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# Entrepreneurs NEWS

Summer 2018

Published by Association of Chinese Canadian Entrepreneurs  
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## Message from the President

The long sunny days and soaring temperatures signal the much anticipated arrival of summer. Since the Spring edition of Entrepreneur News, there have been many exciting events at ACCE.

First and foremost, the 22nd annual ACCE Awards Gala, which was held on March 24, 2018 at the Metro Toronto Convention Centre, Toronto, was an unqualified success. Our signature event attracted over 1,000 guests including prominent political, business and community leaders. I extend heartfelt congratulations to this year's impressive group of awards winners, which were chosen from an abundant pool of extremely high-caliber entrepreneurs nominated from coast to coast. I especially wish to congratulate and acknowledge Dr. Brandt Louie for being the recipient of the 2018 ACCE Lifetime Achievement Award.



On April 19, 2018, we welcomed the newly-minted award winners at a Winner's Club dinner at The School Fine Dining in Markham. They joined past winners from the previous twenty-one years for an evening of great networking and sharing of insights. I wish to thank BDC for being the title sponsor of the ACCE Awards and for this Winner's Club event.

The 2018 award winners then shared their success stories and helpful tips at the ACCE Business Forum sponsored by National Bank. Over 200 guests were in attendance on May 5, 2018 at the North York Civic Centre for this event, and all richly benefited from the panel discussion and exhibits.

Building on the success of the last Entrepreneurship Hackathon, two more Hackathons which featured discussions in open and informal atmospheres were held – first on May 24, 2018 at the Pinnacle Hotel Harbourfront in Vancouver, BC and next on June 7, 2018 at Symposium Café Restaurant and Lounge in Markham. I want to thank the Chair of the ACCE West Coast Division, Toby Chu for his invaluable contributions to the Vancouver event. I also want to thank Rogers Communications for being the sponsor of the both events.

Rounding up a very busy few months, ACCE co-presented the "Doing Business with China in 2018" seminar with the City of Markham on May 30, 2018 at the Markham Civic Centre, a new initiative under our expanded China focus. We were pleased to witness the signing ceremony of the Zhanjiang delegation at our event as well as sharing of insights and know-hows by Canadian, China and Hong Kong government representatives as well as business industry partners.

Looking ahead, the ACCE Annual Golf Classic will be held on June 27, 2018 at the beautiful Angus Glen Golf and Country Club. The next Annual General Meeting and Appreciation Dinner will be held on September 6, 2018 at Golden Palace Banquet Hall in Richmond Hill. Of course, none of these events would be possible without the support of various stakeholders such as our sponsors, members, volunteers, staff, various levels of government, and the media. I wish to thank everyone for their continuous support.

I wish everyone a very safe and enjoyable summer, and look forward to seeing you at the next ACCE event.

Kevin Au-Yeung  
President

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2018 AWARDS  
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# Past Events Summer 2018

## Lifetime Achievement Award

Dr. Brandt C. Louie, H.Y. Louie Group

Dr. Brandt C. Louie is one of the most respected business entrepreneurs and philanthropists in Canada. Owner of the H.Y. Louie Group of Companies and London Drugs, his company, employs nearly 10 thousand people in 80 branches across Western Canada. The Vancouver-based family holding company is British Columbia's second largest private firm.

He joined the family business in 1972 using his knowledge as a chartered accountant, to help the H.Y. Louie Group grow.

As Chairman of the Tong and Geraldine Louie Family London Drugs foundation, Dr. Louie's business philosophy helped to make H.Y. Louie Co. Ltd. as well as London Drugs Ltd. huge successes. He stressed the importance of customer service, employee satisfaction, cooperation with suppliers, encouraged new ideas, and involvement within the community.

Under his leadership, H.Y. Louie Company advanced in different directions. In 1999, the London Air Services were established for personal and corporate rentals of planes. In 2002, The Sonora Resort on Sonora Island was purchased. Recently, a chain of supermarkets specializing in fresh and unique products was created – named Fresh Street Market.

Dr. Louie has served in numerous important capacities in the community including trustee for the Neuro Science Canada Foundation; Chair for the Variety Club children's charity; as well as board member of various institutions such as the Royal Bank of Canada, the Duke University Medical School, Harvard University's John F. Kennedy School of Government, Simon Fraser University and the Vancouver Board of Trade.

Dr. Louie has also received many awards including an Honorary Doctor of law' degree at Simon Fraser University



Ms. Lynn Hampson, Regional Vice President, Commercial Financial Services, Greater Toronto Region, RBC Royal Bank presented the Lifetime Achievement Award to Dr. Brandt C. Louie, H.Y. Louie Group.

where he served as Chancellor for six years, the Institute of Chartered Accountants of BC Lifetime Award, and the Queen Elizabeth Jubilee Medal.

