



CANADIAN MUNICIPAL BUSINESS GATEWAY

2017

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Home, is always there with you, through the good times and the bad
家，风雨中的依托，成功时的冠冕

Publisher 发行：Canadian Municipal Business Gateway 加拿大城际商务促进中心

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Printing 承印：Ming Xin Ltd. 明新印刷



Publisher's Note

You're not Alone

People will admire super rich entrepreneurs like Bill Gates and Jack Ma. But people might not know that before these entrepreneurs gain success, they have gone through various bumpy stages along their road of entrepreneurship. This experience applies to business of all sizes. Be it a giant, a big, a medium, a small or a micro business, every entrepreneur will encounter the same ups and downs. To achieve success, they will need to make adjustments in their business each time after they fail. They also need to take proactive actions to realize their ideas. Their success is the result of numerous trials and errors. Very often, successful entrepreneurship is not a lone wolf movement. It is team work. Cooperation and brainstorming among team members help achieve the goals.

This publication is also the result of team work. We hope to develop a platform to share successful stories of entrepreneurship, to inspire the start-ups or the early stage businesses, and to promote business culture that will nurture successful businesses.

Will Sung,

President of
Canadian Municipal Business Gateway

编者言

创业路不孤单

成功的创业家，名成利就、万人膜拜，诸如比尔盖茨、马云，所到之处，羡慕者前呼后拥。然而无论那是巨、大、中、小、或微型生意的创业者，在他们走过创业的阶段后，才会深深体会到创业途上的崎岖颠簸。他们的成功，是从失败中不断尝试调节，从行动中实践智慧，再接再厉几经努力后开拓出来的新天地。成功的创业行为亦不常见是孤狼行为，相反更常见的是团队们的集思广益，相互合作出来的成就。

出版本册子的愿景是，本著团队的合作精神出发，尝试创造一个文字论述平台来推广营商文化，娓娓道出一些创业故事，记录创业家走过的心路历程，好让大家从中得著启发和鼓励，迈向新台阶！

宋伟

加拿大城际商务促进中心理事长



Philip Ho's Formula for

MOVING FORWARD

打造金漆招牌三十年

Philip Ho started Forward Signs with his brother in the mid-1980's soon after he moved to Canada with his family. Philip was by no means an expert in the sign-making industry. In fact, before immigration, Philip worked in the logistics field. Yet, the business was quite successful as he developed a passion for the industry. Under the Ho brothers' leadership, Forward Signs expanded from a 2,400-square foot workshop to a 10,000-square foot factory within six years. In 2010, it further expanded to its current 50,000-square foot compound in Scarborough. The company had literally grown 20 times in its warehouse capability!

有云：「人靠衣装，佛要金装。」做生意最重要是有一个金漆招牌。Forward Signs就是贺明国 ho 经营三十年建立起来的金漆招牌。尽管公司没有中文名称，但谈起Forward Signs，没有人不知道是他与弟弟贺孝华合作经营的公司，专做各类指示牌、招牌及广告牌等。

The "potential back-up" eventually got the job

As Vice President, Philip is charged with the business growth of Forward Signs. Among many instances of Philip's determination and grit, there was one notable encounter that had lasting effect on the company. In this instance, there was company that Philip cold called for over two years, receiving no response. One day, with the help of a business associate, Philip had a chance to connect with the right person at the prospective business. The manager unenthusiastically agreed to meet him. He told Philip that he was 100% satisfied with the existing suppliers and did not understand why Philip would not give up on him. However, Philip did not cave under the pressure. He simply calmly said, "I could be your potential back-up." Those two words touched the hot-spot of the senior manager, as it reduced his risk factor. Forward Signs was finally awarded a job contract.



外行努力变内行

用成功的移民企业家来形容贺明国，绝对没有夸张。贺明国于上世纪八十年代中期举家移民加拿大，本身是物流业出身的他，移居后没有重操故业，而是与弟弟合作搞招牌制作生意。虽然贺明国完全是外行，但他很快便掌握了这个行业的专业知识，并且可以说爱上这行业，没打算再重新投入物流行业了。

贺明国对这行业的爱，可说是恒久持续的。他对公司业务的情，称得上真挚浓厚。约三年后，他终于有机会约见一家大企业的建设部主管，向他展示Forward Signs 的实力，希望争取这家企业的招牌工程合约。但那主管盛气凌人，走进会议室对贺明国劈头第一个问题是：「我对我目前的招牌供应商百分百满意，我为何要加你公司入我的供应商行列？为何你这两年来总是不肯放弃打电话给我推销你公司？」

面对这样一位推销对象，相信普通的推销员便会不知所措地拿起公事包便告辞。可贺明国面上一丝难色也没有，并且很从容不迫的回答：「那我可以是你有潜力的后援啊！」好一句「有潜力的后援」，令到会议室内本来紧张冷酷的气氛，立即缓和下来。建设部主管马上很高兴的与贺明国交谈起来。贺明国的努力最终没有白费，Forward Signs最后获得机会竞投这家企业的项目，并成功取得他们的工作订单。



“Potential back-up” are the two words that helped Philip win the business he had been pursuing for more than two years. These two words were simple, but were forceful enough to show Philip’s passion and persistence.

