROM THE PRESIDENT

James Stewart



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.

*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](http://www.businessinsurrey.com) or by calling me at 604.581.7130.*

## 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 ThornleyHayne Communications, we learned how to 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.

### FROM THE CEO

Anita Patil Huberman



The common theme of these workshops is how to make your business product or service stand out. The workshop series on these and other topics ultimately assist business. The Surrey Board of Trade is here to help the business community. I invite you to find out how these workshops and our many other services can help you. Give me a call at 604.581.7130 or email me at [anita@businessinsurrey.com](mailto:anita@businessinsurrey.com)

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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 Thursday, July 15th 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](http://www.businessinsurrey.com) or call Heather at 604.581.7130.



## Be featured in our Member to Member Discount Directory for FREE.

The SBOT promotes it so that members buy from members. A business can offer a small reduction in price or a percentage savings to encourage contact and walk-through traffic. Do you want your business listed in this FREE product, contact Zinnat at the Surrey Board of Trade at [membership@businessinsurrey.com](mailto:membership@businessinsurrey.com).



# BC exports to see double-digit growth

- this year and next, says  
Export Development Canada

The Chief Economist for Export Development Canada, Peter Hall, told the Surrey Board of Trade recently, that BC'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](http://www.edc.ca/gef).

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# 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 wood sawdust and chips to aggregates and everything in between. The company he worked for actually made a screen, but it was an old fashioned design. He thought he could do better and when the firm said they weren't interested in his idea, he developed it himself.

Forty years on the company is run by owners Peter Humphrey, his brother Dave, Vice-President, and Collin Jackson.

Peter and Collin spoke with Ray Hudson about the business.

**As part of the family, did you grow up with the 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.

(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 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 at the time, and we're applying today's technology. We have a state of the art facility and we're partnering with other lower mainland companies with laser technologies for cutting and state of the art manufacturing techniques to do what Tom Humphrey envisioned 42 years ago. We're using the business knowledge of the past generation and the

technology of today, and marrying them together in a way that we can go to the market with integrity.

**How many people do you employ now?**

We have about 42. Some of them are in the US; we have some US sales and marketing guys, but all the rest of them are based here in the corporate offices.

**With the financial and economic collapse of 2008, how has this company fared?**

(CJ) We did very well up until this past winter. We came into the downturn with a huge backlog of orders because our factory wasn't big enough. We were running flat out, so when the downturn came, we worked on what was in the order bank. And because we had market diversification going for us, we were getting enough out of our various markets to keep us going.

Many projects stalled due to the inability of our customers to get money from their banks, especially in the US. It's impossible for a business to borrow money in the US right now and if it is a viable business they are actually looking for free money from the government, so everything stopped for a year.

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; 5:30-9:00pm

**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.



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## Traffic Improvements in Surrey

*- Philip Belfontaine briefs the Transportation Team*

**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

see **TRAFFIC** ☺ page 14



## Introducing Selena Roberts

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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 that had built TechBC, whose vision of an independent institution had involved an enormous amount of investment and creativity. Working with

those frustrated ambitions was going to be a problem.

Secondly, although we had no predatory ambitions, working with the community as an intruder, if you like, meant that we had to work very hard to establish our bona fides here.

Thirdly, 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 is on all sides, lots of different

sectors of the university and the community. We've had the benefit of huge volunteer support through an advisory board and advisory committees and various programs, support from the City of Surrey and the broader political community, and tremendous buy-in from parents and students using this university as first choice.

**Were there any things that you wish you had been able to complete before your term came to an end?**

Yes. I think we signed some years ago a memorandum of understanding with the province, that if SFU was the success we expected it to be, that the initial commitment to funding 2500 full time equivalent students would need to be doubled, at least by 2015. I hoped that I would leave in 2010 with agreements in place that we would, in effect double the size of the campus and its facilities. We're not going to do that. We have not had any

extension of funding, despite the fact that the demand is clearly there.

