

# BUSINESS SURREY

FROM THE SURREY BOARD OF TRADE

VOL 4 \* NO 5 \* SEPTEMBER / OCTOBER, 2011



SURREY  
BOARD OF TRADE

## EVENTS MEMO

**SEPTEMBER 8** 5:30-7:30pm

Crescent Beach B2B at  
Alexandra House

**SEPTEMBER 9** 12-1:30pm

Lunch with Adrian Dix, Leader  
of the Official Opposition

**SEPTEMBER 13** 8-10am

Leadership Surrey Series:  
Business and Homelessness  
Dialogue

**SEPTEMBER 15** 12-1:30 pm

Awards Lunch with Peter Ladner

**OCTOBER 5** 7:30am to 2:30pm

15th Anniversary – SBOT Police  
Officer of the Year Awards

**OCTOBER 14** 8-11am

Leadership Surrey Series:  
Business and Transportation  
Dialogue

**OCTOBER 25** 8-10am

Leadership Surrey Series:  
Business and Families First Dialogue

**NOVEMBER 3** 6-10pm

13th Annual Surrey Business  
Excellence Awards Dinner

**Details and registration**

[www.businessinsurrey.com](http://www.businessinsurrey.com)

## ON THE INSIDE

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The summer calm at Enver Creek Secondary School will soon vanish as Surrey's 70 thousand-plus students return to school for another year.

## Addressing the Education Shortfalls in Surrey - Time for Fair and Equitable Education Funding

As the summer of 2011 slips away and we prepare for another school year, the Surrey Board of Trade renews its support for the School District, Kwantlen Polytechnic and SFU by reminding its members and the public

in general of the **Education Today-Prosperity Tomorrow** campaign to underscore the serious funding inequities which hamper the rapidly growing south Fraser region, and Surrey in particular.

Mike McKay, the Superintendent for School District #36, estimates the school population they will meet this September to be in the range of 70

see **EDUCATION SHORTFALLS**  
on ➔ page 3

## YXX Numbers Up



Passenger traffic is up 2,617 over the same period in 2010. The total flying through Abbotsford in 2011 is 270,748.

Increases this year have been attributed to CanJet Mexico flights in January and Marc, and increases in April due to new WestJet aircraft with larger capacity.

The Surrey Board of Trade has been promoting the use of YXX to its membership as a more convenient alternative to YVR. Currently the SBOT is lobbying the federal government to revisit the way it deals with airports subject to growing competition from border airports such as Bellingham.

## GOVERNMENT ADVOCACY UPDATE from July-August:

**1. The Surrey Board of Trade (SBOT) wrote a Letter of Support for the Resolution on changes to medical marijuana regulations** as presented by Len Garis, Fire Chief, City of Surrey, BC and the President, Fire Chiefs' Association of BC. This Resolution was written to: Marijuana Consultations Controlled Substances and Tobacco Directorate.

### HEALTH CANADA

The SBOT is a key and active player in the Surrey Crime Reduction Strategy. Representing the business community, we indicated simply that Medical Marijuana Grow operations pose significant issues for public health and safety. The current regulations permit individuals to legally

grow medical marijuana in a residential setting with no mechanism to ensure they adhere to fire, safety and electrical regulations.

The SBOT asked for a comprehensive review of this process and new regulations to ensure that residences have the appropriate licensing for growing medical marijuana and adhere to fire, safety and electrical regulations.

**2. The Surrey Board of Trade and the Canada-India Business Council met with the Abbotsford International Airport to review the SBOT's Open Skies Policy and to garner a strategy to try to obtain support for**

see **GOVERNMENT ADVOCACY**  
on ➔ page 3

## 7 RULES WHEN SPEAKING IN FRONT OF AN AUDIENCE

When speaking in front of an audience, as many business owners and their staff do, here are some tips that will help you get your message across:

1. Speak in short sentences or phrases.
2. Don't step on your punch word. It should be the final word or idea in the sentence.
3. Perfect your pause. Deliver your punch word and then pause...and pause...and pause. Give your listeners time to digest what you've just said.
4. Repeat your key ideas more than once.

5. Never read your speech. Remember the audience wants to hear from you.
6. Use stories. Help your listeners to "see" your words. Statistics and facts are fine, but sell your message and make yourself unforgettable by getting listeners to make the movie in their heads.
7. Say something memorable.

Remember to try out these seven key ideas (rehearse) as you prepare your next presentation so your words will be remembered and repeated.