Never become complacent

In Philip’s opinion, complacency is the biggest common mistake of an established business. Perhaps that’s why the brothers use the word “Forward” in the name of the company. “I remember when we were a start-up. There was an established sign-maker who told us we that we were too small to compete with them,” said Philip. In the end, Forward Signs kept growing, blazing past all competition. “Without forward-thinking innovation, you will not grow,” explained Philip.

After passion and persistence, Philip would rate Innovation as the third most crucial factor in Forward Signs’ success. Philip prioritizes upgrading with the latest technology and materials in the market. He also invests in state-of-the-art equipment. When Forward Signs was shortlisted as one of the final two bidders of the stringent LCBO signs supplier procurement process, it was the site visit that finally made the LCBO executives pick Forward Signs.



热爱工作+坚持+创新=成功

这张订单是贺明国凭他对工作的热爱与坚持赚取得来的。那家企业其实是与他公司有多年业务来往的银行。他不断的致电建设部主管，希望能约见他推销自己公司的实力，可惜都是碰一鼻子灰。直至有一天他终于透过一位生意上的朋友帮忙联系，最后才有机会与这位主管见面。幸亏他经验丰富，面对这样一位严苛的未来客户，也能不慌不忙的应对自如，建立良好关系，为日后的合作铺平道路。

除了热爱工作，有坚持不屈精神之外，贺明国另一个成功的重要因素是创新。也许是贺氏兄弟明白做生意不进则退的道理，连公司名称都是提醒自己争取进步，改名「前进招牌」(其实Forward Signs中文名称原本是英艺招牌，但后来决定不用中文名称，希望主流社会不会受到公司由华人经营而有种先入为主的错觉，以为是没有实力的小型族裔公司)。一向抱著求新意念的贺明国，不断更新公司的生产机器，招牌物料亦与时并进。走进Forward Signs的厂房，所见的设备都是先进一流的，物料都是符合现代社会对环境的要求和能源的规格的，没半点落伍的痕迹。

承包制造酒管局招牌

就是因为贺明国对设备和物料的要求，只要客户去到他的厂房一看，都会很放心将订单交给他，最经典的例子是争取安大略省酒品管理局的生意。酒管局是安省政府的生意，垄断所有在安省出售的酒品生意，业务遍布安省所有城市小镇。由于有一批设于商场内的酒管局店舖需要作定时翻新，酒管局于是要招标寻觅招牌供应商，Forward Signs是其中一家参与投标的公司。经过一年多的筛选程序，最后只剩下Forward Signs 和另一家公司。酒管局需要派员到这两家公司实地视察后才能作最后决定。拥有五万平方呎厂房，具备各种制作招牌的先进设备及熟练技工的Forward Signs，结果是最后的中标者。





Passion + Persistence + Innovation = Success

At the age of 68, one would consider slowing down. However, Philip is still working very hard to acquire new business. He sticks to his tried and true formula for business success: Passion + Persistence + Innovation = Success. Philip also believes that expansion inspires its staff members. "When the employees see the opportunities, they will work hard. This is important to the business growth," says Philip. This brilliant strategy will not only keep the company growing, but also retains staff. As Philip puts it, a company is not only about making profits, but it is also responsible for the well-being of those who work there.

Forward Signs成立初时，厂房只有2400平方呎，六年后，厂房扩大至一万平方呎。然而这厂房仍然未能满足公司的业务需求，至2010年，公司迁入面积达五万平方呎的现址。用厂房面积简单计算一下，Forward Signs增长了20倍有多，但实际业务的增长，远超过这个增幅。

我为人人，人人为我

经营了公司30年的贺明国，今年年届68，本应享受退休清福，但贺明国对这份工作的热爱令他不想退休，而且他还有一个使命，就是要为公司的员工不断寻找机会。他说：「只要有生意，员工便会见到机会，自然会努力工作，公司的业务亦顺理成章有所增长。」有这种我为人人，人人为我的老板，难怪即使是大学毕业的年轻人，也甘愿由安装招牌的技术工做起，因他所见到的，是这家公司有发展潜力，感到自己将来有晋升机会，甚至进入公司的管理层。

有梦想便有动力，不进则退，要贺明国停下步来，似乎不是他那杯茶。



We are more than just a sign company.
We are your most reliable business
partner and solutions provider for:

- * Signage * Energy savings retrofit
- * Decorative metal structures



Shops at Don Mills -
Glass Panel Pylon Sign



Piaget - Channel Letter



October's Very Own - Halo Effect Channel Logo



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Branding, Culture and Environment

In a global context, dkstudio speaks
your language through their designs and initiatives

dkstudio: 糅合中西兼容潮流与传统的多元设计



In Canada, dkstudio architects inc. is a name synonymous with luxury retail design. From Louis Vuitton to Prada, Chanel to Gucci, Fendi to Bottega Venetta, Jimmy Choo to Vince Camuto, dkstudio does it all. Taken in stride with the speed and complexity of contemporary life, dkstudio seeks the dynamic synergy between the time-honoured tradition of fine craftsmanship and a passion for the ever-changing flux of architecture and technology in the 21st century.

