

SPRING  
2009



English Bay, Vancouver, B.C.

## Innovative B.C. companies profiled at BC Showcase

A unique facility in the heart of downtown Vancouver is showcasing some of British Columbia's most innovative companies and products. The BC Showcase, an initiative of the BC Olympic and Paralympic Winter Games Secretariat, will provide meeting space as well as innovative multimedia displays at Robson Square for industry associations and communities whose goal is to increase economic development activity and promote the province's international business image as Canada's Pacific Gateway.

The BC Showcase has LEED Gold certification for its use of green building practices while its furnishings highlight B.C.'s role as a world leader in design technology. Every aspect of the facility, from the flooring to the ceiling, portrays innovative B.C. products.

Carpeting was supplied by Colin Campbell and Sons and wood flooring was supplied by Kootenay Innovative Wood, Theden Forest Products Ltd. and Oyama Forest Products. A laser-cut wood inlay in the floor that features 20 bears, including two spirit bears, was presented by Compuwood Manufacturing which tells the story of the Spirit Bear through First Nations design. Salmon Arm-based Dinoflex Group provided the soft flooring made from 100% recycled rubber.

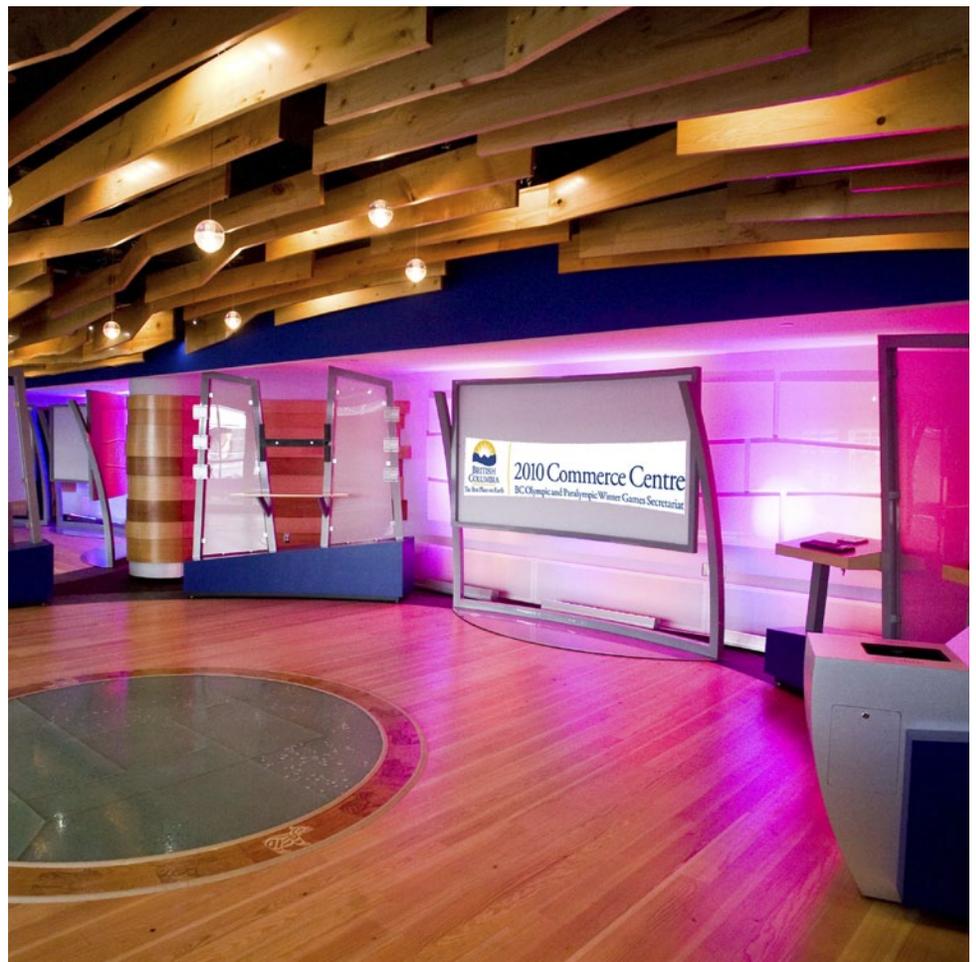
Interstyle Ceramic and Glass Ltd. designed and manufactured all of the bathroom floor and wall tiles as well as the countertops from their high-end design recycled glass products. "As a B.C.-based company, we are pleased to support community projects such as the BC Showcase," said Mike Hauner, senior vice-president of the family-owned Burnaby company. The copper countertop of the hosting station was provided by Teck, while the backlit jade tiling was supplied by Jade West.