Source: Patricia Fripp, CSP, CPAE; Sales Presentation Trainer, Keynote Speaker, Executive Speech Coach



President Mary Jane  
Stenberg





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## GOVERNMENT ADVOCACY UPDATE

a direct flight to and from India, from the Abbotsford International Airport.

**3. Fair Education Funding for the K-12 and Post-Secondary institutions** in Surrey is a key business issue for the Surrey Board of Trade. Meetings with Minister Falcon, Advisory Groups and MLAs took place.

**4. SBOT met with new MP's: Jinny Sims (Newton-North Delta) and Jasbir Sandhu (Surrey-North).**

MP Sims is the Critic for Immigration and Consular Services.

MP Sandhu is Critic for Police, Corrections, Public Safety, National Security, Emergency Preparedness and Borders. The SBOT advised them of key SBOT advocacy issues as it relates to their portfolios. For a full listing of our issues in the International, Social Policy and Crime Area – go to [www.businessinsurrey.com](http://www.businessinsurrey.com).

**5. Surrey Board of Trade says increase in cost of tolls**

**on Golden Ears Bridge is not good for business – significant media coverage on this issue**

The SBOT indicated that we did not agree with an increased toll price on the Golden Ears Bridge. It became effective on July 15th, 2011. TransLink says that the increase covers the rise in the Consumer Price Index (CPI) of approximately 3.5 per cent and the increase will range between 5 cents and 30 cents depending on the size of the vehicle and the type of account. The SBOT recommended that a regional road pricing policy be established, with the aim of implementing lower tolls but spread across the region. All funds would either go to infrastructure development and maintenance and/or operating funds for public transportation. Ultimately, this would lead to a Traffic Demand Management Program, where tolling/pricing (applied regionally) can be varied on different routes, at different times of day/night, to

encourage or direct traffic to a more efficient use of roads.

**6. The Surrey Board of Trade submitted two items for consideration in the upcoming federal budget preparation by the Standing Committee on Finance.**

The SBOT asked the Harper government to change the Accelerated Capital Cost Allowance write-off period from 3 to 5 years, to be consistent with the 2 year allowance for software. As they are both integral, and computers now become outdated much sooner, it makes sense to bring these two items together in the same asset class (class 12). The SBOT also asked the federal government to move urgently to reduce losses to the Canadian economy, as Canadian business and individual travelers use American border airports offering cheaper air fares. Government collecting airport rent and numerous other fees have dramatically driven up Canadian fares.

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## Education Shortfalls in Surrey

thousand students. But he says however that it's just not possible to guess at the numbers of new students who will be on the doorstep.

"We've previously gone with the 1,200 figure, but with the continued development of new neighbourhoods, it's very difficult to say. We've always had more than anticipated and we expect that will stay the course," he said.

When asked what tops his wish list, he said that a capital building plan for the medium and long term future is most important.

"I think five new schools in the very short term future, getting them off the wish list and onto the drawing board, with shovels into the ground, would be a huge thing. And the lead time, normally around 5 years, can be expedited. We've got some really good building models that we could replicate, and we've got some property and would have to move on

others, I think we could realistically be in the two and a half to three year time frame."

McKay identified that the most urgent needs in Surrey are in the northeast, around the Clayton Heights area and the southeast, in the Grandview area.

"As well, we need expansion in the municipal centre area, near the current city hall. Cambridge Elementary is over-crowded. We've got a lot of schools in the area but it's a high growth area of town-house, condo and multi-family homes being put up at a rapid pace along that 64th Avenue Corridor."

The Surrey Board of Trade urges its members to take every opportunity to write, call or visit with their MLAs, to underscore the urgency of immediately providing catch up and on-going fair funding for the future workers and employers of Surrey and the south Fraser.



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# From the President

## - Lessons in Education

When the Surrey Board of Trade's Board of Directors held our strategic planning session this past July, our facilitator (Pat McGaughey, a gentleman with over 25 years experience working with Chambers of Commerce) stated that there are four keys to economic development for any community:

1. Education
2. Transportation
3. Transportation, and
4. Education

Now, since you are a very astute group of readers, you will be saying to yourself "hey, that's not four things, that's only two!", and you are right of course. Those two things, however, are so key to the economic future of any city, that they cannot be emphasized enough.