## Entrepreneur of the Year Award

Dr. Samson Ling, Clarion Medical Technologies.

Clarion Medical Technologies was once a company that distributed only laser-based equipment. Under the leadership and management of Dr. Samson Ling, Clarion had undergone a broad transformation in 2006 to become an incredibly successful company that offers diverse products and services for various medical fields.

Dr. Samson Ling came from Hong Kong to Canada at the age of 17. He received his bachelor's and doctorate degrees in chemistry from the University of Western Ontario. He also holds a master's degree in business.

Clarion now represents more than 40 different vendors with more than 1,000 products and services for various medical fields including ophthalmology, urology, ENT,

dermatology, plastic surgery, gynecology and aesthetic treatments. Based in Cambridge, Ontario, Clarion employs 120 people in its 49,000 square feet facility.

Under Dr. Ling's leadership, Clarion has improved its ability to control the distribution channel by giving their technology partners uncontested access to the Canadian Market and maximizing their customers' profits by providing the best technology and product platforms.

Dr. Ling has also devoted much of his time to giving back to his community through his involvement with the United Way, Cambridge Chamber of Commerce and the Ontario Government.



Mr. Dero Sabatini, Vice President TD Commercial Banking, TD Bank Group presented the Entrepreneur of the Year Award to Dr. Samson Ling, Clarion Medical Technologies.

## Best International Business Award

Mr. Iain McColl, Hibar Systems Ltd.

Established in 1974, Hibar International of Richmond Hill is renowned for manufacturing batteries and precision dispensing systems for the food, cosmetic, and pharmaceutical industries.

In the late 1980s, Hibar expanded into China in order to tap into enormous Chinese market. Although there were many challenges with doing business in China, Hibar maneuvered through obstacles like patent and intellectual property infringement under the astute leadership of CEO and President Iain McColl. While local Chinese companies were trying to copy their products, Hibar was able to sustain its growth through persistence and constant innovation.

Hibar now has a subsidiary in Ningbo, China with a branch office in Foshan, China with full time staff to service their clients' needs in that region. It has over 170 employees in Canada and China. Mr. McColl visits China on a monthly basis to ensure his customers are taken care of and his team is moving in the right direction.

Approximately 40 percent of Hibar's sales are to China, another 40 percent to the US, and the remaining sales are to various countries around the world, making it a truly international company.



Mr. Rocky Lo, Director, Revenue Management & Business Development – Asia, Air Canada presented the Best International Business Award to Mr. Iain McColl, Hibar Systems Ltd.



# Past Events Summer 2018

## Best Asia Pacific Business Award

Mr. Henry Chui, Results Advertising

Results Advertising was founded by Mr. Henry Chiu in 2009 after he graduated from McMaster University in 2005 with a bachelor's degree in marketing.

Results Advertising is a full-service marketing and advertising agency which deals with various ethnic groups. As the advertising industry is very competitive and results-driven, Henry has achieved success through knowing his clients meeting their needs, and exceeding their expectations.

The company has offices in Toronto and Hong Kong, using

talent in both countries in campaigns in order to help Canadian businesses with branding and messaging. Some of the advertisements featuring local faces are produced in Result's studios in Hong Kong.

Results Marketing has worked with well-known shopping malls like Fairview and Markville Mall in Toronto and Markham, as well as large international corporations like Industrial & Commercial Bank, Union Pay, Hainan Airlines and Face Shop.



Ms. Kathy Chan, Director, Hong Kong Economic and Trade Office in Toronto presented the Best Asia Pacific Business Award to Mr. Henry Chui, Results Advertising.

## Award of Merit Award

Mr. Yan Wang, Gemterra Developments Corporation

Yan Wang formed Gemterra Developments Corporation in 2010. The company quickly became a very successful condominium builder in the Greater Toronto Area.

Yan came to Canada in 1999 as a computer science student, but he knew that that he wanted to pursue his aspiration to become a successful property developer. This aspiration can be traced to his hands-on experience working alongside his father in the construction industry when he was growing up in mainland China.

To that end, Yan subsequently pursued and received a civil engineering degree, a real estate license and learned

as much as he could about being a builder and developer in Canada. In 2009, he became a commercial real estate broker and obtained his MBA degree from Columbia University.

Gemterra's most recognizable condominium projects in the GTA include the Love Condos and the Joy Condos. The company is currently working on integrated community of 3,000 condominium homes, and Yan intends to expand into kitchen and flooring retail business in the near future.



