



Association of
Chinese
Canadian
Entrepreneurs
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Entrepreneurs News

Summer 2009

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Message from the President

Dear members,

Greetings from ACCE! On behalf of the board of directors, I am pleased to report to you some of the highlights of ACCE activities in spring 2009.

I was very pleased with the 13th Annual Chinese Canadian Entrepreneur Awards Gala that was successfully held on April 4, 2009 and attended by over 760 people. This year's highlight of the honourable VIP guests include 3 levels of government officials namely the Minister of Finance Jim Flaherty and his wife MPP Christine Elliott, The Minister of Industry Tony Clement, Senator Vivienne Poy, Minister Harinder Takhar of Ministry of Small Business and Consumer Services, Minister Michael Chan of Ministry of Citizenship and Immigration, Mayor Frank Scarpitti of Markham, Mayor Tony Van Bynen of Newmarket, Mayor Brian McMullan of St. Catharines, Madam Taoying Zhu of the Consulate General of the People's Republic of China, Ms. Maureen Siu of Hong Kong Economic & Trade Office and lists never end. As part of our mission to promote social responsibilities, we also have given out donations to 5 difference Charities namely Carefist Foundation, 500 Club Norman Bethune Medical Relief Fund, Parkinson Society Canada, Southlake Regional Health Centre Foundation, and Hospice Thornhill.



In April, our Networking to Learn Seminar focused on business location selection. Mr. Jack Lee of T&T Supermarkets, and Sylvie Lanchance of First Capital Realty Inc, provided their knowledge on business location selections, business opportunities in Ottawa, and entrepreneur's decision criteria for business venture expansion. Over 100 members and guests attended the seminar at LaRosa Banquet Hall, enjoying good food while socializing and learning valuable business insights.

In May, the Business Forum was a success and attracted over 200 attendees to listen to our awards winners sharing their success stories, followed by the business networking and booths participated by many community partners including Canada Border Services Agency, Canada Revenue Agency, Public Works and Government Services Canada, Canada-Ontario Business Service Centre, Enterprise Toronto, Markham Small Business Enterprise Centre, etc.

In order to say thank you to all our sponsors, volunteers and winners for the Awards gala and business forum, the annual appreciation dinner was held on June 18 at Casa Victoria Banquet Hall, Markham. It was a wonderful night with a full house of over 150 people dining on delicious Chinese food, celebrating hard work, and acquainting new friends. Appreciation plaques were presented to volunteers and sponsors. Lucky draws went throughout the evening and everyone went home with one or more prizes. ACCE needs your continuous support for more success in the future.

ACCE is proud in partner with the Korea Trade Investment Promotion Agency (KOTRA) to showcase Korea IT Show 2009 to be held on 15th July 2009 at the Hilton Suite, Markham. The KOTRA serves as a bridge between Korean exporters and overseas buyers, helping its customers achieve their trade and investment goals through worldwide network of Korea Trade Centres. This year KOTRA picked Markham as host city for their IT showcase because it is Canada's High Tech Capital. Through such partnerships with other non-profit organizations, ACCE hopes to promote more bi-lateral businesses for ACCE members and the Canadian business community.

Finally, ACCE 3rd Annual Golf Classic Tournament will be held on the 16th July at Angus Glen Golf Course. Hope you all have a healthy and fun summer!

Royson Ng
President



2009 Chinese Canadian Entrepreneur Awards Gala was attended by all levels of government, dignitaries and business leaders across Canada

Lifetime Achievement Award

Dr. David C. Lam, David and Dorothy Lam Foundation

Dr. Lam was born in Hong Kong in 1923. He was brought up in a very successful Chinese household, where his Father, Dr. Lam Chi Fung, was the first President and Vice Chancellor of Hong Kong Baptist College. Known today as the Hong Kong Baptist University. Dr. Lam knew education was a very important part of one's life and without it, success would be limited. He went on to thrive in the world of education and obtained his economics degree from Lingnan University in China, then, his MBA degree from Temple University in Philadelphia. At that time, he discovered he was a candidate for the PHD Program at New York University. In 1954 he completed the advanced management program through Harvard University.