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 be 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

cont ➞ page 11



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. If 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 – 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 turn down when things



# 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 oversaw the establishment of the B.C. Forest Practices Code.

He spoke with BiS 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 education as an instrument for not only assisting students and

producing important research, but also for the betterment of communities. I've seen education as the most important vehicle we have for society to move forward, in terms of economic growth, social well-being and trying to maintain a healthy environment. So it's a great opportunity for me to serve a role as a university president is a culmination of the various roles I've played in which education has been so much a part of my belief system.

I've been a university professor for some time in a law faculty that has been highly engaged with community. And I've never viewed education as something that takes place apart from community. I think education works best when it engages students and faculty with the community. People can see the contribution, they can see the relevance of the teaching and research, and I think they come away with a much better learning experience.

I gave a lot of focus and support to expansion of clinical programs, the expansion of the opportunity for students for co-op placements in the community – Uvic is the only law school in the country that has a co-op program. We even delivered a law school program up in the high arctic for Inuit students taking law to the community in a very direct way.

I wasn't planning to become a university president, but the thing that really excites me about SFU is its history, and its value system is very much aligned with mine in the sense that SFU is a university that really believes, probably more than any other in Canada, in established strong community connections, and has operated on the principal that those connections are a central feature of the educational mission.

**How do you see the university interacting with the business community?**

I understand that SFU has some very exciting programs that work with the business community to develop research and to incubate and commercialize university research. By the same token, I know that people working at SFU work to assist the business community, whether it's through co-op placements, through collaborations and the like, and I think it's been a huge success. When I was out at Surrey, just a few weeks ago, there was a program with a focus on energy and partnering with firms that are interested in developing alternative energy technology and that see the relationship with a research university like SFU as really key to their success. Well, I can see it the other way too. I can see really exciting opportunities that that will provide to SFU students. I'm told the Mechtronics program at Surrey is already achieving that success. So these kinds of partnerships are great

for students, they are great for the university, and I think they are very important in fostering a strong economy and assisting the business community as well.

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's 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. ④

FAREWELL 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 interna-

tional 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. ④

LEVY 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 with this accident with oil in the Gulf of Mexico have on future exploration, etc.

It's huge; absolutely overwhelming. As they are trying to put a lid on this oil leak, it's put a lid on exploration. If you think anything is going to happen off the coast of BC for years and years to come, or in the US where Obama has done an about turn – he was talking about offshore exploration and was going to let it go, because the US wants to be self-sufficient in power/energy. They've put at least a temporary stop on this. So I think it will have an impact. But we depend on fossil fuels and eventually our need for energy will outstrip our

environmental concerns. That's not my wish about where we go, that's my observation about where we are going to go. It's like the Pew poll in the US. Before 2007, if you asked what's most important to people, they listed education, health, defense and environment – environment was in the top 3. Once the downturn hit, environment was right down at the bottom. Feeding my family, housing, putting a roof over my head, and health care are all right up at the top. Environment? If I'm not feeding my kids, I don't care if the environment is not protected.

**Is there any good news out there Michael?**

Sure there is good news. BC is in better shape than anybody. Forecast growth for BC is 3.8%, tying us with Ontario at the top of the pile. But to hear the opposition to the HST tell it, all hell is breaking loose! We're going to hell

in a handbasket and BC's going to suffer! We are being boondoggled and bamboozled by the proponents of the 'kill the HST' that it's a political catastrophe. Vander Zalm should go and hide his head in shame. When you see 3.8% growth forecasted, and that's from the Conference Board of Canada and taking the HST into consideration, guess what, the two provinces bringing in HST are the two provinces that are at the top of the economic growth ladder, there's not much more to say.

Sure there are some businesses that are going to be hurt, I don't deny that. But there are also some that are going to be helped with their input tax credits and at the end of the day we're better off economically – period! The Conference Board of Canada is not biased. They are apolitical. ④





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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.businessinsurrey.com](http://www.businessinsurrey.com) – under 'Recent Speakers'.