Mr. Dave Wong, Regional Vice President, National Bank of Canada presented the Award of Merit Award to Mr. Yan Wang, Gemterra Developments Corporation.

## Most Innovative Award

Mr. Frank Feng, Frontop Engineering Limited

Frontop Engineering Limited was established in 2005 by Frank Feng. The company has been growing steadily in the last few years in Canada and abroad to become one of the top engineering firms in Ontario. The company utilizes their expertise of ground engineering, computer software, mechanical science and project management to deliver complete customer satisfaction.

Frontop is most known for providing engineering services in geotechnical instrumentation, real-time noise and vibration monitoring. Its own Research & Development Department successfully created a real-time control system for noise, vibration, and soil and foundation

movement which enables Frontop can carry out remote geotechnical project monitoring and mobile support.

These engineering services have been provided to clients such as the TTC, Metrolinx, MTO, the Regions of York, Peel and Halton, and the City of Toronto at project sites such as the Eglinton Crosstown LRT project, UP Express Union Station, subway stations and highways 401, 407 and the 400 extension.



Ms. Karen Nguyen, Marketing Director, Enterprise Channel Marketing, Rogers Communications presented the Most Innovative Award to Mr. Frank Feng, Frontop Engineering Limited.

## Most Progressive Award

Ms. June Zhang and Mr. Mark Chen, Dawn InfoTek Inc

Mark Chen and June Zhang, a successful husband and wife team, founded Dawn InfoTek Inc. in 1997. From its humble beginnings, their IT consulting business is now a major player in the field of financial software and technologies.

Mark and June brought their technology backgrounds and expertise when they moved from China to Canada in the late 1980s. They knew there were new technological changes in on the horizon that would impact the way banks do business and secure transactions.

Dawn InfoTek's software solutions have enjoyed success especially in the past three years. The company's workforce now consists of more than 130 full-time employees and contractors. Over 90% of their clients are from the financial sector.

Dawn InfoTek plans to enter the US market and within the next 5 years and expand internationally, focusing on China and Asia where financial institutions are becoming more sophisticated and have a need for their leading-edge software technology.



Mr. Ross Cronin, Director, Sales & Marketing Canada, Cathay Pacific Airways presented the Most Progressive Award to Ms. June Zhang and Mr. Mark Chen, Dawn InfoTek Inc.

# Past Events Summer 2018

## Best Community Service Award

Mr. Allan Sum, Mandarin Holidays

In 2008, Allan Sum went from being a vendor of travel technology platforms for travel agencies across Canada and the U.S. to being an owner of a travel agency when he acquired Mandarin Holidays in 2008.

Under Allan's leadership, Mandarin Holidays has enjoyed tremendous success with sales of over \$98 million from its numerous offices in Toronto, Vancouver, and Beijing. Aside from its work force of dedicated travel professionals, Mandarin Holidays has implemented new robotic ticketing technologies, enabling the company to remain lean, efficient, effective and highly profitable without significant investments in people and equipment.

Allan and Mandarin Holidays frequently contribute to the

community as high-level sponsors of local charities and not-for-profit organizations such as Sick Kids Hospital, Canadian Cancer Society, Mon Sheong Foundation, CareFirst Senior Services, and Vision Youth. In the past 3 years, they have assisted and donated over \$100,000 to local charities and fundraising events.

Aside from monetary donations, Allan has also given his time and talents through community involvement. For the past 2 years, Allan has served as co-chair of the Mon Sheong Foundation Annual TV Telethon, and currently serves as a director on the CareFirst Foundation Board and Vice President of the TESTT Charitable Foundation Board.



Ms. Carol Cheng, Assistant Marketing Manager, Ming Pao Daily News presented the Best Community Service Award to Mr. Allan Sum, Mandarin Holidays.

## Best Start-up Award

Mr. Eugene Chan, The Captain's Boil



Mr. Aurel Lonian, Vice President, Commercial Banking, BMO Financial Group presented the Best Start-up Award to Mr. Eugene Chan, The Captain's Boil.

Eugene Chan is the founder of The Captain's Boil restaurant chain. Inspired by the delightful southern-inspired seafood boil during a trip to the southern U.S., he opened the first The Captain's Boil location in Canada in November 2015. The chain is now renowned for serving up great seafood and southern Cajun ambiance.

The Captain's Boil offers a unique dining experience where the food is served in a plastic bag. Instead of cutlery, patrons are given gloves in order to enjoy the seafood by hand. Bibs are also provided to the patrons to protect their clothing being accidentally soiled by the

sauces that accompany the seafood.