We will discuss our transportation challenges in Surrey, later in the year but, since it is the start of a new school year and those of you with children are happily whistling "The Most Wonderful Time of the Year" as you waltz down the aisles of local department and office supply stores, it is timely to focus on education for this article.

*So why is education so important to Surrey, and indeed the entire south Fraser region?*

Firstly, Surrey is positioned to become the largest city in British Columbia in the next ten to fifteen years and is growing by about 10,000 people per year. Surrey's proximity to the Asia Pacific region makes it a natural focus to develop as a major economic centre in British Columbia. What we need in order to take advantage of this is a healthy, literate and educated population who can meet the needs of employers who will start businesses here, or who will

grow their already existing businesses. If the City of Surrey is to prosper through economic growth, it must be possible for new or expanding businesses to find an educated labour force here in our community.

Secondly, educated people are also the ones most likely to start new businesses focusing on technology or innovation. These kinds of businesses are necessary to any region seeking to diversify and grow their economic base. Surrey has two Universities who graduate entrepreneurial educated young people every year and is well positioned to support the types of businesses that are emerging.

Thirdly, crime rates, unemployment rates, and poor health are all associated with low education levels adding costs to our social services. If we want a healthy community where people feel safe to live and work, education is the key.

*So how are we doing so far?*

We all know that Mayor Watts and her council have done an outstanding job of moving Surrey forward as an economic power, but there are many things that are beyond her ability to change without our help and advocacy efforts.

Currently, the Surrey School District has 12,000 more students than Vancouver and is the fifth largest public school system in Canada and is the only growing school district in the Province. Additionally, we know that a large percentage of new immigrants to B.C. are choosing to settle in Surrey, and this creates a complex set of challenges. There are significant funding inequities in the K to 12 system, although the Province has taken significant steps to address the FTE (full time equivalent student) funding. New schools need to be built to accommodate our growing school age population.

# FROM THE PRESIDENT

Mary Jane Stenberg



Surrey still has a lower transition rate from high school to post secondary than Richmond or Vancouver, although the School District leadership has achieved some success in improving this over the past few years.

Also, despite having two universities, the south Fraser region still only has about half the university seats per capita of the rest of the province. Simon Fraser University is at capacity and still waiting for 2500 seats in Surrey promised to them in an MOU with the province, and Kwantlen Polytechnic University is also beyond capacity and receives the lowest funding per FTE of any University (and some of the Colleges) in the Province.

*Now, what is the Surrey Board of Trade doing to promote change and improve economic develop through education, and what can you do to help?*

I invite you to join us in advocating to government for better education funding for Surrey, for the future of your children and grandchildren, and the City. The Surrey Board of Trade created a position paper last year (available on our website) that we have taken to all our MLAs, and we continue to work with the School District and Universities to advance their cases. We must ensure fair and equitable funding to School District 36, funding for Surrey School District's early childhood and immigrant student programs at the same rate at which it funds those same programs in Vancouver and the development and implementation of plans that increase the capacity of Kwantlen Polytechnic University and Simon Fraser University Surrey. Our economic future depends on it.

# Surrey Board of Trade Focus on Government Advocacy

*- We need your help in identifying business issues for consideration by the Board. Please let us know!*

Advocacy (Government Relations) is one of the seven Strategic Zones of the Surrey Board of Trade where the "Voice of Business" in Surrey speaks to the major issues of the day which affect businesses and our city. Further, the role of our advocacy is to be proactive, researching and identifying the issues, which will become of critical concern to our membership and developing a policy position to speak to the appropriate levels of government. We are continuously interacting with the local, regional, provincial and federal government levels to ensure that our membership's voice is heard.

The Surrey Board of Trade is published widely on our perspectives through letters to the editor, media releases, opinion pieces and articles to the various regional and provincial newspapers and broadcasters, as well as through our own monthly publication, the Business in Surrey Newspaper.

Finally, we represent our membership through various policy submissions, to the Provincial government by direct contact, and to the federal government, through the Canadian Chamber of Commerce and direct contact. The Surrey Board of Trade is both your advocate, and your hidden employee, to help you pursue your business whether in Surrey or anywhere else in the world.

