



Entrepreneurs News

10th Anniversary of Chinese Canadian Entrepreneurs Awards 2006 Awards Presentation Gala on April 8, 2006

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The 10th anniversary of Chinese Canadian Entrepreneurs Awards (CCEA) marked a significant milestone of ACCE. We were honored that Prime Minister, Mr. Stephen Harper gave the opening speech at the awards presentation gala. His support and encouragement to Chinese Canadian entrepreneurs were well received by the audience. There were about 700 guests, including government officials, entrepreneurs, community leaders and media present at the Hilton Suite Hotel to congratulate the award winners.

To celebrate the 10th anniversary of CCEA, we introduced a new national award - the Lifetime Achievement Award - to recognize outstanding citizens who have made significant contributions through business, humanitarian or philanthropic activities that enhanced the quality of the Chinese Canadian community. We also published a book titled "The Success Stories of Chinese Canadian Entrepreneur Awards Winners". Twenty-four award winners shared their vision and experience with readers so that readers can learn from their experience.

We recognized twelve successful entrepreneurs with a total of eight awards.

The keynote speaker of the night was Ms. Edmée Métivier, executive vice president of Business Development Bank of Canada (BDC). BDC is a crown corporation that provides a variety of financing to help and partner with entrepreneurs. We are delighted to have BDC as the title sponsor of the event.

We look forward to the CCEA 2007 on March 24, 2007 and wish you can join us at this great event.



2006 CCEA winners



Prime Minister Stephen Harper gave the opening speech



ACCE President Fred Lai with Prime Minister Stephen Harper

Chinese Canadian Entrepreneur Awards Winners 2006



Lifetime Achievement Award: Willis Louie on behalf of Late Tong Louie, H.Y. Louie Co. Limited

Tong Louie

H.Y. Louie Co. Limited

Lifetime Achievement Award

During his life, Tong Louie received countless honours including the Order of Canada, the Order of British Columbia, the Knight of the Golden Pencil Award, an honorary University of British Columbia degree and the British Columbia Entrepreneur of the Year Award twice.

Together with his 10 siblings, he helped build the family grocery supply firm, H.Y. Louie Co. founded by his father in 1899 into a solid business. Seeing the success of supermarkets over family-run stores, Tong began supplying the IGA supermarket chain in the 1950s and bought its BC operations in 1965. In 1968 he expanded further with the acquisition of the Dominion Store chain.

But his crowning achievement was transforming Vancouver-based London Drugs which he bought in 1976 and turned it into a retail giant in Western Canada. In 1979, his business acumen gained national prominence when he was invited to serve on the board of directors of the Royal Bank of Canada.

Before his death in 1998, Tong's public endowments enriched Vancouver with the Tong Louie Reading Gallery at the Vancouver Public Library, the Geraldine and Tong Louie Human Performance Centre and the Dr. Tong Louie Living Laboratory among others.



Entrepreneur of The Year Award: Jacqueline Shan, CV Technologies Inc.

CV Technologies Inc.

Jacqueline Shan

Entrepreneur of The Year Award

The fight against the common cold propelled CV Technologies to success. Its leading product, Cold FX uses the natural potency of ginseng to ease the symptoms of the cold. It's hard to believe that Cold FX and CV Technologies once had trouble getting off the ground. But since Jacqueline Shan became CEO, CV has increased its sales by more than 25 times, taking it to top spot on the TSX!

People subject to stress and weak immune systems welcome Cold FX. Studies have shown that although not a guaranteed cure for every symptom, Cold FX does reduce the severity of cold symptoms and lowers flu rates. CV is also the first to successfully complete an FDA-regulated double-blind, placebo-controlled Phase II clinical trial with a herbal product. Simply, Cold FX is proven to work. Other CV products like Cell FX, Remember FX, AD FX and Pressure FX are gaining acceptance too!

But CV's contribution does not end here. A percentage of its earnings are contributed to Rose Cherry's Home for Kids, a charity founded in honour of the wife of Hockey Night in Canada's broadcaster and Cold FX's pitchman Don Cherry. CV also donates funds and products to university scholarships, Canada's Olympic athletes and various cultural groups.