The ceiling of the BC Showcase tells a captivating story. Spirit of BC community

committees throughout the province were asked to donate wood planks from tree species that were iconic to their community. With the assistance of RONA, timber from all 21 communities was collected and sent to Duncan to be processed by Live Edge Design. Each plank is suspended from the ceiling to highlight the wood as well as provide an artistic sound barrier. Interspersed amongst the planks are innovative low energy lighting

systems provided by Bocci, MP Lighting and Philips Lighting.

"It's a great facility," said John Watson, executive director of the Comox Valley Economic Development Commission, which plans to host promotional events there for international clients. "It's going to be a very effective way to communicate messages of trade and investment opportunities."



The BC Showcase features innovative B.C. products and design. Photo courtesy of Fill

[www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca)



Salt Spring Island, B.C.

## Rings light the way at YVR

With more than 20,000 lights, standing more than 13 metres high and spanning more than 29 metres, the new Olympic Rings at Vancouver's International Airport illuminate the creative, energy-efficient designs of B.C. companies.

"The Olympic Rings are an instantly recognizable symbol that will help welcome the world to British Columbia in the lead-up to the Vancouver 2010 Olympic and Paralympic Winter Games," said Premier Gordon Campbell when he lit the Olympic Rings on March 5. "These Olympic Rings are a great way for visitors and British Columbians to share in the excitement of the Games, and the cutting-edge design and technology used will showcase the ingenuity at work here in B.C."

At the request of the 2010 Winter Games Secretariat, the BC Ministry of Transportation led a team of B.C.'s specialist engineering firms in designing and building the Olympic Rings with lighting technology that can be programmed for various displays and synchronized to music.

The structure installed on Grant McConachie Way, the main road leading to and from the airport, is the work of many B.C. firms and has created about 8,000 hours of employment. Firms involved include:

- PBA Engineering Ltd. of Victoria;
- Valid Manufacturing Ltd. of Salmon Arm;
- The Mainroad Group of Langley;
- Cobra Electric (South Coast) of Delta;
- EBA Engineering Ltd. of Vancouver;
- McElhanney Engineering of Burnaby;
- Vickars Developments Ltd. of Vancouver;
- Mega Crane Ltd. of Surrey;
- Lakeside Fasteners of Kelowna;
- WESCO of Burnaby.

"As B.C.'s airport, we are delighted that YVR was selected as the site for this symbol of our shared Vancouver 2010 pride, which will be enjoyed by the millions of travelers who visit our airport every year," said Larry Berg, president and CEO of Vancouver Airport Authority. "These incredible Olympic Rings will offer the thousands of expected Games-times visitors, athletes and media a great impression from the moment they land in 2010."

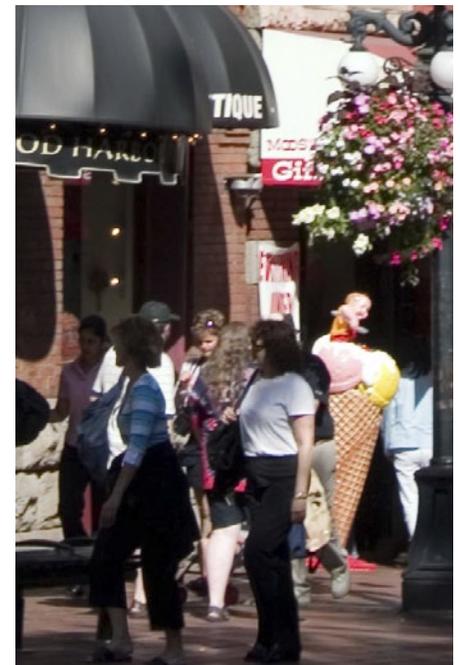
## New program offers key strategies for Games-time success

With less than one year to go until the Vancouver 2010 Olympic and Paralympic Winter Games, planning is well underway for the Games-time operating environment. The Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games (VANOC) released the first phase of the 2010 Winter Games integrated transportation plan in early March. The plan outlines how residents, businesses and Games-visitors will best navigate the Lower Mainland and Sea to Sky regions during the Games.