In order to streamline and organize our advocacy issues, we have 7 Government Advocacy Teams:

- Crime & Justice
- Environment and Infrastructure
- Finance & Taxation
- Industry, (this Team mandate has currently moved to the Board of Directors to deal with all action items)
- International Trade
- Social Policy
- Transportation & Infrastructure

# FROM THE CEO

Anita Patil Huberman



These Teams and their positions, as approved by the Surrey Board of Trade Directors, as elected by the membership, are described in the specific Team Sections on our website at www.businessinsurrey.com. I encourage you to take a look. We also work directly in the municipal, regional, provincial and federal issue areas of Economic Development, where issues are of a wider scope and require handling directly by staff through the Board of Directors. This process is guided by Surrey Board of Trade CEO, Anita Huberman, and Ray Hudson, Policy Development and Communications Manager.

Want to be involved in Government Advocacy and make a meaningful change to your business community? Contact Anita Huberman, CEO, Surrey Board of Trade at anita@businessinsurrey.com. Follow the Surrey Board of Trade on Facebook and Twitter.

# Michael Levy Financial Outlook Interview

*Michael Levy is the Financial Commentator for the Corus Radio Network and is regularly heard on CKNW. He is founder and Managing Director of Border Gold Corporation. He spoke with Editor, Ray Hudson:*

*We've looked over the precipice and the view is not very encouraging. What do you see over there as we move into the fall?*

The European and American debt crisis will impact us, and no matter what anybody is saying in the short term, this is nowhere near being over. This is the start of a very protracted problem until the US and Europe get their debts under control. They owe too much with too little coming in, and continue to print and pay out money they don't have. So we have looked over the precipice, but when we try to back away from it, there are crowds behind us pushing us towards it.

*How does a country break this cycle of borrowing money to pay back borrowed money from people who borrowed money to lend out for repayment purposes?*

The only way to get things back under control is to cut spending, and this means there will be discomfort and dislocation and there will be problems. All you have to do is look at what's going on now in Greece, England, France, Portugal and Ireland. They have to cut back and spend significantly less for government programs including pensions, but you also see a push-back, in rioting in the streets by the electorate, who hold this sense of entitlement. This will continue until people get used to the idea that they will have to do with less, live with a little more austerity and take the cut-backs. In fact the US is nowhere near being able to swallow that bitter pill, as they are doing now in Europe, with results that in some cases are disastrous.

*This culture of entitlement as you call it has been operating for several generations now, can people change without a lot of dislocation and discomfort?*

Absolutely not, and I say this for Canada too, because we are unprepared to give up the nanny state. Whether it's health care or education, pensions or social security in the US, or old age security here, we have a mentality that government

will take care of it. Well, when your government revenues are not keeping up with your expenditures, watch out.

*I heard a disturbing comment recently that the last time these circumstances arose, it culminated with the first and second world wars.*

I think we're going to relive the thirties and some of the economic devastation that hit the western world. It's not going to be the same because we have a much different attitude toward government and our leaders and it won't be the same severity. But as we become more discontent, we come closer to civil unrest, moving us closer to country-wide unrest. Would a country without a democratic system, whose back is to the wall start a war to distract a population from their domestic problems? That answer has historically been yes. Are we there yet? No, but it could happen if we keep going down this path.

Michael Levy





# New Metro Vancouver Regional Growth Strategy Approved

The Surrey Board of Trade, in partnership with all Metro Vancouver Chambers, submitted several recommendations in January 2011 for the Regional Growth Strategy. These Recommendations are noted on our website at [www.businessinsurrey.com](http://www.businessinsurrey.com) under the Government Advocacy section – Industry. Metro Vancouver announced the new Regional Growth Strategy – Metro Vancouver 2040: Shaping Our Future, which was adopted by the Metro Vancouver Board in July. The Regional Growth Strategy aims to guide development in the region over the next three decades in a way that enhances the livability of the region, while contributing to the overall sustainability of the region. The Regional Growth Strategy outlines the actions of Metro Vancouver, its member

municipalities and other governments and agencies to achieve its five major goals, which are to:

- GOAL 1 - Create a Compact Urban Area**
- GOAL 2 - Support a Sustainable Economy**
- GOAL 3 - Protect the Environment and Respond to Climate Change Impacts**
- GOAL 4 - Develop Complete Communities**
- GOAL 5 - Support Sustainable Transportation Choices**

More detailed information about the Regional Growth Strategy is posted on Metro Vancouver's website: <http://www.metrovancouver.org/planning/development/strategy>

## Good Consumer News:

Canadian retailers started the year on a high note, as retail sales reached \$96.9 billion (+2.6% from the first quarter of 2010). Across the major commodity groups, automotive fuels, oils & additives (+19.7%) showed the strongest growth in the first quarter, mostly reflecting rising fuel costs. According to the Consumer Price Index (CPI), the price of gasoline increased 15.9% over the same period. A 3.5% boost in sales of motor vehicles, parts & services was driven by a significant

increase in new truck purchases (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses). Food & beverage products (+4.1%) were also on the rise, driven partly by price increases.

