

Message from the President

With the long sunny days and soaring temperatures, summer is surely upon us.

Since the last edition of Entrepreneur News, we have had our annual ACCE Chinese Canadian Entrepreneur Awards Gala and the ACCE Diversity Business Forum. Firstly, the Awards Gala was held on April 14, 2012 at the Hilton Suites Hotel and Conference Centre in Markham. The Gala is ACCE's signature annual event, and this year's Gala was an unqualified success. Many prominent political and business leaders in our community were amongst the 800 guests who were in attendance. Like previous years, there was an abundant pool of nominees comprised of extremely high-caliber and successful entrepreneurs from coast to coast. Our independent judging panel worked tirelessly on the challenging task of reviewing the numerous deserving nominees and selecting this year's impressive batch of winners. I want to extend our heartfelt congratulations to the winner in each of the nine awards categories, especially Dr. G. Raymond Chang, the recipient of the 2012 ACCE Lifetime Achievement Award. To learn about each of our award winners, please visit our website, www.acce.ca.

Then, ACCE Diversity Business Forum was held on June 2, 2012 at the Scarborough Civic Centre. The event was well-attended by over 300 guests, who were educated and edified by the winners' success stories panel and various informational sessions exhibits. The theme of this Business Forum was diversity and multi-ethnic marketing.

Looking ahead, the ACCE Golf Classic, which has always been one of our most popular events, is just around the corner. It will be held at the Angus Glen Golf Club on July 10, 2012. I hope to see you on the links for a great day of fun, food, draws, and networking. There will be great prizes to be won with the longest drive and the closest to the pin contests, to name a few.

In previous editions of Entrepreneur News, I have been giving you updates on our most exciting initiative to date – ACCE's West Coast Expansion. This October 11, we will be hosting a 2012 ACCE West Coast Gala at The Fairmont Waterfront, Vancouver, BC.

Of course none of these events will be possible without the support of various stakeholders such as our sponsors, volunteers, staff, various levels of government, and the media. I wish to thank everyone for their continuous support.

On behalf of ACCE's board of directors and staff, I want to wish everyone a very safe and enjoyable summer. I look forward to seeing you at the upcoming ACCE events.



Alan Kwong

Alan Kwong
President



▲ ACCE President Alan Kwong presented an appreciation plaque to title sponsor BDC, accepted by Peter Lawler, Senior Vice President, BDC.



▲ All winners, sponsors, guests and ACCE Directors at 2012 ACCE Chinese Canadian Entrepreneur Awards Gala.

Jamaica-born Dr. G. Raymond Chang is the immediate past Chair of CI Financial, one of Canada's largest investment management companies. Besides being a business leader and noted philanthropist, he is also actively involved in the community life of Toronto, Canada and Jamaica.

Since 2006, he has served as the Chancellor of Ryerson University. His appointment as Chancellor capped his many years of support for the university, including a generous gift to its School of Continuing Education which now bears his name. He received an honorary doctorate from Ryerson in 2005.

Dr. Chang's entrepreneurial skills were already apparent at the tender age of 13, when his mother, who managed the sweets division of the family bakery business, asked him to help the firm's 70 sales representatives boost fruit cake sales. He perceptively noted that the selling price for one-pound cakes was too steep for most Jamaicans, and suggested cutting the cakes into eight slices and selling them individually. As a result of this as simple and effective solution, sales and revenues and profits both increased.

Dr. Chang explains his background this way: "I am Jamaican by birth, Chinese by heritage and Canadian by choice." He proudly states that the family business in Jamaica opened his eyes to the advantages of diversity

and integration when it combined with two major rivals in 1955 to form Consolidated Bakeries, which was the island's largest for many years. Of the two rivals, one was owned by a native Jamaican and the other by two expatriate Canadians.

Looking back on the merger, he says it was "almost visionary" since it was among the first multi-racial business ventures in Jamaica before it gained independence in 1962. It was also a sound business decision. The new company prospered by reaping the benefits of lower-cost, larger-scale production in a small but competitive market.

Dr. Chang's current interests focus on healthcare. He is a board member of the Toronto General & Western Hospital Foundation. He endowed the Gladstone and Maisie Chang Chair in Teaching of Internal Medicine, named after his parents, at the University Health Network and set up a fellowship to train West Indian doctors. As well, he recently made an extraordinary gift to the Centre for Addiction and Mental Health. In addition, he is a Governor of the Royal Ontario Museum (ROM).

Dr. Chang remains a generous benefactor and champion of continuing education and young-adult learning in the Caribbean and Jamaica by supporting his alma mater high school, St. George's College and funding a chair in

Lifetime Achievement Award Dr. G. Raymond (Ray) Chang



Mr. Alan Kwong, President of ACCE, John Man, VP Asian Commercial Financial Services and Tina Sarellas, Regional VP, Commercial Financial Services, RBC Royal Bank presented the Lifetime Achievement Award to Dr. G. Raymond Chang.

family medicine at the University of the West Indies (UWI). In 2003 he received the Prime Minister's Medal of Appreciation for Service to Jamaica. UWI bestowed on him an honorary doctorate in 2007.