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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 to 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. ☺



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# SBoT visits Victoria

In May, the Surrey Board of Trade and the Vancouver Board of Trade through a joint delegation visited ministerial staff in Victoria. This is the first time that the Surrey Board of Trade went to Victoria. We did this because we wanted to establish a relationship with ministerial staff and deputy ministers who more often than not provide recommendations to their ministers. Further, we wanted to show that we, with the Vancouver Board of Trade, are working jointly on issues of regional significance. We did have time in most cases to present our local cases as well. Thank you to the City of Surrey in providing their position papers also which very closely aligned with the Surrey Board of Trade's. This is only the first of many visits. Some will happen locally as they have been taking place and we

are planning to make this a bi-annual trip. Below is a simple snapshot of the issues that were discussed and for more information please go to [www.businessinsurrey.com](http://www.businessinsurrey.com).

## 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



Meeting with senior managers at the Ministry of Education, (from left) 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, Assitant Deputy Minister MoE

## MINISTRY OF ENVIRONMENT:

*What are the Ministries key priorities and issues? What can the business community do to help?*

Discussion areas:

Solid and liquid waste management

Integrated resource management

## MINISTRY OF EDUCATION:

*What are the Ministries key pri-*

*orities 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 pri-*

*orities 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

ADVOCACY cont. from page 3

- released the Tomorrow's Workplace Toolkit at a special event at the Sheraton Vancouver Guildford Hotel on May 20th
- discussed the "living wage" bylaw that the City of New Westminster passed, and what its ramifications may be. We are seeking the City of Surrey's position on this.

## Transportation & Infrastructure Team:

- was updated by Pam Ryan of the Port Mann/Highway 1 project with a description of the work to be done in the coming months on both the new Port Mann bridge and the freeway.

- was briefed by Philip Belfontaine from the City of Surrey on the progress of the 96th Avenue 4-lane project, progress on designing the Traffic Control Centre to be created in the new City Hall and the Delta Port Rail grade separations on 152nd and 192nd where preloading will commence this summer
  - discussed the recommended position of the SBOT to support the preservation of the 16th Street corridor from Highway 99 to Abbotsford Airport as a future major arterial road
- If you are interested in becoming involved in one of

our Advocacy Teams, please contact Anita Huberman ([anita@businessinsurrey.com](mailto:anita@businessinsurrey.com)) or Ray Hudson ([ray@businessinsurrey.com](mailto:ray@businessinsurrey.com)) for more information and meeting times. We encourage you to lend your expertise and interest in discussing the issues of Advocacy and assisting in moving these issues forward as policies which your Board of Trade can submit to the municipal, regional, provincial or federal governments. In order to participate however, your business must be a member. So join us, together we can make a difference in developing Surrey. ☺

TRAFFIC cont. from page 8

growth. To further improve the streetscape, we have also been painting many of the existing bus benches in a charcoal colour matching the new shelters and acquiring new matching garbage bins.

**Digital Media Signs:**  
The City has just approved 3 pilot sites for digital media signs (Guildford Rec Centre, Fleetwood Sport and Leisure Centre and Pattullo Bridge). If the pilot is successful, revenue from these will be utilized for further streetscape, street furniture and transportation improvements.

## 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 pre-load settlement and budget; and King George Boulevard: Serpentine Bridge (2nd half) and approaches (remainder is still awaiting pre-load 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@businessinsurrey.com](mailto:anita@businessinsurrey.com).

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## Garaventa (Canda) Ltd. 2010 Surrey Export Award Winner

The Surrey Board of Trade is proud to present the 2010 Surrey Export Award to **Garaventa (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 and help others.