Overall, of every \$100 of goods and services purchased in retail stores last year, consumers spent the most on food & beverages (\$25), motor vehicles, parts & services (\$20) and automotive fuels, oils & additives (\$12).

*Data Source: Statistics Canada*



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# Overcoming the Horrible Boss?

Glen Grant



In the movie Horrible Bosses three friends decide that rather than continue to face the horrible bosses, they will rid themselves of their intolerable leaders.

A lot of us laugh because we know what it's like. A Globe&Mail survey revealed that 93% of those that responded have had a horrible boss at some point in their career.

Poor leadership within your organization can impact employees as follows:

- Reduced commitment to the organization, limiting work effort
- Decreased time at work – they no longer make themselves available to work overtime or put in that extra hour to complete a project on time.
- Performance will decline, decreasing quality of work absences increase

Employees will leave their 'boss', which ultimately will be the company, for a 'better opportunity'. According to a recent survey on badbossology.com (yes that website exists), 82% said they quit or changed positions because of their boss, with 22% doing it more than three times in their career. Most say they are leaving for a new job with better pay, but statistics show that compensation, while an important aspect of a job, is often not the reason for people leaving an organization.

## Protecting your business from Horrible Bosses

1. Workplace guidelines and policies help create structure and consistency in your business. Employees need to know what is and isn't acceptable behaviour and where they can turn if they need a person to talk to. Developing and executing good employment practices and policies will help retain those employees you've worked so

hard to recruit and train.

2. Take action.

Ignoring inappropriate behaviour may demonstrate that you and your business condones the behaviour or doesn't care.

3. Have a forum for employees to express concerns within the workplace, without fear of retaliation. Ideally, the employee should feel comfortable approaching their manager, but sometimes that doesn't work. You are often the owner, boss and peer, all at the same time and you need to consider options of how and where employees can go to express concerns and how that feedback gets handled and addressed.

4. If you have a leadership team, train them in 'people' skills if they have staff reporting to them. Make sure your managers have the tools to be successful in all aspects of their jobs.

5. Many employers and employees cringe at annual performance reviews. They're often viewed as paperwork projects that create unneeded conflict, however a strong performance management program means improving performance while explaining what went right and wrong. Evaluations should be used as a tool to coach and inspire employees and managers alike.

6. Provide help and assistance to the offending employee, and if all else fails, terminate the relationship...legally.

Employees will go to great lengths to avoid working for a poor boss. Now you have some tools to make sure it doesn't happen within your business.

Glen Grant is with HRfx, Human Resources Solutions, [www.hrfx.ca](http://www.hrfx.ca).

# Building Your Credibility Through Social Media

Ashish Gurung



As soon as you start an online brand for your company, your first task is to build your credibility. Whether it's over Twitter, Facebook, YouTube or LinkedIn, you have the opportunity to connect to your potential customers on a more personal level. A strong brand and credibility will increase your sales and referrals. social media allows you to engage with your potential customers and build relationships. Here are some tips to build your credibility over social media:

**Be active and available online.** Social media is a marathon, not a sprint. You need to continuously be active and be connecting to your network. Reply to messages quickly, respond to questions and update frequently. If you're on Twitter, be prepared to be posting everyday, whereas a few times a week will suffice on Facebook and LinkedIn.

**Be an expert in your field.** Show your expertise through your social updates. Start a blog and write posts that share knowledge about your field. Post updates on Twitter that link to articles in your industry. Give your input at LinkedIn answers. If you show that you are an expert, your customers are more inclined to trust you. The key is to share your expertise with your online network in order to gain their trust.

**Show your personality.** Be yourself and be genuine. No one wants to connect to a brand with no personality. Personality reminds your online network that there is a person behind your account. It shows them who you truly are.

Laugh, smile, and talk with a casual tone. Always wrap your posts with your personality.

**Be consistent with your brand.** Have a set strategy, know your voice and stick to it. Without consistency, your network will have a tougher time knowing who you are. Are you funny? Professional? Do you tweet mostly about technology or small business? Define your voice.