Dr. Chang believes in the best of the human spirit, that we all have the ability to extend ourselves well beyond our boundaries, whatever they may be and wherever we may be.

Entrepreneur of the Year Mr. Shawn Qu, Canadian Solar Inc.



Ms. Kam Lo, District VP, Markham District, TD Canada Trust presented the Entrepreneur of the Year Award to Mr. Shawn Qu, Canadian Solar Inc.

Canadian Solar Inc., which was founded in 2001 by Dr. Shawn Qu, manufactures and sells solar products that convert sunlight into electric power. Driven by his interest in sustainable and affordable green energy technology, Dr. Qu, recognized an opportunity to help needy countries and fill a void in the alternative fuel industry.

His first commercial product was a small solar battery charger for automobiles. Initial sales exceeded \$3 million dollars in the first year. The success of that charger helped to fuel Canadian Solar's growth and expansion, which led the company into the development of solar systems for residential and commercial properties. In 2006, the company launched its Initial Public Offering.

To ensure that Canadian Solar remains a leader in the solar industry, the company reinvests significant money and time into research and development. The research and development department employs over 150 scientists and engineers with solar industry experience from all over the world.

Today, Canadian Solar is one of the world's largest manufacturers of solar modules with annual revenues of over 1.3 billion dollars.

In addition to developing solar technologies, Dr. Qu is also an environmentalist and philanthropist. Canadian Solar recycles 94% of its production waste at its Guelph Plant and most recently made a large donation to the Japanese earthquake and tsunami victims.

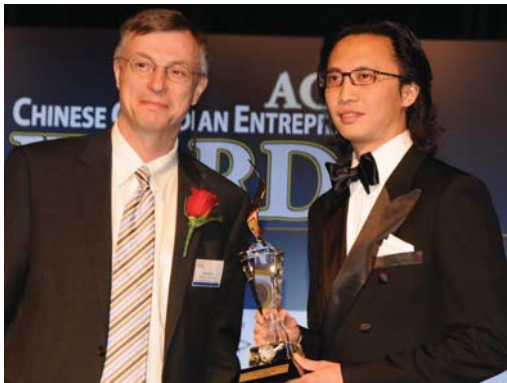
Mennie Canada Limited is a door manufacturing company headed by its President, Irwin Li. Irwin believes that being innovative is the best strategy in the competitive marketplace. A prime example of this is when Mennie developed laminated veneer lumber, making it one of the strongest man-made wood materials ever invented. They also invented an innovative coating material which seals the fiberglass door skin and protects it from moisture. With these inventions, Mennie was able to solve the warping problems caused by extreme weather conditions which were common to fiberglass doors for many years.

With 60% of the market share, the company has grown to become one of the largest fiberglass door and hardware suppliers in Canada.

Their products are being installed in homes all across Canada and are being sold nationwide through distributors to Home Depot, Rona, Home Hardware, Sears and Direct Buy.

Mennie Canada has set their standards high for the industry. The company believes customer service and reliability are paramount, and are what set them apart from all the rest.

Award of Merit Mr. Irwin Li, Mennie Canada Limited



Mr. Keith West, Assistant Deputy Minister, Ministry of Economic Development and Innovation presented the Award of Merit to Mr. Irwin Li, Mennie Canada Limited.

Best International Business Award Mr. David Lee Kwen, Misty Mountain Specialties

Summer 2012



Misty Mountain Specialties is an internationally renowned business that grows and markets several types of popular mushrooms in Richmond, British Columbia. Founded in 1997 by David Lee Kwen, Misty Mountain Specialties provides the domestic and international market with the largest and best quality selections of fresh wild and commercially grown specialty mushrooms like Enoki, Portobello, Matsutake, and Chanterelle.

In addition to supplying the Canadian home market, Misty Mountain Specialties sells and exports its mushrooms to countries throughout the world, including Europe, Asia, the United States and China.

Misty Mountain Specialties also offers specialty greens such as pea shoots, sea asparagus and black garlic. David is quite the innovator and stays abreast of the latest trends and culinary delights in the food industry.

In 2010, Misty Mountain Specialties was selected as one of British Columbia's top 25 exporters by the Canadian Manufacturers & Exports and the BC Ministry of Tourism Trade and Investment.

Mr. David Kuo, Head of Branch Network, Ontario, HSBC Bank Canada presented the Best International Business Award to Mr. David Lee Kwen, Misty Mountain Specialties.