Other finalist nominees for the Surrey Export Award included **4 Refuel Ltd, Labtest Certification Inc., ROE Logistics Inc., SOFTAC**

**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 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 informative and well-received and engaged the attendees 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 obvi-



L-R Tatyana Domilovskaya, Fernando Jacques, Andre Nudelman, Mukesh Gupta, Iain Black

ous eagerness and anticipation felt through the crowd as they were encouraged to look at the potentials that exist for them in 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 Stenberg**, 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

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The event wrapped up with an awareness of the vital importance of the exporting business in BC and Canada, and how reliant we are on the small business community. ☺

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# ACROSS the BOARD

## Congratulations

**Charan Gill**, founder of the **Progressive Intercultural Community Services Society (PICS)**, has received a BC Community Achievement Award medal from the BC Achievement Foundation. The medal was presented by **Lieutenant Governor Steven Point** and **Premier Gordon Campbell** at Government House in Victoria. PICS offers a number of multicultural services to the community. **More info: [www.pics.bc.ca](http://www.pics.bc.ca).**

**Kwantlen Polytechnic University** has been recognized as one of Canada's Greenest Employers for 2010 by the editorial team at Canada's Top 100 Employers in partnership with The Globe and Mail. Employers are evaluated according to their unique environmental initiatives, their success in reducing the organization's own environmental footprint, the degree of employee involvement, and the extent to which these initiatives have become linked to the employer's public identity and whether they attract new people to the organization. **More info: [www.kwantlen.ca](http://www.kwantlen.ca).**

Retired Surrey Firefighter **Bill McNamara** is Surrey's Good Citizen of the Year for 2010. Among other things, McNamara has been involved with the **Surrey Lions Club**, the **Centre for Child Development**, **Friends of Surrey Museum and Archives Society** and the **BC World Police and Fire Games**. He won 6 medals in the games in 2009. **More info: [www.surrey.ca](http://www.surrey.ca).**

Four-hundred-and-fifty guests raised \$191,500 on April 24th, 2010 at the **Peace Arch Hospital and Community Health Foundation's** 21 Annual Partners in Caring Gala. The proceeds go to help fund a new maternity ward at **Peace Arch Hospital**. Exactly a year ago, at the 2009 Partners in Caring Gala, the Foundation launched the \$5.3-million, OH BABY appeal for a new maternity ward. The OH BABY appeal has reached the \$4-million mark and the final fundraising push is on. **More info: 604.535.4520.**



Two donations to **Surrey Memorial Hospital Foundation** are helping the hospital's Emergency Department expand its on-site Punjabi & Hindi interpreter services. Gifts from **AMC Insurance Services Ltd (Jaswinder Parmar)** and an anonymous donor's Will are funding an extra 36 hours a week for the next year. With the increase in hours, the 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](http://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 the results to the Foundation's **Jennifer Dmytryshyn**. Since 1992, the pub has donated more than \$36,000 to SMH. **More info: [www.smhfoundation.com](http://www.smhfoundation.com); 604.590.2251.**

Students and teachers from **Queen Elizabeth Secondary School** in Surrey



Students from Surrey's **Queen Elizabeth Secondary** raised a record \$7,650 during their annual Roots N Rhythms talent & fashion show 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](http://www.smhfoundation.com).**

**Triunity Martial Arts Studios** was voted the best Martial Arts District School of the Year in 2009 by f.i.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.triunitymartialarts.com](http://www.triunitymartialarts.com).**

## Announcements

**Analytic Systems** will be working with The Entwistle Company in the supply of custom high performance battery chargers for Entwistle's Life Raft Launching System (LRLS) for the US Navy DDG-1000 Destroyer Program. The LRLS systems deploy automatically under certain conditions, and can also be launched manually. As the systems must operate in all conditions, including loss of ships 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 night at the ACS monthly meeting. Despite cutbacks, the non-profit organisation maintained its longstanding annual commitment to support a variety of art and theatre groups. **Join or get more info: 604. 585.2787; [www.artscouncilofsurrey.ca](http://www.artscouncilofsurrey.ca). Photo: Ursula Maxwell-Lewis**

The **BC HRMA Fraser Valley Advisory Council** invites you to promote your human resources services, 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: 604.531.5655 or <http://bit.ly/9XzhqX>.**

**Blue/Edge Technology Solutions** now has a new 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 collaboration services, from the cloud, without the capital investment in IT hardware and infrastructure. **More info: [info@blueedgetech.ca](mailto:info@blueedgetech.ca).**