For many B.C. companies, Games-time will not be "business as usual"—there will be tremendous opportunities to take advantage of Games-related business, but there will also be operational changes that can present challenges. Planning early and defining a Games-time business strategy is key in ensuring success.

While more details of the 2010 Winter Games integrated transportation plan are to be released in the coming months, businesses can begin their operational planning now, using Game On 2010 to identify key issues and strategies. Game On 2010, an online resource, is an initiative of the 2010 Commerce Centre that is designed to provide businesses with the tools and resources they need in order to prepare for the Games-time environment. The Game On 2010 program identifies key areas that businesses will need to consider for their Games-time planning and will be

continuously updated as new information becomes available. The ultimate goal is to



ensure that B.C. businesses know what to expect during Games time and are able to plan accordingly in order to get around safely and smoothly during the Games.

Visit the Game On 2010 program online at: [www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca) and select the business planning link. For any inquiries, please call us at 604-660-2020.

VANCOUVER 2010  
BC SHOWCASE

quickfacts

The BC Olympic and Paralympic Winter Games Secretariat introduces the new BC Showcase, and its sustainable components.

22  
PIECES OF WOOD SUPPLIED BY  
COMMUNITIES ACROSS B.C., MAKING UP  
THE CEILING OF THE SHOWCASE FACILITY

100%  
RECYCLED GLASS IN  
THE WASHROOMS



# 2010 Buyers capitalize on 2010 Business Network

The business environment surrounding the Vancouver 2010 Winter Games is drastically different now than it was just one year ago. With all of the Games venues completed, the business focus has shifted from construction to the operational requirements of the Games.

Compounding this shift in focus is an increasingly time pressured environment – the Opening Ceremonies are now less than a year away. In response to this new business environment, the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games (VANOC) has begun to adjust their procedures to create more efficient and effective procurement processes. Rather than proceed through the lengthy request for proposal process, VANOC now frequently starts by creating shortlists, contacting qualified companies directly.

The 2010 Commerce Centre's 2010 Business Network has emerged as an extremely valuable resource in this environment. It is an online searchable database that currently features more than 4,500 organizations eager to do business with the Games. The 2010 Business Network enables Games-related buyers, like VANOC, to find quality suppliers efficiently. Buyers can search the network online and 2010 Commerce Centre support staff can assist in creating highly qualified shortlists and arranging meetings. The 2010 Business Network greatly increases the efficiency of the procurement process and allows Games-related buyers to quickly connect with qualified, motivated suppliers.

VANOC is not the only large Games-related buyer taking advantage of the 2010 Business Network. Recently, the 2010 Business Network was used to shortlist three event management firms to meet with Stephanie Keller, head of protocol and hospitality for the International Paralympic Committee (IPC). Bypassing the process of publishing a formal bid, the IPC contacted the 2010 Commerce Centre to utilize the database of qualified companies within the 2010 Business Network. As a result, the IPC has selected a local event management company to provide the design and fitout for the Paralympic Hospitality Centre as well as event management services during the Vancouver 2010 Paralympic Winter Games. "The 2010 Commerce Centre provided us with excellent access to local connections and facilities that are invaluable in the Games

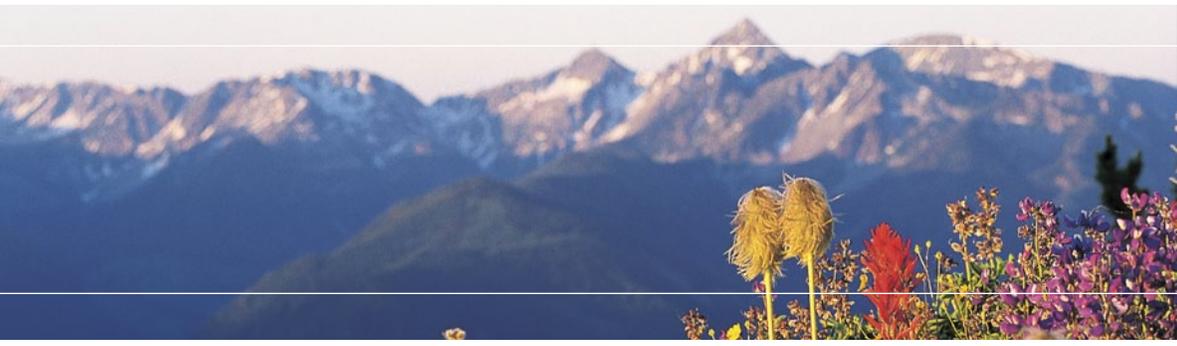
environment. I highly recommend the 2010 Commerce Centre to organizations participating in the Vancouver 2010 Winter Games," says Stephanie.