**Add value.** Give more than you take from your online network. Be valuable to others and you will see benefit in return. Value can come in many forms – whether it's entertainment, knowledge, resources or referrals.

**Protect your credibility.** You have to be careful of what you post. Remember, once posted, your tweets, blogs, videos, photos will public and searchable. With this in mind, you will have to be accountable for every online post. Do not post anything you may regret in years to come.

Follow these key points and you will start to build relationships and trust with potential customers. Social Media makes it easy to connect to people – now it's your job to turn them into evangelists for your business!

Ashish Gurung is a Social Media ambassador with the Surrey Board of Trade, helping businesses get started and maximize use of social media. E-mail him at [hello@ashishgurung.ca](mailto:hello@ashishgurung.ca) or follow him @ashishgurung.



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The Surrey Board of Trade invites Surrey citizens to the 15th Anniversary of the Annual Police Officer of the Year Awards Dinner. This first class event takes place on:

**Wednesday, October 5th, 2011 from 6pm to 10pm**  
at the Sheraton Vancouver Guildford Hotel  
15269 - 104 Avenue

**Ticket Price: \$90 per person or \$790 for a table of 10**  
Five Course Dinner • Awards Presentation • Gifts • Musical Entertainment

– Hosted By: –



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– Award Sponsors: –



– Silver Sponsor: –

In memory of Tara Singh Hayer

– Venue Sponsor: –



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COMPANY: \_\_\_\_\_ PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_  
# OF TICKETS REQUIRED: \_\_\_\_\_ @ \$90+TAX or \_\_\_\_\_ table(s) @ \$790+TAX  
VISA: ☐ MASTERCARD: ☐ AMEX: ☐  
CREDIT CARD#: \_\_\_\_\_ EXPIRY DATE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

0911BIS



## ACROSS the BOARD

## Congratulations



Surrey Fire Chief **Len Garis** has been elected by his fellow fire chiefs as the new president of the **Fire Chiefs' Association of BC**. He was elected by acclamation at the association's annual conference in Abbotsford in June. **More Info: Jon Caviglia at 604-543-6704 or Tom Desorcy at 604-869-1980.**

**Gary Allan**, Manager of **Choices Retail & Recycling Centre**, presented a donation of 12 kg's of pennies to the **Peace Arch Hospital and Community Health Foundation**. **More Info: Jackie Smith at 604-535-4520 or jmsmith@peacearchhospital.com.**

## Announcements

**Analytic Systems** has just released their new, lower 2011 pricing for commercial marine AC source battery chargers, AC/DC power supplies, DC/AC PureSine and Quasi-Sine inverters. Analytic Systems provides high performance power conversion products to the commercial marine industries like utility vessels, fishing vessels, ferries, tug boats, etc. due to their high reliability and rugged designs. **More Info: Bill Walker at billw@analytic-systems.com or 1-800-668-3884.**

**Analytic Systems** has just received the next order (of a continuing 4 year contract) for the **US Army's** 2011 requirement. Over 120 units of their ruggedized 1500 Watt Military Power Supply; this is their second major order on this program in 2011. This unit is specifically modified to meet the Army's in-theatre requirements, to operate their portable radar system. **Analytic Systems** has been working with the Army since mid-2004 on the design, upgrades, modifications and production of this Military Power Supply. Hundreds of units are in-theatre at this time with a less than 1% return/repair rate. The Army's radars operate in the battlefield today, protecting Warfighters from enemy fire. The radar system can be networked together to increase the safety of soldiers, as doing so will greatly enhance the system's accuracy in estimating the enemy's location. The portable radar will provide low-cost/high-reliability forward operating base protection that can handle a variety of threat situations with great reliability to warn personnel of an incoming threat. **More Info: Bill Walker at billw@analytic-systems.com or 1-800-668-3884.**



Save the date for the **City Centre Library** opening ceremonies on September 24. **More Info: Cyndy Hill at 604-598-7300.**

The **City of Surrey** has officially opened two new overpasses spanning Highway 99 and Highway 1.