**Blue/Edge Technology Solutions** is now an Associate Member of the BCTA. 10% labour discounts are available for members. **More info: [sales@blueedgetech.ca](mailto:sales@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 604.572.0373; **Register online at [www.burnsbog.org](http://www.burnsbog.org).**

The **Burns Bog Conservation Society** celebrates International Bog Days, July 10; Tours & field trips Sunday July 25; family festival, 10388 Nordel Court, Delta. **More info: 604.572.0373.**

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 604.572.0373.**

Join Ray Zahab at the Jog for the Bog for bragging rights on Sept 26, 2010. Run the 40k (limited no. of people), the 10k or 5k. **Contact: Burns Bog Conservation Society 604.572.0373 or [www.jog-forthebog.org](http://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 50,000+ Haiti 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: [www.childcare-canada.ca](http://www.childcare-canada.ca) or 604.575.7902.**

Canada Day in Surrey has become the largest event of its kind in western Canada. In 2009, over 125,000 people attended. Vendor applications are now open through the **City of Surrey**, so your business can take part. **More info: [www.canadaday.surrey.ca](http://www.canadaday.surrey.ca); [khall@surrey.ca](mailto:khall@surrey.ca); 604.591.4811.**

Six fruit trees were planted in the Hazelnut Meadow Community Garden by Community Garden plot holders, DIVERSEcity clients and the **City of Surrey. DIVERSEcity Resource Society** will be using the orchard as a tool to assist recent refugees and immigrants integrate with the community. Fruit growing has great community development potential through linking neighbours and creating long-term stewardship opportunities in public spaces. **Councillor Mary Martin**, Chair of the Parks and Community Services Committee, attended on behalf of City of Surrey Council. **More info: [www.surrey.ca](http://www.surrey.ca).**

IT professionals became cowboys this year when **Express Computers** took part in the **Cloverdale Rodeo**. They combined cowboy gear, western slang, community games, and prizes at their booth with a wheel of fortune, goodie bags and some big sponsored prizes. **More info: [www.expresscomputers.com](http://www.expresscomputers.com).**

**Daron Hiebert** has been appointed as Lumber Trader at **IRLY Distributors**. Hiebert has 15 years experience in the industry, and was most recently the Senior Commodity Trader with Angus Forest Products. **More info: 604.598.5474; [www.irlybird.com](http://www.irlybird.com).**

**Lanki Investigations Inc** supported the GRAND Re-OPENING of Inspire Fitness in Fraser Heights in support of their new health campaign. **More info: 604.930.0399.**

The **Newton Community Festival** takes place on Saturday June 12, 2010 at the Newton Community Centre 10:00am-3:00pm. Last year 8,000 people attended this exciting event, and this year over 10,000 are expected. **More info: [www.newtoncommunityfestival.com](http://www.newtoncommunityfestival.com).**

**NITROLUBE** grease was tested by the Inside Track motorsports Magazine techs and they are now recommending the product to the racing crowd. **More info: [www.nitrolube.com](http://www.nitrolube.com).**

**Park'N Fly** has introduced the Parker

Rewards program. Customers joining this free membership program with Park'N Fly will earn Parker Rewards points redeemable for free parking. **More info: [www.parknfly.ca](http://www.parknfly.ca).**

**Glynn and Susan Thomas of Printfastic Printing Ltd.** have started a "Fresh Start" fundraising campaign with the **Surrey Foundation** to raise money for a scholarship for a young mom to further her education. **Guildford Park Senior Secondary** allows moms to bring in their child to school so they can complete high school. The Thomas' hope to raise \$10,000, and make the award a sustainable, annual award for young moms. **More info: 604.572.1133 or [www.surreyfoundation.org](http://www.surreyfoundation.org).**

Everyone is invited to the **2nd Annual Philippine Independence Day Celebration** on Sunday June 6, 10am-4pm at the Guildford Rec Centre Gymnasiums, 15105-105 Ave. Surrey. Entertainment and prizes. Admission is free. **More info: [surreyfilcan@gmail.com](mailto:surreyfilcan@gmail.com)**