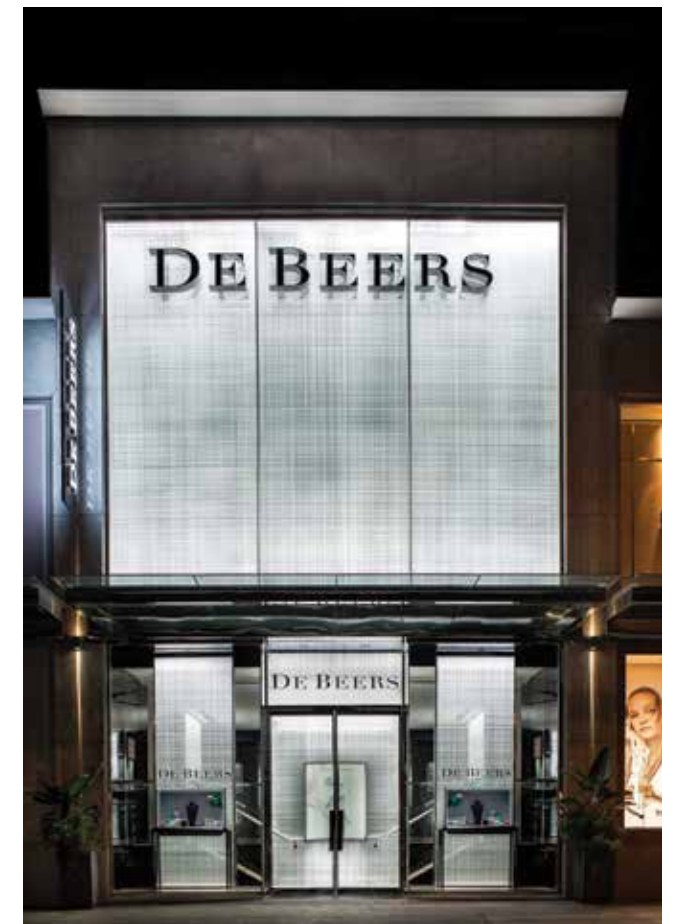
dkstudio是加拿大闻名的建筑及室内设计公司。由该公司负责的高尚品味的名店设计项目，尤为瞩目，这包括路易威登(Louis Vuitton)、普拉达(Prada)、香奈儿(Chanel)、古驰(Gucci)、芬迪(Fendi)、葆蝶家(Bottega Venetta)、以至Jimmy Choo等名店。这些项目充分表现出dkstudio出色地掌握二十一世纪当代潮流与技术之同时，亦能蕴含著传统精细手工的奥妙。

In addition to an impressive portfolio of retail projects, dkstudio has accomplished a wide range of designs from mixed-use resort hotels in Guam, to high-end condominiums in Toronto, to corporate offices worldwide. Throughout the United States and Canada, extending into the Middle East in Bahrain and Dubai, and ranging through South Asia in Bangalore, Singapore, Beijing, Shanghai, Hangzhou and prominently in Hong Kong, dkstudio and its founding partners have experience designing in diverse markets around the world.

dkstudio is a master of balancing in the luxury retail design industry. While continuing the identity and DNA of the brand, their designs are also respecting the cultural context of the region. As Karen Mak, founding partner of dkstudio, puts it: "We are embarking on a design concept overhaul for a brand in Asia where the American concept needs to be reimagined to be able to speak to the Asian shoppers in their own language. The shifts may appear subtle but they are an important part of the brand experience in a local context. And that's part of the fun of design!" You will see more gold color in the China stores than their American counterparts.

Karen Mak and her partner and husband Dmytri Perekhita both spent over a decade working in Asia honing their skills in luxury retail, commercial and residential design. Each found success separately before joining forces to create a talented and dynamic team.

In 2007, Karen and Dmytri decided to bring their knowledge and expertise in luxury design to Canada, founding dkstudio architects inc. with its primary office in Toronto, and two satellite offices in Vancouver and Hong Kong. Over the last ten years, the firm has naturally grown to serve a continually expanding client base and to continue its commitment to achieving design excellence.