As the buying patterns surrounding the 2010 Winter Games change, membership in the 2010 Business Network continues to grow in importance for any organization looking to get involved with the Games. By registering in the 2010 Business Network organizations expose themselves to an international audience, partnering and networking opportunities, improved supply chains, and exclusive invitations. The Network enables businesses to control their corporate image in front of a diverse audience of Games-related buyers.

Companies can register for the 2010 Business Network at [www.2010CommerceCentre.com](http://www.2010CommerceCentre.com).

The screenshot shows the homepage of the 2010 Commerce Centre website. At the top, there is a logo for British Columbia and the text '2010 Commerce Centre BC Olympic and Paralympic Winter Games Secretariat'. A navigation menu includes 'About Us', 'Business Opportunities', 'Register Your Company', 'Find Supplier/Partner', 'Business Planning', and 'Events'. The main content area features a 'Welcome' message and a 'What's New' section with a bullet point: '2010 Business Network members can now post their own goods, services and partner requirements using the new 2010 Business Network Opportunities feature. Details on how to make a posting can be found here.' To the right, there is a photograph of a Totem pole with a large, stylized face.

Visit our website to learn more about the 2010 Business Network



Kootenay Rockies, B.C.

## Recycled glass shines in BC Showcase

The Hauner family wasn't thinking about the environment when they first began experimenting with making tiles out of broken glass — they just wanted to see whether they could create something useful.

The experiment led to an industry founded on recycled glass, and an international reputation for creating high-end tiles that are in demand by interior designers around the world.

Today, family-owned Interstyle Ceramic and Glass Ltd. is one of the largest glass tile manufacturers in North America and exports almost all of its products. Now, the Burnaby company has designed and manufactured recycled glass tiles for several projects connected to the Games.

At the BC Showcase, the new business hosting and meeting space in downtown Vancouver, Interstyle worked with the BC Olympic and Paralympic Winter Games Secretariat to provide custom glass tiles for the washroom floors and walls as well as countertops made from recycled crushed glass. Some of the company's crushed glass material was also used to create a floor projection surface in the front reception area.

"We didn't do this with any expectation of future business — it was more a matter of pride, to say we've done something unique here," said Kim Hauner, who runs the business with his brother,

Michael. "Our employees are so happy to be working on these projects."

As well as the products at the BC Showcase, Interstyle manufactured the glass tiles used to create a mosaic floor in the new convention centre in Vancouver and made the recycled glass pavers outside the Canada Line SkyTrain station at Cambie and Broadway. The company is also making tiles for the terminal expansion project at the Vancouver International Airport.

Interstyle is dedicated to using recycled glass to create its distinctive tiles, but the company also works to minimize the environmental impact in other areas of its operations. Its packaging choices contain high percentages of recycled material and heat from the kiln exhaust is re-used to dry tile coatings. Broken and scrap glass from the factory's own tile work is re-used for crushed glass surfaces and other tiles, and wash water from the glazing area in the production line is recycled in a closed-loop system.

The company's focus on sustainable practices makes it a good fit as a supplier for some of the facilities that will be front and centre during the Vancouver 2010 Winter Games. "We've been producing glass tiles here for 25 years, but we've never had a presence in B.C.," Hauner said. "We haven't spent much time doing work here, but now we get to showcase what we can do."



A sample of the unique products on offer with Interstyle Ceramic and Glass Ltd.

### Now post your own business opportunities

With more than 4,500 members the 2010 Business Network has established itself as a valuable resource for connecting companies to Games-related business opportunities. In addition to profiling themselves to local and international buyers, 2010 Business Network members can also take advantage of a new feature that will allow them to post their own goods requirements and partnering opportunities on the 2010 Commerce Centre website. This added value will provide a new avenue for building productive business relationships that will last long after the 2010 Winter Games.

For more information visit:  
[www.2010commercecentre.com](http://www.2010commercecentre.com)

### CONTACT US

If you have suggestions about what you would like to see in this newsletter or on the 2010 Commerce Centre website, contact us at:

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