Best Asia Pacific Business Award Mr. Dennis Wong and Ms. Samantha Wong, AIP Seafood Company

The Wong family owns and operates AIP Seafood, one of the most successful seafood providers for both the Chinese and mainstream markets in Canada.

In 1989, five young siblings from the Wong family and their father decided to start a frozen seafood business in Toronto. As the Chinese population began to grow, the Wongs saw an opportunity to enter the highly competitive world of the Chinese grocery business and formed AIP Seafood.

They now operate a 380-acre fish pond in China to grow different species of fish. They have also set up a quality control and product sourcing office in Hong Kong. Today, 70% of their seafood products are sold in the mainstream

markets to clients like Metro and Loblaws. Their sales have tripled over the past 10 years.

From their 15,000-square-foot warehouse in Toronto, AIP pioneered a new way to package frozen fish by using a state of the art vacuum/skin sealing process and developed products like King Basa Filet.

AIP Seafood has demonstrated the ability to adapt to change, to provide excellent customer service, to fully utilize their connections in Asia and to develop new leading edge products in the seafood business.

Ms. Gloria Lo, Director, Hong Kong Economic & Trade Office presented the Best Asia Pacific Business Award to Ms. Samantha Wong and Mr. Dennis Wong, AIP Seafood Company.



Most Progressive Award Mr. Eddie Rei and Ms. Helen Rei, Triumph Express Service Canada Inc.



Triumph Express Service Canada Inc. was founded by Harvey Rei in 1988. Triumph Express started as a freight forwarder who specialized in Full Container Imports, with a strong reputation as a leader in Asia with traffic to Canada.

Adapting to the changing landscape of global transportation, Triumph has evolved into a full service provider by offering North-America-wide logistics, warehousing and custom brokerage services. Triumph experienced double digit growth of revenue from last year.

Mr. Peter Brown, National Leader and Managing Partner, Private Company Services, Deloitte & Touche LLP presented the Most Progressive Award to Mr. Eddie Rei and Ms. Helen Rei, Triumph Express Service Canada Inc.

Today, Triumph has grown into one of the most successful logistics companies in Canada with over 50 employees providing the following services: ocean and air freight for international transportation, ground transportation, warehousing and consultation. It also offers in-house customs services and can plot customers routes ensuring their shipments stay on course.

Triumph has become an international company with agencies and offices throughout the world including locations in Canada, Asia, China, South America, Europe, USA, the Middle East, India and the UK.

The ONE Gallery is owned and operated by artist William Ho, and features beautiful works of art for purchase, rental and commission. Mr. Ho's business also includes art consultation and private, group art classes and workshops.

In addition to his fine works of art, Mr. Ho is heavily involved in many philanthropic projects locally and internationally, which includes hosting art exhibitions, auctions and special events to raise funds for laudable causes such as The orphans of Kenya, The Teresa group of the Hospital for Sick Kids, Canadian Blood Services, Mount Sinai Hospital, senior homes and special needs education institutes throughout Ontario.

One of his art pieces entitled "One Heart Beat" has been installed at the United Nations Headquarters in New York and in different cities and landmarks.

Mr. Ho is the creator and designer of the One Heart Beat Award for the UN Family which have been presented to Ban Ki Moon, the Secretary General of the UN, heads of state and Nobel Peace Prize Recipient Bishop Desmond Tutu. In addition to being a wonderfully talented and crafty artisan, Mr. Ho is also a altruistic and noble humanitarian.

Ms. Maureen Tang, Director, Sales and Marketing, Ming Po Daily News, presented the Best Community Service Award to Mr. William Ho, The ONE Gallery.

Best Community Service Award Mr. William Ho, The ONE Gallery



Dan Liu attended the renowned AOYAMA Fashion College in Tokyo in 1997, where he studied Fashion Design and Marketing. During his stay in Tokyo, he began to realize his desire to create fashion and founded Tatsuki Inc.

Inspired by its Japanese name – Tatsuki, which means “Bright Dragon” – the collection is youthful but retains a sense of elegance. Dan focuses on creating clothes that are both unique and wearable, always aiming to provide women with passion and confidence.

Dan's designs are now highly sought after, and can be found at Holt Renfrew in Canada, The Isetan Group in Japan, Hugo Boss in the U.S. Starting this spring, they will be available across Canada at one of the largest department stores – The Bay.

Dan's designs have received numerous accolades including: The AT&T Fashion Award as one of the top ten Canadian Fashion Designers in 2001, the illustrious Best Fashion Designer Award at the Tokyo Fashion Festival in 2004 and the Creative Award, Fuji Television, Japan in 2009.

In addition to fashion design, Dan's innovative wardrobe storage/cleaning/design/shopping service in Japan has been gaining momentum since its inception a year ago.

Throughout his career in the fashion industry, Dan is known not only for his creative designs, but also his perseverance to develop a clothing label in the competitive world of fashion and his never give up attitude. Dan's motto is if you want to be a true designer, you can't design - you invent.