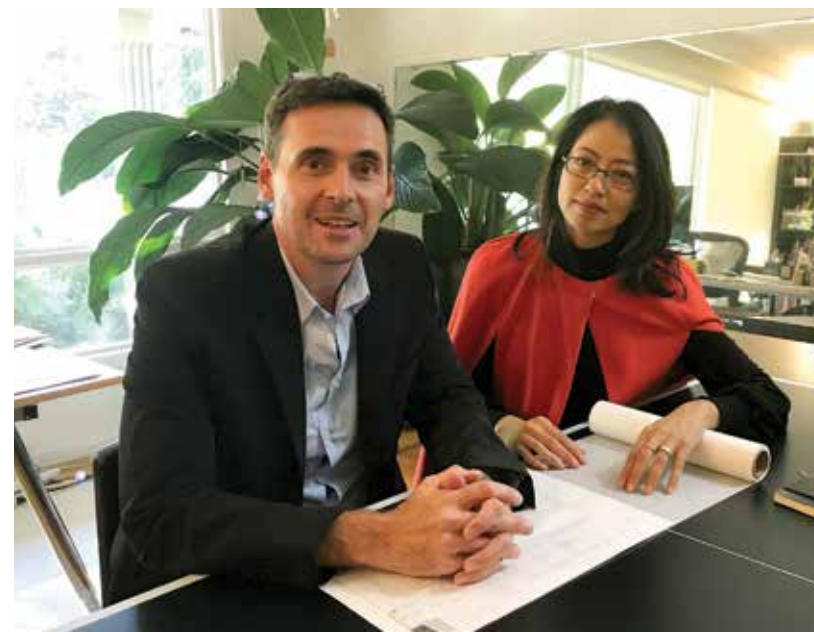
业务遍布美加中东亚洲

dkstudio的设计项目并不只限于名店，在美国关岛有他们的多用途度假酒店作品，在加拿大多伦多有他们的高级住宅大厦设计，甚至在世界多个地方的办公室设计，也见到他们的足迹。他们的业务横跨世界，除美加外，还有中东的巴林和杜拜，南亚的班加罗尔和新加坡，还有中国的北京、上海和杭州，而最显赫的莫过于香港。

dkstudio的两名创办人兼合夥人Karen Mak和Dmytri Perekhita在香港居住了差不多十年，期间在亚洲其他地方工作过，因此他们对亚洲文化的熟悉程度，不是美加随便一家建筑及室内设计公司所能及。两人将他们的专长结合起来，创立dkstudio，接办的项目有豪华名店、商业及住宅项目。其范围之广，亦是同行之内少见的。

对亚洲文化的认识，令他们明白到欧美的名店设计与风格并不一定能完全迎合亚洲消费者的爱好。例如同一个品牌名店在中国的分店，所采用的颜色系列会跟欧美有些不同，中国分店会加入比较多的金色，因为这是中国人认为高贵的颜色。

Karen 和Dmytri这对加拿大夫妇于2007年决定离开亚洲，返回多伦多定居及创业，除多伦多的总部外，在温哥华及香港分别设有卫星公司。经过十年努力，公司的工程项目日见多元化，而两人亦继续坚持创业时的原则，追求完美设计。



Where are we going?

Beyond luxury retail and high-end commercial and residential, dkstudio is committed to environmental awareness and action. The profession of architecture is uniquely situated to drive change in the built environment, and the team at dkstudio places priority on ensuring the development of sustainable practices in all that they do. Leadership in Energy and Environmental Design, or LEED, accreditation remains a key benchmark in sustainable design, and dkstudio has pursued accreditation for Prada and Chanel stores in Toronto. Beyond LEED, there are a multitude of elements to be considered in designing sustainably, for instance, a current project in the office for a 20,000-square foot residence on a greenfield site will be nearly self-sufficient, incorporating photovoltaic panels, on-site septic system and a large storm management cistern. In addition, dkstudio's own office building, currently under construction, will be powered by solar energy, feature a green wall, and will incorporate social environmentalism through biking infrastructure such as storage racks and showers, that will encourage the team members to take more sustainable transportation options on their commutes.

逐步迈向理想未来

保护环境是现今全球注重的重要议题，北美的建筑界亦不例外。在高档住宅和办公室设计方面取得一定成绩的 dkstudio，设计及用料选材亦十分重视环保概念。建筑界有一个表扬环保及持久设计概念的认可评级LEED (Leadership in Energy and Environmental Design 能源和环境设计领导力)。dkstudio为两个多伦多布洛尔街名店项目 - 普拉达店和香奈儿店申请了LEED认可资格。设计之外，在设备方面他们也循有利于环保的方向发展，例如目前一个进行中的项目，是在绿色地带兴建一座二万平方呎的大宅。他们使用了太阳能板、化粪池系统和一个应付暴风雨的水槽，使这所大宅近乎自给自足。而正在兴建中的dkstudio新办公大楼，也采用太阳能系统及加入社会环保概念元素，设有单车架、储物柜和淋浴室，鼓励员工为保护环境出一分力，选择骑自行车上班下班。



Project Spotlight: Torus Office

dkstudio was commissioned by the owners of an exclusive, privately held hedge fund in Hong Kong to design its new offices as part of the company's relocation to Central, the prestigious business district of Hong Kong.

The design of the office is based on a stylized "torus" or wheel parti. The perimeter of the torus is made up of all the rooms and functions of the office located on the edge of the office. A central glass corridor with curved glass corners wraps the inside of the torus and connects all the rooms, enveloping the curved formal conference room which becomes the jewel in the crown of the office. The perimeter rooms of the office are clad entirely with renewable Italian walnut on the floors and ceilings while the void in the torus - the curved corner corridor - is clad with flamed Basaltino flooring.