After achieving such academic success, Dr. Lam went on to have a very accomplished 18 year career in the banking industry as the Director and Chief Manager of Ka Wah Bank Ltd. It was during this time,

that he met and married his wife Dorothy and began to raise his family.

In 1967, Dr. Lam left Hong Kong to pursue his dreams in Vancouver, Canada. It was during that first year in Canada that he established the Hong Kong Merchants Association of Vancouver, which assists new immigrants from Hong Kong. In 1972, he began a new career as a real estate developer. Today, He is the honourable chairman of Fairchild Investments, a division of the Fairchild Group. From 1988 to 94 Dr. Lam became the 25th Lt. Governor of British Columbia and the first Chinese-Canadian to hold the position of the Queens representative in this country. Dr. Lam is an avid gardener and while in office, he spearheaded the revival of the grounds and gardens at the Government offices. And even helped to build a garden center devoted to Asian plants within UBC's botanical gardens.



Dr. Lam has become a renowned philanthropist, founding the David and Dorothy Lam Foundation which has supported numerous educational, botanical, musical and cultural institutions in B.C. and throughout the world. Some of those are: the Vancouver Opera, Lester B. Pearson College of the Pacific and the educational program SUCCESS.

Dr. Lam has received numerous honorary degrees from across Canada and in 1988, before becoming Lt. Governor, was even awarded the Prestigious ORDER OF CANADA, subsequently upgraded to Officer of the Order of Canada.

Entrepreneur of the Year

Helen Ching-Kircher, Downtown Fine Cars Inc.



Helen Ching-Kircher is the President and Chief Executive Officer of Downtown Fine Cars Inc. The company was established by Helen's husband, Dr. Peter Kircher 23 years ago in Toronto.

DFC offers Porsche, Audi and Infiniti luxury cars to a discriminating clientele. It has 100 employees at three locations: Audi Uptown in Markham and downtown Porsche and its new Infiniti flagship store, both in the Distillery District.

Helen strives for perfection in her business. She travels continually to each dealership, meeting with her teams, inspecting premises and greeting customers. Helen knows that her company is only as strong as its people. She promotes staff strengths; she offers advancement; she cultivates talent. And, her success has not gone unnoticed. In fact, Audi Uptown Markham was chosen the #1 dealer in Ontario; Downtown Porsche received the prestigious "Premier" dealership designation – one of a handful in North America; her Infiniti dealership leads others across the country in sales and service.

Helen makes a real effort to give back to the community. She never fails to promote new directions in health innovation, research and in the life and well being of Toronto's Chinese community. A member of the Board of Governors of Mount Sinai Hospital, Helen has been named a Member of the Board governing the Yee Hong Centre for Geriatric Care. She makes annual donations to the York University scholarship Foundation, Women's Cancer Research Centre of the Princess Margaret Hospital Foundation and the Arthritis Research Centre Foundation of Toronto General Hospital.



Award of Merit Johnny Yiu, Duvet Comfort Inc.

Duvet Comfort Inc. specializes in the design and production of down outerwear.

Toronto-based designer and entrepreneur Johnny Yiu started his career at a young age helping his family's business in Asia. In 1986, Johnny founded Duvet Comfort Inc. with three employees as a manufacturer for major labels. In 2003, he began designing his own luxury "Johnny Yiu" label and today employs 75 people.

Duvet Comfort Inc. is famous for its down-filled coats and is a leader in fashion-meets-function outerwear. In 2008, the company launched its "Canadian Spirit" line with The M Coat, a coat specially designed for mothers-to-be. It is a unique convertible 3-in-1 jacket that converts from a fashionable Maternity coat to a hip Mama coat; and back to a regular fitting Myself coat. The innovative M Coat was showcased at the Babytime Show in Toronto and featured on Breakfast Television, Cityline, CTV, OMNI Television and SavvyMom Today. The company's Toronto Maternity, EvyMaMa, My Bump, Andrews and Holt Renfrew. Their down coat for people in wheel chairs has won the DX Awards for Winter & Fashion Design and the company is now as one of Canada's 50 fastest growing companies.