The chain now has more than 30 restaurants across Canada and employs more than 500 people. In order to keep up-to-date on the latest food trends, Eugene attends international food shows and, where he also promotes The Captain's Boil restaurants.

The Captain's Boil has revolutionized the way Canadians eat seafood, and has been recognized by numerous awards, including NOW Reader's Choice Award in 2016 and 2017.

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# Past Events Summer 2018



Mr. Kevin Au-Yeung, President of ACCE and Mr. Peter Lawler, Executive Vice President of BDC with the 2018 ACCE Award winners. (From left): June Zhang and Mark Chen, Dawn InfoTek Inc.; Henry Chui, Results Advertising; Frank Feng, Frontop Engineering Limited; Samson Ling, Clarion Medical Technologies; Peter Lawler, BDC; Dr. Brandt C. Louie, H.Y. Louie Group; Kevin Au-Yeung, President of ACCE; Iain McColl, Hibar Systems Ltd.; Allan Sum, Mandarin Holidays; Eugene Chan, The Captain's Boil and Yan Wang, Gemterra Developments Corporation.



ACCE President Kevin Au-Yeung (right) presented an appreciation plaque to Peter Lawler (left), Executive Vice President from BDC (Title sponsor of 2018 ACCE Awards Gala).



Major Sponsors, guests and Kevin Au-Yeung, president of ACCE (Front left 6) at the 2018 ACCE Awards Gala.



ACCE President Kevin Au-Yeung presented cheques to charities – Ms. Laura Syron (left 1) from the Princess Margaret Cancer Foundation and Pastor Ming Lam (Left 3) from Operation Dawn Canada.



Mr. Andy Chan, Managing Partner, Miller Thompson LLP (left 1) presented scholarships to students from various colleges and universities.



# Past Events Summer 2018



All winners, sponsors, guests, volunteers and ACCE Directors at the 22nd Anniversary ACCE Chinese Canadian Entrepreneur Awards Gala held on March 24, 2018 at the Metro Toronto Convention Centre.



Mr. Allen Lau, CEO and Co-Founder of Wattpad and the 2013 ACCE Most Innovative Award recipient delivered the Keynote speech at the 2018 ACCE Awards Gala.



Past ACCE award winners at the 2018 ACCE Awards Gala.



2018 ACCE Winners' Club sponsored by BDC was held on April 19, 2018 at The School Fine Dining. Sponsor, guests, past award winners and ACCE Board of Directors are shown.



2018 ACCE Business Forum was held on May 5, 2018 at North York Civic Centre Council Chamber. ACCE Board of Directors, advisors and guest speakers. (Front row from left): Henry Chui, Results Advertising; Allan Sum, Mandarin Holidays; Frank Feng, Frontop Engineering Limited; June Zhang, Dawn InfoTek Inc.; Iain McColl, Hibar Systems Ltd.; and Samson Ling, Clarion Medical Technologies. (Back row from left): Tom Yu; Karen Ng; Nicholas To; Wilbert Lai; Fred Lai; Mandy Zhang; Kevin Au-Yeung; Dave Wong and Edmund Tin.



# Past Events Summer 2018



2018 ACCE Business Forum sponsored by National Bank of Canada was held on May 5 at North York Civic Centre. Kevin Au-Yeung (left), President of ACCE presented an appreciation plaque to Dave Wong (right), Regional Vice President, National Bank of Canada.



2018 ACCE West Coast Entrepreneurship Hackathon was held on May 24, 2018 at the Pinnacle Hotel Vancouver Harbourfront, Vancouver, B.C. (From left): Kitty Iu; Alan Kwong; Aaron Ydenberg; Carmen Bidu; Michael Bidu; Karen Nguyen; Kevin Au-Yeung; Toby Chu; Kathy Chan, Director of Hong Kong Economic and Trade Office in Toronto; Tina Woo and Karen Ng.



Co-chairs of 2018 ACCE West Coast Entrepreneurship Hackathon: (Left 1) Toby Chu, President and CEO of CIBT Education Group Inc. and (Right 1) Kevin Au-Yeung, President of ACCE presented the appreciation plaques to the sponsors are shown. (From left 2): Steve Sohn, CIBT Education Group Inc.; Fun Chun, Dr. Power; Karen Nguyen, Rogers Communications; Katherine Wong, Ming Pao Daily News.



Co-chairs of 2018 ACCE West Coast Entrepreneurship Hackathon, Keynote Speaker and Event Sponsor are shown. (From left): Toby Chu; Charles Chang, President & Founder of Lyra Growth Partners Inc.; Karen Nguyen and Kevin Au-Yeung.