Design features include the use of double glazed walls with air cavities and isolation detailing for all partitions to achieve an elevated level of acoustic privacy between all the rooms and functions of the office. Technological innovation was paramount in this design, utilizing switchable glass which can become utterly opaque or entirely translucent at the flip of a switch, allowing for complete privacy as well as opening to light and views.

The vision of the office being a cultural, social and professional environment was fully realized and the design excellence for this project was recognized with the "2015 Canadian Interiors: Best of Canada" award, as well as being shortlisted for an international design award.



代表作：环回中空的办公室

香港一家私营对冲基金公司需要把办公室迁回香港的财金心脏地带中环区，于是委托dkstudio为他们设计新办公室。

新办公室的设计采纳四面环回意念，外围全是房间及办公地方，中空位置就是整个办公室的瑰宝——以玻璃作间墙的长型会议室，每个角落都采弧形设计，与环抱会议室的办公室玻璃间墙相呼应，形成一条玻璃环回长廊。外围办公室的天花与地板是可循环再用的意大利合桃木料，而弧形玻璃环回长廊则铺上玄武岩石地板。

整个设计的创新部分是全场采用的双层夹心玻璃墙，而每间房的间隔更是个别设计以加强各个房间及会议室的隔音效果。更加令人赞叹的创新技术是玻璃墙能瞬间从完全透明变成完全封闭，只要按一下掣，便能得到彻底的隐私或享受光线与景观。

这项设计能够满足文化、社交及专业环境等各种要求，结果赢得了2015年加拿大室内设计大奖的「加拿大最佳设计奖」，并获得提名参加国际设计大奖比赛。





One Piece A Day

Perhaps the best example of dkstudio's sustainable innovation is the invention of an app, called One Piece A Day. Designed and implemented by Dmytriy Pereklita, the app encourages environmental stewardship through social media. One Piece A Day encourages its users to pick up a piece of trash from the road-side, park or beach, take a picture to document it, and then dispose of it properly. Additionally, it is a tool for awareness, educating users about biodegradation and the impact of trash on our oceans, landfills and atmosphere.

The inspiration behind this initiative is one of the most wonderful constructions of the world – the Great Wall in China. Dmytriy saw a pile of garbage on the slope when he leaned over the wall. The sight inspired him to do something for the sake of helping the environment.

One Piece A Day is just one of the initiatives taken on by Dmytriy and dkstudio in the pursuit of a more environmentally sustainable future. While maintaining their commitment to excellent luxury retail design, they are expanding into fresh design ventures that can utilize their invigorating and thoughtful approach to the built environment.

保护环境，从我做起

建筑师出身的Dmytriy Pereklita，很欣赏中国的建设，绵延几千里的万里长城更令他惊叹不已。可惜当他从其中一处城墙往下望时，惊见墙下山坡变成了垃圾岗。这景象触发他的决心，要设计一些东西来鼓励人们每人每日做一件小事，合力保护环境。这东西就是大家能从手机下载的应用程式One-Piece-A-Day「每日一件」。

这应用程式是让大家把路上见到的一件垃圾拍摄下来存档，然后适当地处理这件垃圾，若能回收便回收。Dmytriy希望若每人每日处理一件垃圾，那麽我们的环境便会洁净得多，而那些可循环回收的废物，亦不会被送进堆填区，减少垃圾量。这应用程式还能让用者了解关于生物降解的信息，以及垃圾对海洋、堆填区和大气所做成的影响。

dkstudio立志要建立一个更环保的将来，设计「每日一件」应用程式只是一个开始。在将来的设计项目中，他们将秉承一贯的名店高标准设计，并不断探索新颖的设计概念，尽量把环境元素引入每个项目当中。

Project Spotlight: Saskatoon

dkstudio partnered with Forward Signs for the design and build of a comprehensive signage package for the City of Saskatoon Civic Operations Centre. The new campus includes a 450,000 square foot Transit Operations Facility as well as a Snow Management Facility which can hold as much snow as the equivalent volume of 400 Olympic swimming pools. Inspired by the prairies and its expansive sky, as well as the picturesque city with the South Saskatchewan River running diagonally through it, dkstudio designed a signage concept which provides a fresh identity for an innovative establishment. Dynamic blues, greens, and purple add vibrancy to the technically functional spaces and clarify the wayfinding system. Simple yet sophisticated curved shapes unify the signage design.