Best International Business

Dr. Pui Ling Chan, SkyWave Mobile Communications

Founded in 1997, SkyWave Mobile Communications designs, manufactures and exports satellite terminals and is a global supplier of Inmarsat's D+/IsatM2M network satellite services.

Under Dr. Pui Ling Chan and his team, revenues have grown over 10 times and are still growing at 10% annually. SkyWave employs over 80 employees with its main operations in Ottawa and offices in Brazil, Mexico and Hong Kong. It operates its own D+/IsatM2M network over Inmarsat's international satellite constellation with satellite stations in New Zealand and the Netherlands. To-date, SkyWave has sold over 150,000 terminals and in 2008 alone, processed over 240 million messages! The company sells through a solid network of over 170 Solution Providers in more than 45 countries.

SkyWave's management is focused on staff training and development. It believes investment in its employees will help ensure future success of the company. In fact, it encourages top employees to attend Queen's University Executive Management program.

To help the community, SkyWave is a major supporter of a new gymnasium for an orphanage in Brazil. It and its employees also regularly make donations to many different charitable organizations such as the United Way and World Vision Canada. The company also offers co-op programs to students at Carlton University, University of Ottawa and University of Waterloo.



Minister of Finance Jim Flaherty, presented greeting message from The Prime Minister Stephen Harper to ACCE president Royson Ng

President of ACCE Royson Ng, Member of Parliament Richmond, Alice Wong and Minister of Industry Tony Clement at CCEA 2009



Most Progressive Award Mr. Herman Yeh, Northern Micro Inc.

Innovation, quality, social responsibility, skilful management - these are the tools Herman Yeh used to build Northern Micro into a company of over \$50 million in sales in 20 years.

In the 1980s, Northern Micro sold stand-alone microcomputers to small and medium sized businesses. As prices for PC's declined, Herman and his team began incorporating new technology and product offerings into their lines. In addition, the company also shifted its target to large enterprises such as the Federal government and education sectors. The result? Northern Micro became a leader in computing solutions and even included as one of Canada's 100 fastest growing companies for five consecutive years.

As it grew, Northern Micro was determined to reduce or eliminate environmentally hazardous materials in its products and now includes, in the way it operates, a "reduce, reuse and recycle" end-of-life model to improve energy efficiency.

Mr. Yeh recognizes that continuous improvement cannot succeed without a knowledgeable happy staff and places high value on training and development. In fact, the company increased its manufacturing efficiencies after its management took training in lean manufacturing. And, over 30% of the employees have been with the company for over 12 years, 70% more than 5 years.



Best Community Service Award Dr. Ying Lu, Dr. Ying Lu Medicine Professional Corporation

"Everyone has a responsibility to make the world we live in a better place." Accordingly, in 2003, Dr. Ying Lu established her company to fulfill that belief.

Dr. Lu understands the helplessness often experienced by blind patients and brings her superb medical skills to help people see and improve the quality of their lives. Backed by a team of dedicated, professional staff, Dr. Lu provides eye care services, medical consultations and surgical treatments to patients with eyesight problems and is known throughout the world for those skills.

But her dedication doesn't stop there. Dr. Lu also volunteers her skills and services to a number of different organizations including Scadding Court Community Centre, Carefirst Clinic and Orbis International Medical Volunteer Faculty. She supports a variety of cultural and sporting events, including a golf tournament, a martial arts

competition and a Chinese arts and literacy contest for youth.

Dr. Lu has been invited on numerous occasions to lecture and train medical professionals throughout Canada and abroad. She delivers free educational seminars to the Canadian Diabetic Association, and is a regular contributor to the Chinese Medical Journal.