This is the largest investment in cycling infrastructure in Surrey's history. These overpasses are illuminated with artwork designs utilizing energy efficient LED lighting. **More Info: Tara Foslien at 604-375-4584 or www.surrey.ca/transportation or http://www.surrey.ca/culture-recreation/1650.aspx.**

**Economic Development** — The SBOT in partnership with the Canada India Business Council and the City of Surrey have been lobbying the Provincial Government to host the International Indian Film Academy Awards — to be hosted in Surrey and Vancouver. This will have significant economic opportunities for businesses, short-term and long-term. We are awaiting an answer. **For more info go to www.iifabusiness.com**

**DiverseCity Community Resources Society** is looking for a Program Assistant. **More Info: Tina Yook at 604-597-3448 x. 2102 or tyook@dcrcs.ca.**

**Double V Construction Ltd.**, a general contractor and construction management company specializing in industrial, commercial and institutional projects, today announced the launch of <http://www.doublevconstruction.com>, its new corporate website. **More Info: Shane Van Vliet at 604-590-3131 or info@doublevconstruction.com.**

Save the date for **Guildford Town Centre's** redevelopment groundbreaking ceremony on Thursday, September 22 at 11am. **More Info: Petra Barker at pbarker@ivanhoe.cambridge.com.**

**McQuarrie Hunter LLP** has launched its new website! Have a look at [www.mcquarrie.com](http://www.mcquarrie.com). **More Info: Catherine Jacobs at 604-580-7027.**

**Joseph J. Berta** has joined **McQuarrie Hunter LLP**. Joe practices in the area of corporate commercial business law and real estate. **More Info: Catherine Jacobs at 604-580-7027.**

**Julie J. Johal** has joined **McQuarrie Hunter LLP**. Julie practices in the areas of personal injury law, insurance defense and general civil litigation. **More Info: Catherine Jacobs at 604-580-7027.**

The **Sandman Hotel Group** is pleased to announce the opening of their newest property, **The Sandman Signature Hotel & Suites Langley!** Presently, they have 60 guest suites available at the 4 star property. **More Info: Mary Carey-Marshall at 604-888-7209 or www.sandmanhotels.com**

The annual **S.U.C.C.E.S.S. Walk with the Dragon** is one of the largest fundraising events

held in Vancouver's scenic Stanley Park. Each July over 13,000 participants follow the colourful **S.U.C.C.E.S.S. Dragon** for a 7-km scenic walk around the famous Stanley Park seawall to raise funds for **S.U.C.C.E.S.S.** The Foundation aims to raise \$430,000 from the Walk to support important **S.U.C.C.E.S.S.** programs and services that are critical to those in need in the Metro Vancouver communities, and to establish opportune services to quench new challenges faced by the communities. Walk with them on July 17 or simply make a donation online: [www.successfoundation.ca/walk2011/](http://www.successfoundation.ca/walk2011/). **More Info: Eileen Lao at 604-408-7243 or Eileen.lao@success.bc.ca**

**Surrey Christmas Bureau** Coordinator **K.C. Gilroy** and staff member **Felicia Rafael** have



been very busy preparing for an exciting new fundraising event, **Viva Surrey!** This celebration of Latin American culture and history on October 15 will include flamenco dancing, Mayan marimba playing, a tango performance and a hot salsa band. Traditional food will be available. Tickets are available by calling 604-581-9623. **More Info: K.C. Gilroy at 604-581-9623.**

Construction of the **Quibble Creek Health and Phoenix Transition Housing Centre** at 13670 94A Avenue has begun. The **City of Surrey** and the **Provincial Government** are working in partnership provide support services and transitional housing for those with mental health and addictions issues at risk of homelessness in Surrey. **More Info: Tara Foslien at 604-375-4584.**

Just like many homes have upgraded to high-definition television, **Surrey Memorial Hospital's** operating rooms are looking for the clearest possible image. HD technology will be used in more surgeries following a \$71,000 donation from the **Mr. and Mrs. P.A. Woodward's Foundation**. The gift has allowed **Surrey Memorial Hospital Foundation** to purchase a portable High Definition Video Tower System for surgeons who perform operations through small incisions with specialized instruments. **More Info: Jason Howe at 604-613-6873 or Jason.howe@fraserhealth.ca.**



Construction has officially begun to prepare

the **TransLink** system for the arrival of the Compass card and faregates. The project revolves around the introduction of an electronic fare card (Compass card), and faregates, which will work with the card on **SkyTrain** and **SeaBus** to ensure only fare-paying customers are able to get on board. The project is complemented by electronic card readers, which will be placed on all buses and at **West Coast Express** stations to ensure the system works seamlessly across our entire transportation network. Construction will be taking place over the next 12-18 months across the system. The Compass card and faregate system will be operational in 2013 and is expected to increase the efficiency, effectiveness and security of the transit network by providing a convenient and seamless "one card" approach

for customers to travel on all modes of transit. **More Info: Shirley Samujh at 604-453-4641 or www.translink.ca/OnTrack.**

## ARTIST OF THE MONTH

**Artist Katelynn Bailey** is currently displaying her work at the Surrey Board of Trade (101-14439 104 Ave, Surrey). For information on art rentals or purchasing, call the Arts Council of Surrey at 604.585.2787.