代表作：沙斯加通市

dkstudio获加拿大中部省份萨斯喀彻温省的沙斯卡通市政府委托，为该市的市政中心设计全新的指示牌。市政中心包括一个占地45万平方呎的公车系统操作中心，以及容量足足有400个奥运游泳池般的积雪处理中心。萨市位于草原地带，有无尽蔚蓝天，风光如画，地理环境独特，南萨斯喀彻温河把萨市恰恰的对角分成两半，dkstudio于是将这些特色融入指示牌的设计内。夺目的蓝、绿、紫三色为整个工作空间增添动感，亦为这所设计创新的设施带来新形象，清晰的指示方向，而简单独特的弧形线条则把指示牌的设计衬托起来。

ONE PIECE A DAY

every piece counts for a healthier planet 每天捡起一件垃圾，还一个更健康的地球

Our cities, parks, forests, beaches, oceans, rivers, & streams: our planet free of garbage, FOREVER!! Take action to Clean the Planet with #OnePieceADay, the App that inspires everyone to pick up one piece of trash a day, take a photo, & dispose responsibly.

城市，公园，森林，沙滩，海洋，河流和溪涧；要使我们的地球上永远没有垃圾，当即响应清洁行动。登录 #OnePieceADay 应用程式，拍照上载，鼓励每人每天捡起一件垃圾，负责任地处理弃置废物。



a dkstudio architects environmental initiative



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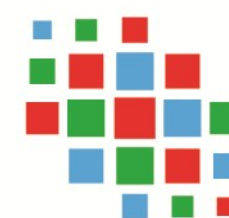
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Approaching our 10th anniversary

Entering 10th year, Results Advertising operates a full service marketing, planning, and production house. Services include television/radio commercials, corporate video productions, event planning, digital & social media, design & creative, media buying and much more.



As we are entering the Industrial Era 4.0, entrepreneurs will discover a lot of challenges as well as opportunities. Thanks to the wide influence of the internet and the automation of manufacturing, international transactions through joint-ventures, mergers and acquisitions within industries in Canada and abroad are expected to be robust.

二十一世纪是工业时代4.0，在互联网的世代里，资讯科技发达，生产自动化，企业趋向全球化，通过收购合并或合资经营将业务扩展至海外的情况，有增无减。对企业家而言，这是机遇，也是挑战。

Connections. Opportunities. Greatness. 为投资者铺桥搭路

International businesses sometimes require international partnerships. There are many opportunities for Canadian entrepreneurs to team up with business partners in China to make a wider spectrum of business operations. Yet, it is also challenging to make proper business matching. Development direction, managerial style, cultural understanding, financial strength and capabilities are all factors to be worked through among partners so that a successful synergy happens.

Canadian Municipal Business Gateway, or CMBG, is an organization that seeks to mediate this difficult but rewarding process. Founded by five entrepreneurs in the Greater Toronto Area, CMBG is a business matchmaker.

We specialize in matching up qualified prospective Chinese partners or investors to Canadian companies.

加拿大城际商务促进中心的成立，便是要帮助那些迎接机遇的企业家去克服挑战。加国有很多企业希望能与中国的企业合作，进一步扩展业务，但成功的结合之前总会有分歧，双方在多方面的不同，例如发展方向、管理风格、文化认同、财政实力与能力等，均需要经磨合才能开花结果。

由五位来自大多伦多地区的企业家合力创办的加拿大城际商务促进中心，宗旨是要协助企业克服这些困难。通过企业红娘的角色，促进中心能够协助加拿大的企业寻觅中国合作夥伴或投资者。成功的配对工作需要我们保持警觉，洞悉不断转变的世界营商环境，更需要有跳出常规的思维，保持灵活创新，在时刻转变的市场中，积极寻找新方法为产品与服务打入市场。

our **CONNECTION** to the world
your **OPPORTUNITY** to prosperity
四海一家 商机无限

As a business matchmaker, CMBG needs to be sensitive to the ever-changing business world. We need to think outside the box amid the trend of economic globalization. We need to be flexible, innovative and active in looking for creative ways to reach out and tap into the evolving markets for products and services.

Many renowned Canadian brands should go international and land on China or Asia for its excellence and integrity. CMBG devotes its efforts and resources to act as a bridge for the local businesses to reach out to their counterparts in China. Reciprocally, CMBG helps the Chinese investors to seek investment opportunities in Canada.

CMBG is also a business incubator. It is a platform and a hub where entrepreneurs share, interact and exchange ideas. Through the network of CMBG, entrepreneurs will be empowered to realize their business ideas while acquiring the resources they need.

加拿大有很多出色的品牌，应该在中国或亚洲市场占一席位。促进中心致力运用本身的资源与网络为加拿大的企业搭桥，接触中国的相关企业。同样地，促进中心亦会为中国的投资者在加拿大寻找投资机会。

促进中心也是企业培育者。企业初创者可以透过促进中心这个平台，分享经验及交流意见，透过促进中心的网络，企业可以得到他们所需的资源，实现他们的生意想法。

Successful Events since the launch of CMBG

2014

- February, CMBG Annual Dinner 2014
2月，举办CMBG周年晚宴
- October, Whitby and Clarington Visit 2014
10月，访问惠比及卡灵顿两市
- May, Arranged a delegation led by the Deputy Head of Chang Ning District, Zhang LianCheng to visit the City of Vaughan.
5月，安排上海长宁区副区长张连城率领的考察团与旺市政府官员交流