2006 CCEA group picture



Best Start-up Award: Elsie Tang and Christina Tsui, Pawfect Spa Limited

**Pawfect Spa Limited
Best Start-up Award**

**Elsie Tang and
Christina Tsui**

Christine Tsui and Elsie Tang were childhood friends, with their love of animals, they decide that, pet care was a logical choice for their business. They started by conducting market research which included an analysis of their competitors. And, before opening their store, they tested their business in their backyard with neighbours' dogs. Within a year, demand grew and Pawfect Spa opened their store-front location in North York.

Their research showed that no competitors had positioned themselves at the high-end service. That is what they deliver! They focused on quality, animal comfort and attention to detail. And, their reputation has resulted in a retention rate of over 90%. Clients bring their dogs from as far away as Orangeville. In the future, they plan to grow the business through franchising.

**Starboard Seafood
Most Innovative Award**

Alfred Yan

Alfred Yan graduated in 1977 from Lakehead University with a Bachelor of Finance degree. Undecided about his future, Alfred saw an opportunity, he bought a truck and drove to New York to buy fish for resale. It was not as easy as it sounds but after numerous trips and tips from experts, he soon penetrated the Chinatown market, and never looking back.

Starboard Seafood is now the largest fresh live seafood importer in Toronto and Montreal, with over 50% of the market. Over 70% of its clientele is non-Chinese and now boasts such notable corporate customers as Hilton Hotels, Loblaws and Sobeys. Starboard now has over 50 trucks that can each carry 80,000 pounds of product and which regularly travel to Florida for pick ups. It also employs more than 100 people and serves more than 18 different nationalities. In the coming year, Starboard plans to expand to Ottawa. Alfred's next innovative idea is to bring live wild fish to market to give consumers again, more choice.



Most Innovative Award: Alfred Yan, Starboard Seafood

**SONA Computer Inc.
Most Progressive Award**

Xuening Chen

In 1980, Xuening Chen came to Canada as a student with \$6,000. After completing his education and working for various companies, he established SONA Computer in Ottawa. In the 1990's, SONA flourished and opened a branch office in Newfoundland. Later in the decade, it moved to the corporate market, soon securing large orders there, earned ISO 9002 QM Certification plus the award of the Federal Government's standing offers.



Most Progressive Award: Xuening Chen, SONA Computer Inc.

In 2000, Mr. Chen met Sam Damm, a young aboriginal gentleman and they established FoxWise Technologies. Considered an aboriginal business, FoxWise became a reseller of SONA PCs. SONA/FoxWise was poised to become a leading provider of white box PCs and networked technology services in Canada. Today, SONA/FoxWise provides services that include sales, technical specialists, project management and logistics solutions.

Yip's Children's Choral Performing Arts Centre
Katherine Kwok
Best Community Service Award

Yip's Children's Choral Performing Arts Centre was opened in Markham in 1990. Under the leadership of Katherine Kwok, the Centre puts into practice Dr. Yip's renowned Hand Signal System as well as specially designed computer games and musical activities. Yip's Children's Choir (known internationally as Chorus Canadian) has become one of the best known choral groups with its blend of Chinese and Canadian music. And, the opening of Yip's Music and Montessori School, Yip's Music and Montessori Elementary School, Yip's Chinese School and Yip's Music Centre has followed its success.

Milestones for Yip's Canada include, a performance for Jean Chrétien, an annual Chinese Literacy Competition, an annual Music Festival with \$6,000 in scholarships, Yip's Boys Choir and a performance at the largest Chinese concert in North America.

Great Mountain Ginseng Co. Ltd.
Diana Yeh, Schelling Yeh and Charles Yeh
Award of Merit

K.C. and Charles Yeh developed their skills growing ginseng in Ontario. In 1989 they established Great Mountain Ginseng in Waterford, Ontario. Great Mountain is now one of the largest ginseng retailers in Canada with six stores located the Greater Toronto area and one in Vancouver.

The company has recently purchased land in Niagara for an exhibition centre to help educate farmers and tourists about ginseng and growing it. The company has also developed ginseng by-products such as candy, tea, soup and vitamin supplements. Diana Yeh, the 2nd generation of the business, is a frequent writer and speaker, promoting the benefits of ginseng. And, now the 3rd generation forms the management team. Schelling Yeh is the General Manager; Alex Yeh, is responsible for its international market; Patty Yeh is the controller.