Dr. Ying Lu has also received numerous awards including Best Cataract Surgeon in Canada, Best Medical Speaker, The Alcon Award for Orbis Mission to eliminate blindness. She is also rated one of the top 20 eye surgeons in Ontario.



Past winners of
Chinese Canadian
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at CCEA 2009

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Most Innovative Award

Jean Eng and Kristen Ma, Pure + simple

Their vision to offer a healthier, more holistic approach to beauty led Jean Eng and Kristen Ma, a mother-daughter team to open Pure + simple in 2000. Their mission is to provide clients with the purest of ingredients in their make-up and skincare products and at the same time, offer a total mind body experience. That they do!

Now in four locations including the Yonge-Eglinton area and Yorkville, Pure + simple was the first spa to specialize in natural skincare products complemented with a holistic perspective to skin regime - Ayurvedic skincare. Their make-up is 100 % mineral based with no preservatives or dyes. At the same time, it offers both sun protection and camouflage, especially important for blemishes, rosacea or other chronic conditions. Jean and Kristen can customize the tone of their blush for clients and will even name that tone after them. For the environment, they also take pains to use only recyclable bottles and also offer a bottle re-fill program.

Pure + simple has been featured in Elle, Flare, The Globe and Mail, the National Post. It has been voted as the best facial spa by NOW magazine's Best of Toronto, Toronto Life and Toronto Life Fashion and, celebrities such as Karen Kain and Hilary Duff frequent them. And, their products have now become so popular that they are sold on-line and even to other spas.



Best Start Up Business

Amanda Collucci, Clean 4Me



Amanda Collucci who established Clean4Me over two years ago observes "It all starts with a dream. Let go of your fears, doubts and disbeliefs. Be courageous, embrace change and start believing in your dream ... because you are living it."

Clean 4 Me is a cleaning service headquartered in Markham It targets its activities at the residential and small/ medium size businesses.

Since inception, Clean 4 Me has seen tremendous growth. It has averaged about 10% monthly sales increases and now plans to double that by 2010. Its competitive advantage can be seen in the superb professionalism found in the delivery of its service.

The objectives Amanda set for the first three years of Clean 4Me were:

- To establish the Clean 4Me business through strong cash flow
- To grow the Clean 4Me brand nationally and then internationally through a proven business system offered to franchisees .
- To leverage existing cleaning service prospects and customers to position and up-sell more profitable services like carpet cleaning and other services in the longer term.
- To be recognized as an international leader in the residential /commercial cleaning service industry.

Upcoming Events

Date	Events
July 16	ACCE Golf Classic 2009 at Angus Glen Golf Course, Markham
September 24	ACCE Annual General Meeting at Casa Victoria, Markham
October 24	Economic Outlook and Path to Success for New Canadians Symposium - ACCE in Partnership with BMO Bank of Montreal at BMO Institute of Learning
November 19	ACCE Networking at Brilliant Chinese Restaurant, Markham
December 10	Christmas Celebration at Casa Victoria, Markham



- ▶ ACCE President Royson Ng presented appreciation plaque to title sponsor: Mrs. Lesley Lawrence of BDC
- ▶ Cheque presentations to five charities: Southlake Regional Health Centre Foundation, Hospice Thornhill, CareFirst Foundation, Parkinson Society Canada and 500 Club Norman Bethune Medical Relief Fund



ACCE president Royson Ng (middle) presented certificates to speakers Ms. Sylvie Lachance (right) and Mr. Jack Lee (left) at our April's monthly networking

▶ Scholarship winners with presenter Mr. Phil Sorgen (left), president of Microsoft Canada and Mr. Royson Ng (right), president of ACCE



Sponsors, exhibitors at ACCE Business Forum 2009 ▶

◀ ACCE Business Forum 2009



▲ Volunteers, sponsors, winners, members and guests at appreciation dinner 2009 at Casa Victoria

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