2015

- February 22nd, Burlington Meeting 2015
2月22日，与百灵顿市官员会晤
- February 24th, CMBG Chinese New Year 2015
2月24日，举办晚宴庆祝农历新年
- June 20th, Waterloo Tour 2015
6月20日，举办滑铁卢市之旅，与基秦拿市和滑铁卢市市长交流
- August 9th, Prince Edward County Visit 2015
8月9日，访问爱德华王子郡



2016

- June 10th & 11th, Business Explore 2016
6月10日及11日，举办商机汇演展览



CMBG全力创造商机

2017

- January 13th, Biz-Net Seminar on "The Limitless Opportunities, Near & Far"
1月13日，举办「商机无界限」商业交流午餐研讨会
- March 25th, supported "Carefirst 2017 Young at Heart Charity Gala"
3月25日，赞助「耆晖之夜」
- April 11th, seminar on "Environmental Issues & Future Opportunities"
4月11日，举办「环保与机遇」研讨会
- May 5th, Burlington Business Tour
5月5日，举办百灵顿市商务发展团
- August 2nd, meeting with Henan Investment Group
8月2日，与河南投资集团会晤
- September 16th & 17th, Stratford Tour
9月16日及17日，为莎翁古镇一日游合作夥伴
- August 3rd, meeting with Shangdong Business Group
8月3日，会晤山东商贸团
- October 4th, CVG-CMBG EXPO, "Natural Health & Organic Products – Business Opportunities and Challenges"
10月4日，举办「天然健康及有机产品 - 商机与挑战」博览



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REMINGTON —

the company behind the stylish Downtown Markham

Remington Group — 创建时尚万锦市中心

It was 1970's. A suburban area 30 kilometers north of downtown Toronto known as Markham was mostly farmland and marsh. In 2017, a lot of farmland and marsh has gone. With the coming of the latest lifestyle centre Downtown Markham, the era of Markham as a bedroom community can be declared ended. The force behind this transformation is the Remington Group.

早于上世纪七十年代移居多伦多的华人，都会不约而同地告诉后来者，当年的约克区是人口稀疏的田野一片，直至九十年代末以前，面貌一直没变。但时至今日，Steeles街以北很多田野不见了，换来密麻麻的宽阔独立平房或一座座高楼住宅大厦。这些发展，印证了Remington Group创办人Rudy Bratty的远见：地有限，但人口增长无限。



"It was the vision of my boss. He told me that land is limited, but population growth has no limit," said Wayne Chan, Remington Vice President of Commercial and Residential Properties. This belief led the visionary Rudy Bratty of the Remington Group to bank his money in the land in Markham. Land was cheap back a generation ago. Remington soon purchased a vast piece of land that is now becoming the most booming part of the City of Markham.

具有长远目光的Bratty于是重点投资，很早便在约克区的万锦市买下大片即现今407公路与Warden路一带的农地。至2006年，Remington Group宣布要把这片243公顷的土地变成一个不一样的新市镇。

走进万锦市中心(Downtown Markham)这个新社区内，首先看见一个别具一格的旋转马机动游戏。儿时这游戏叫旋转木马，但眼下这些马，都不是木制的，而是用来自加拿大全国不同地方的废金属制造的，而所有44只马、动物或交通工具的造型，都是著名艺术家Patrick Amiot的作品。再走入旋转马附近的戏院及文娱大厦内，或附近的街道上，不难发现各种形态不同的动物雕塑；甚至连停车场内的柱子和电梯大堂，也有墙画装饰。Remington Group致力推行公众地方艺术项目，便是要将万锦市中心打造成一个充满灵感的社区。

万锦市中心可以说是因万锦市已故市长高鸿恩与Bratty的远见而来。本来在Steeles街以北的万锦市，一向只是卫星社区，从城市迁到这里的人都是想有一间大屋。但当人口不断北移而引至交通问题时，卫星社区便需要发展以配合人口的增长。





Encouraged by the late Mayor of Markham, Don Cousens, Bratty began the ambitious \$4 billion, 243-acre Downtown Markham project in 2006. In seven more years from now, that is 2025, the whole development project will be completed. By then, Downtown Markham will become a self-sustained new urban destination of homes, shops and office space. It will house 7,000 – 8,000 families in the condo towers and townhouses. It offers thousands of job opportunities. At least two Canadian corporations have made Downtown Markham their national head office locations. Downtown Markham will even feature a university – the York University York Region campus.

But it is not just a community where people live, work, learn and shop. Remington is making Downtown Markham an inspiring place.

At the heart of the community is art. A carousel, named Pride of Canada, sits right at the entrance of the community. It is made of recycled metal from across the country and is a one-of-a-kind merry go-round of 44 rideable sculptures by artist Patrick Amiot. The \$25-million public art program features sculptures in the building lobbies, exhibits in the parking garage, and sculpture integrated into a building. After all, Downtown Markham is about creating memorable experiences.