Ewest International Ltd.
Best International Business Award

Joanne Yan and
Kenny Zhou

Ewest provides its customers with a stylish and natural range of home furnishings. Their product lines are inspired by the latest in fashion trends and exotic materials. Their unique products give them an edge in the sales of their high-end beddings and furniture.

Ewest adapts quickly to local culture tastes, allowing them to mix and implement their "East meets West" slogan successfully. Co-founders Joanne Yan and Kenny Zhou began as fashion designers. Seeing the demand for home furnishings, Joanne and Kenny soon captured a significant share of the market with their blend of Asian design and western style. Starting from humble origins in a rented office, their operations quickly grew to span the entire globe.

Their Asian breakthrough began March 2006 and plan to begin penetrating the European market by 2008.



Best Community Service Award: Katherine Kwok, Yip's Children's Choral Performing Arts Centre



Award of Merit: Diana Yeh, Schelling Yeh and Charles Yeh, Great Mountain Ginseng Co. Ltd.



Best International Business Award: Joanne Yan, Ewest International Ltd.

Upcoming events highlight :

Chinese Canadian Entrepreneurs Awards 2007 Media Conference is scheduled for **Friday, October 20, 2006**. The conference will be held at the Ontario Investment Service Centre, 161 Bay Street, Suite 4040, Toronto. The media conference will announce the details for the 2007 Awards and officially kickoff the nomination process. We are still accepting sponsorships; please call Karen Ng at 905-479-2802 for details.

Networking to learn series II is scheduled on the **last Wednesday of October and November 2006**. Please watch out for the topics of the series from our website, www.acce.ca.

Christmas party will be held in the early **December, 2006**. Details will be emailed to members and also will be available on our website in November.



Scholarship winners with HSBC Bank Canada, David K. H. Poon



Keynote speaker, Ms. Edmée Métivier, executive vice president of BDC.

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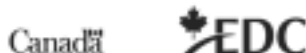
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Past events and activities :

2006 Business Forum for Entrepreneurs was held on **May 27, 2006** at North York Civic Centre, Council Chamber. It was one of the post Chinese Canadian Entrepreneurs Awards Gala event. 2006 Award winners were invited as panelists to share their valuable business experience and audience was welcomed to raise their questions to individual winners. The Forum was well attended with over 200 people. Audience and winners delivered excellence questions and advice in the Council Chamber. Outside the Chamber, there were a number of booths set up providing varies useful information for doing business.

The second post Chinese Canadian Entrepreneurs Awards Gala event was **the CCEA and Business Forum appreciation dinner**. It was held on **June 15, 2006** at Diamond Banquet Hall. It is ACCE's tradition to thank all the sponsors for their support to the Awards Gala and Business Forum, and to celebrate with all new Award winners. It was also the appreciation dinner for the Employment-Language-Mentoring (ELM) program. The program partners and participated employers were invited to the dinner and ACCE saluted to their contributions.

A new series of **networking to learn** was started on **June 28, 2006** at 14th Avenue Bar & Restaurant. It was a four-session series and each session was held on the last Wednesday of every month. We invited Award winners as the speakers on each session. The topic for the first session was Effective Advertisement Design and we were delighted to have Ms. Loretta Lam as the speaker. The topic of the second session was Identifying Real Clients and Mr. Tony Luk let us know how he identifies his real clients. The third session was Infomercial. Mr. Benjamin Hum gave us excellent advice on how to do successful infomercial and what we should prepare prior to the presentation. The last session was held on September 27, 2006 with a topic of How to Waltz with Your Banker. We have invited HSBC Bank Canada to deliver a nice and brief presentation for what a banker is looking for when entrepreneurs need loans. In each session, time was allotted to each attendee to do self-introduction and infomercial. The feedback is positive and the second series is on its way.

Annual summer **BBQ and golf gathering** was well attended on **August 20, 2006** at Maples of Ballantrae Golf Club. The day was cool and warmed up with laughter. Prior to stretch arms and legs in the golf course, members and guests savored the BBQ steak, salad and drinks. It is a wonderful way to get away from busy schedules and have fun with friends.

Annual general meeting of ACCE was held on **September 21, 2006** at Diamond Banquet Hall. The meeting transacted all the regular business including approval of financial statements and election of directors. Details of the new board of directors will be announced after the first directors meeting on October 12, 2006.



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