Most Innovative Award Mr. Dan Liu, Tatsuki Inc.



Mr. Bobby Sahni, Senior Manager of Multicultural Marketing, Rogers Communication Inc. presented the Most Innovative Award to Mr. Dan Liu, Tatsuki Inc.

Best Start-up Award Mr. Edward Yao, TeamBuy



The inspiration for TeamBuy came when founder Edward Yao took a summer vacation in China, where he noticed a group of people bartering with vendors in order to get a bigger discount. In 2009, he developed this concept for internet and was the first to market the idea in Canada.

Teambuy uses the Chinese group-buying concept of “tuangou” to obtain discounts for clients on the internet. The discounts obtained by TeamBuy using this method

typically range from 50 to 90 percent off the items' regular retail price, and the available items include electronics, gadgets, food, and vacations.

After just two short years, TeamBuy now operates in 16 Canadian cities including: Toronto, Montreal, Ottawa, and Vancouver and has more than 140 employees across the country. They are currently expanding their headquarters in downtown Toronto.

Mr. Bill Wu, Managing Director & Head of Commercial Banking, BMO Bank of Montreal presented the Best Start-Up Award to Mr. Edward Yao, TeamBuy.

The TeamBuy website, www.teambuy.ca has more than 1 million subscribers and was ranked in the top 100 websites in Canada, third only to Groupon and Dealfind.



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1-3. The 16th Annual ACCE Chinese Canadian Entrepreneur Awards was held on April 14, 2012 at Hilton Suites.

1. ACCE President, Mr. Alan Kwong (centre) presented donation cheques to charities – Mr. John Chan from Canadian Diabetes Association Toronto Chapter and Mr. Douglas Peng from York Region Abuse Program.

2. Presentation of appreciation plaque by ACCE President Alan Kwong to keynote speaker, The Honourable Philip S. Lee, 24th Lieutenant Governor of Manitoba.

3. Group photo of VIP guests and sponsors at the Cocktail Reception (from left to right): Mr. Stephen Siu, Assistant Director of Public Relations, Hong Kong Economic & Trade Office; Mr. David Kuo, Head of Branch Network, Ontario, HSBC Bank Canada; Ms. Gloria Lo, Director, Hong Kong Economic & Trade Office; Mr. Peter Brown, National Leader and Managing Partner, Private Company Services, Deloitte & Touche LLP; Ms. Maureen Tang, Director of Sales and Marketing, Ming Pao Daily News; Mr. Steve Ho, District Vice-President, North Scarborough & South York, CIBC; Consul General Fang Li, People's Republic of China in Toronto; Mr. Alan Kwong, President of ACCE; The Honourable Philip S. Lee, Lieutenant Governor of Manitoba; Mr. Peter Lawler, Co-Chair of 2012 ACCE Chinese Canadian Entrepreneur Awards & Senior Vice-President, BDC; Ms. Tina Sarellas, Regional Vice-President of Commercial Financial Services, RBC Royal Bank; Mr. John Man, Vice-President of Asian Commercial Financial Services, RBC Royal Bank and Ms. Kam Lo, District Vice-President of Markham, TD Canada Trust.

4. Group photo with sponsors, ACCE past award winners and Honourable Michael Chan (Front Row, Left 4) at ACCE Winners' Club reception and dinner held on May 8, 2012 sponsored by BDC.

Upcoming Events

Thursday, September 20, 2012
ACCE Annual General Meeting

Thursday, October 11, 2012
2012 ACCE West Coast Gala

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1. 2012 ACCE West Coast Diversity Networking was held on May 17, 2012 at River Rock Casino Resort, Richmond, BC. (Front row left 1 & 2): Councillor Tony Tang, City of Vancouver; Councillor Chak-Kwong Au, City of Richmond; (Front row left 5): Ms. Gloria Lo, Director, Hong Kong Economic & Trade Office; (Back row right 1): Joshua Huen, event chair, 2012 ACCE West Coast Diversity Networking.



2. The ACCE West Coast committee members visited Mayor of Saskatoon in May. (Left 5): His Worship Donald Atchison.

3. "The Ultimate B2B Networking Expo" was held on May 24, 2012 at Source Office Furnishings. ACCE was pleased to partner with Markham Board of Trade and Source Office Furnishings in this event. (Left 5): Joanna Grindley, Source Office Furnishings.

4. Sponsors, speakers, ACCE directors at 2012 ACCE Diversity Business Forum held on June 2, 2012.

5. All ACCE Directors, members, volunteers and guests at 2012 ACCE appreciation dinner held on June 14, 2012 at The School. (Second row left 8 and 9): Mayor Frank Scarpitti and Councillor Carolina Moretti, Town of Markham.



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