## MEMBER BENEFIT JOB POSTINGS

Submit your job postings to our online job board at [www.businessinsurrey.com](http://www.businessinsurrey.com)

## NEW MEMBERS

## JUNE:

Academy of Learning  
Amex Immigration Canada Ltd.  
Amix Recycling  
Andrea Beaulieu of Dreyer Group  
Asset Painting & Restoration Ltd.  
Bala's Accounting & Taxation Services  
Basic IT Solutions  
Besa Consulting Inc.  
Cameron Land Surveying Ltd.  
Canasia Forest Industries Ltd.  
Coastal Boardsports Inc.  
Concord Security Corporation  
Contact Bridge Inc.  
Elemental Computing  
First Impression Visuals  
Grant Thornton LLP  
Ground Busters Excavation & Demolition  
iFund Diversified Lending  
Ingrid Persson of Desjardins Financial Security  
Independent Network  
JDC Technologies Inc.  
John Daniel - Student Member  
Life Vantage  
OfficeCore Business Solutions  
Radloff Resources  
Signarama Surrey  
Sunrise Poultry Processors Ltd.  
TCS Troubleshooters Computer Services Inc.

Vancouver Patrolling Security Ltd.  
Vina Sandhu of Bank of Montreal  
West Central Building Supplies Ltd.  
White Rock Courier Ltd.  
World Travel Centre Ltd.  
Zoe Leung of BMO Bank of Montreal

## JULY:

0773132 BC Ltd.  
Aura Spa & Beauty Services  
Back & Body Basics Chiropractic  
Can Pacific Business Pages  
Canadian Blood Services  
Davron Marketing  
Dendoff Springs Ltd.  
Furniture Land  
Kotler van den Brink & Co  
Life'nWealth Financial Corp.  
Oracle Management & Marketing Consultants  
Pacific Waste Reduction Corp  
Plastec Div of BRC Industries Ltd.  
Quality Inn  
Sanderson Concrete Inc  
Shred-it  
Social Influence Marketing Inc.  
Surrey Dental Hygiene Clinic  
Suva Spray Tan Studio Inc.  
Unique Drafting Services Ltd.

## RECEIVE \$100

Know someone that should be a member of the Surrey Board of Trade? Let us know, and if they sign up successfully, you'll receive a \$100 SBoT credit. Contact Indra, Ben or Zinnat for more info: 604.581.7130.

## JOIN THE SURREY BOARD OF TRADE

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.

## ONGOING SPONSORS

<b>Sheraton Vancouver Guildford Hotel</b>	<b>604.582.9288</b>
<i>Official event sponsor for the Surrey Board of Trade.</i>	
<b>Arts Council of Surrey</b>	<b>604.585.2787</b>
<i>Official artwork supplier for the Surrey Board of Trade office.</i>	
<b>Canadian Springs</b>	<b>604.764.0608</b>
<i>Official supplier of bottled water for the office</i>	
<b>One Bean Coffee</b>	<b>604.897.6551</b>
<i>Official coffee and tea sponsor</i>	
<b>Charter Bus Lines of British Columbia</b>	<b>604.940.1707</b>
<i>Preferred Coach Supplier</i>	



### ATTENTION Business Professionals, Executives, General Practitioners, Specialists and Surgeons

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**Contact: John Tierney [jtierney@larkgroup.com](mailto:jtierney@larkgroup.com) 604-576-2935.**





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- Ultra light-easy to carry
- Automatic or manual control



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- Extra fast F2.0 zoom lens
- 720P HD video



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## Canon 7D 15-85IS Zoom Kit

- Blazing fast auto focus
- 8 frames per second
- Full HD movies at 30 FPS
- 18 MP resolution
- Solid magnesium alloy body



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## Canon T2i 18-55IS

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- Advanced Live View
- HD movies
- Ultra light - easy to carry
- Automatic or manual control



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- Full HD movies at 30 FPS
- 18 MP resolution
- Solid magnesium alloy body



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