Alan Kwong, Advisor of ACCE (right) and Stanley Kwok, 2016 ACCE Lifetime Achievement Award recipient (left) presented an appreciation plaque to the Supporting Sponsor Kathy Chan (middle), Director of Hong Kong Economic and Trade Office in Toronto.



"Doing Business with China in 2018 – What's New?" seminar was held on May 30, 2018 at the Markham Civic Centre. (Front row from left): Chunming Liang, Director of Zhanjiang Foreign and Overseas Chinese Affairs Bureau and Councillor Alan Ho, City of Markham; (Back row from left): Andrew Yui, Director of Hong Kong Trade Development Council; Sue Rauth, Deputy Director, Regional Office of Trade Commissioner Service; Yaodong Zhuang, Acting Consul General of Consulate General of P.R. China in Toronto; Li Zhong, President of Zhanjiang Overseas Friendship Association; Regional Councillor Joe Li of City of Markham; Larry Hogan, CFO of Hibar Systems Limited, Kevin Au-Yeung, President of ACCE and Aihua Li, President of Bank of China (Canada).



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# Past Events Summer 2018



Co-Organizers, Keynote speakers and ACCE Board of Directors at the "Doing Business with China in 2018 – What's New?" seminar. (From left): Alan Hamm, Mandy Zhang, Kevin Au-Yeung, Andrew Yui, Sue Rauth, Larry Hogan, Aihua Li, Councillor Alan Ho, Sandra Tam, Karen Ng and Wilbert Lai.



2018 ACCE Entrepreneurship Hackathon sponsored by Rogers Communications was held on June 7 at the Symposium Cafe Restaurant & Lounge. Kevin Au-Yeung, President of ACCE presented appreciation plaque to Rogers communication representatives. (From left): Kevin Au-Yeung, Marc Yan, Karen Nguyen and Lina Cho.



Keynote Speakers (Left 2) Idris Mootee, Global CEO and Co-founder, Idea Couture Inc. and the winner of the 2010 ACCE Most Innovative Award and (Left 3) Lily Tse, Founder & CEO, Think Dirty at the 2018 ACCE Entrepreneurship Hackathon.



Sponsor, Speakers, Moderator and ACCE Board of Directors with Advisors at the ACCE Entrepreneurship Hackathon: (Front row from left): Ben Hum, Karen Ng, Lily Tse, Karen Nguyen, Idris Mootee; (Back row from left): Wilbert Lai, Sandra Tam, Mandy Zhang, Patrick Chu, Tina Woo, Royson Ng, Kevin Au-Yeung, Kitty lu, Tom Yu, Alan Hamm, Charles Wen and Anime Kee.



President of ACCE Kevin Au-Yeung welcomes new members of ACCE. (From left): Gabriel Wu, Sherwin Shao, Qing Ai, Daniel Xu, Jarrod Bogler, Kevin Au-Yeung, Yan Wang and Frank Feng.

## Upcoming 2018 Events

- |                             |  |
|-----------------------------|--|
| Thursday, September 6, 2018 | • 2018 Annual General Meeting and Appreciation Dinner<br>Golden Palace Banquet Hall, Markham, ON |
| Thursday, October 4, 2018   | • 2018 ACCE West Coast Gala<br>Fairmont Waterfront Hotel, Vancouver, BC                          |





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我教教學環境優雅，芭蕾舞教室具備世界上頂級芭蕾舞團及學校使用的專業地板，具有極好的彈性及緩衝性，可以很好地保護舞者的關節不承受任何傷害。我教學生參加考試及各項比賽，均取得优异成绩。

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# Past Events Summer 2018



ACCE Board of Directors and Advisor at the Annual Mayor's Business Address & Luncheon on May 8, 2018. (From left): Yaodong Zhuang, Acting Consul General of Consulate General of P.R. China in Toronto; Wilbert Lai, Kitty Lu, Mayor Frank Scarpitti, City of Markham; Karen Ng, Sandra Tam and Ji Peng, Vice Consul (Commercial) of Consulate General of P.R. China in Toronto.



ACCE Directors, advisor and guests at the Chinese Cultural Centre of Great Toronto Imperial Ball on May 12, 2018.



ACCE Director, advisor and guest at the Ultimate B2B Networking Expo on May 24, 2018



Hibar Annual Community Tree Planting & Barbeque was held on June 8, 2018. ACCE Board of Director, advisor and guests. (From left): Karen Ng; Mayor David Barrow, Town of Richmond Hill; Iain McColl, Hibar Systems Limited; MPP Daisy Wai; Royson Ng and Edmund Tin.

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