**Prayer Canada** will hold its quarterly Prayer Breakfast on June 12. Enjoy food, fellowship, a guest speaker and pray. Peoples Church Hall (14455 104 Ave. Surrey). Donations requested **Contact their office for reservations. 604.589.1110; [prayer@prayercanada.org](mailto:prayer@prayercanada.org).**

In April, **MP Nina Grewal**, representative for Fleetwood-Port Kells, announced the federal government's commitment of \$118, 685 for Surrey Urban Screen. **Councillor Mary Martin** accepted on behalf of the City and announced that Surrey will match funds from Canada Cultural 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.surreyurbanscreen.ca](http://www.surreyurbanscreen.ca); [www.arts.surrey.ca](http://www.arts.surrey.ca).**

**Triunity Martial Arts Studios** and the **RCMP** are offering their second annual, free I.W.O.E. (International Women's Only Empowerment) day workshop on Sunday June 13, 2010. Classes help those that can't afford these kind of workshops, yet need them to help them feel empowered enough to take a stand against violence of any kind! The offer has gone out to women at the South Fraser Women's Service Society and Options. **More info: Mitra 778.578.0888.**

The year 2010 marks 80 years of **Welcome Wagon** service in Canada. Outstanding Representatives, local services and merchants will be honoured at one of seven regional conferences between March and June. Today more than 1,000 Welcome

Wagon Representatives across Canada work within their local communities. **More info: [www.welcomewagon.ca](http://www.welcomewagon.ca).**

**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.wolfcobailiffs.ca](http://www.wolfcobailiffs.ca).**

**Bruce Wyder** just returned from a successful trip to Indonesia. 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 the Certified Hotel trainers program from the Educational Institute of the American Hotel and Lodging Association. He also completed a Certified Hotel Administrator program with senior officials from the Hotel Industry and the Hotel Schools. During his next trip he will be meeting Federal government ministers from tourism and culture. **More info: 604.597.6698.**

## Artist Of The Month

White Rock artist, Carla Weaver currently paints abstract oils based on spiritual concepts. 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:

Agatha Cluff Inc.  
Be Heard Communications  
Christine Bennet-Clark of Prepaid Legal Care of Canada  
Diversified Cabling Services Ltd.  
Dreamstar Technology Ltd.  
Guildford Community Partners Society  
Intellect Solutions Inc.  
Laura Nguyen, CGA  
Legal Eye Solutions  
Lloyd Smith Solutions  
Market Ink Consulting  
McDonald Makkar Inc.  
Melissa Johanson, RMT  
Natural Therapeutics Health Centre Inc.  
-- Vancouver Location  
Nev Virk Notary Corp.  
ONE Bean Coffee Company  
Orvin Consulting  
Peace of Mind Building Improvements  
Reel Rigging Inc.  
Rypkema Counselling & Mediation Services  
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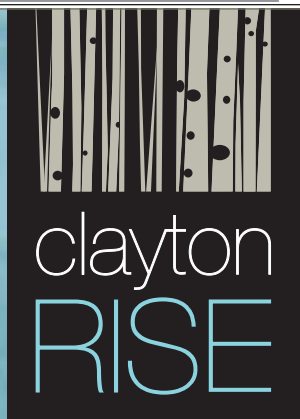
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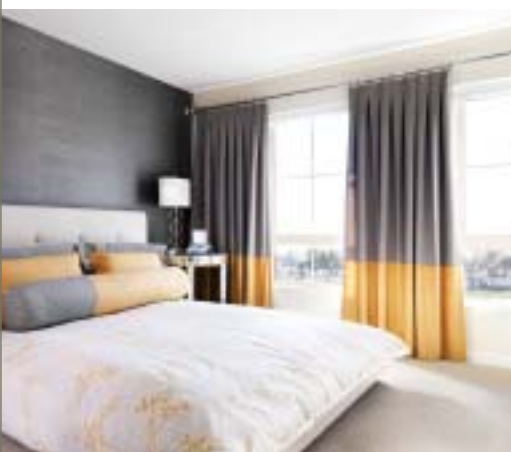




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