高鸿思与Bratty两人对发展万锦市中心的构思是一拍即合的，两人都同意要让居民在住所附近上班上学，减少长途跋涉去市区活动。预计至2025年当整个万锦市中心发展计划完成时，会有七千到八千个家庭住在多座住宅大厦及镇屋内，数百万平方呎的写字楼面积会提供数以千计就业机会。事实上，已有两家公司落户到万锦市中心设立全国总部，另外多伦多的约克大学亦已宣布在万锦市中心兴建约克区大学校园。



One of a Kind Community Hub

Further south of Downtown Markham, at the border with City of Toronto, the Remington Group is turning its prime retail property, the Market Village, into a contemporary lifestyle hub.

A well-known landmark to Greater Toronto Area residents, both Chinese or non-Chinese, the Market Village is a go-to location for everything Asian. After three decades of standing at the busy north-east corner of Kennedy Road and Steeles Avenue in Markham, it's time for it to say good bye. The shopping mall will undertake a 360° facelift. By 2021, it will be reborn with a new name and a modern style. Tenants started moving out in the summer of 2017, and by early 2018 when all tenants are gone, Market Village will be demolished. Construction work of the new Remington Centre will begin immediately.

On top of the 800,000-square-foot retail floor space, the Remington Centre is well positioned to be an epicenter of arts and culture in the community. The large-scale 360-degree stage with multi-storey wraparound viewing capabilities is ideal for music events, dancing performances or commercial exhibits. The outdoor performance stage will play host to a variety of events and shows.

This mini community, or Milliken Downtown as Mr. Chan describes it, is also home to hundreds of families. Two residential towers at the south-east corner of the Remington Centre will punctuate the skyline with chic and sophisticated architectural style.

华人商场大变身

距离万锦市中心南面不远，与多伦多市接壤的地方，是Remington Group一个王牌商场地段。这王牌地段将于数年间摇身一变成为新的潮流热点。

屹立在万锦市Kennedy路与Steeles街东北角近三十年的Market Village 城市广场，是华人社区的地标。这个华人商场亦甚受非华人喜爱，每逢周末或重大华人节日，商场都挤迫得水泄不通。但城市广场时代终需结束，换来的将是汇通广场新世代。城市广场的租户于2017年夏天开始陆逐迁出，预计至2018年初便会全部清空。到时城市广场将会拆卸，汇通广场的兴建工程随后展开。

新的汇通广场零售店舖总面积达八十万平方呎。不过汇通广场要打造的不只是一个现代化商场，同时也是一个文化艺术中心。广场的舞台设计使四方八面及二楼的观众都能望见舞台，最适合音乐节目、舞蹈表演或商品展览。而户外的舞台也可以用来进行多种活动或表演。

汇通广场是一个商住两用社区。在商场东南端是两座设计别出心裁的豪华住宅大厦汇景豪庭。当整个项目落成后，这地段将会焕然一新。正如Remington Group 商业及住宅发展部副总裁陈荣耀形容，新社区堪称「美丽径市中心」(Milliken Downtown)。





Mission accomplished

For almost three decades, Market Village has been an icon of ethnic Chinese in the Greater Toronto Area. When it was built in the late 1980's, it was never meant to be a Chinese mall. It had 9 buildings and mirrored the setting of a country farm barn, with a stable and live horses. But, over time, it was gradually turning into a small scale Chinese mall. So, in the early 90's, the builder, Cedarland Properties Limited (owned by The Remington Group), transformed the mall into a Chinese mall and since then, it became a daily destination for many Asian people for grocery, dining, clothes and so on. Despite its status as the major Chinese shopping mall in the GTA, it was challenged by the newer adjacent Pacific Mall opened in 1997. However, the two malls co-existed ever since, and they had literally transformed the Kennedy Road and Steeles Avenue corner into a must-go destination for people from all ages, all walks of life and all ethnicities. With the ever-changing trends and demographic growth, Market Village is finally ending its mission and giving way to a newer, bigger, and more dynamic complex of homes, offices and shops. But the show must go on. The world is waiting for the next annual Chinese New Year show to appear on the stage of the new Remington Centre.

迎接新世代

生活在大多伦多地区的华人，几乎没有人不认识城市广场。但原来这所华人商场最初兴建时，原意不是以华人商户为主的商场，而是一组共有九座建筑物的维多利亚式设计商场，并且设有马厩和饲养活马。但自从这商场于上世纪八十年末落成以来，一直是小型的华人商场，发展商Cedarland Properties Limited (由Remington Group拥有) 于是在九十年代初把整个商场改成为华人商场，将九座建筑物连结起来，自此城市广场便成为万锦市和附近地区的华人购物和饮食中心。

在1997年，城市广场侧兴建了全新的太古广场，同样是华人商场，但城市广场并未因而黯然失色，反而两个华人商场联手将Kennedy路和Steeles街这个地段，变成是各色人种都喜欢到来参观购物的目的地。

但随著时代转变与人口增长，城市广场的历史任务要告一段落了。Remington Group要将之改建成一个更宏伟、更现代化及更有动感的新社区，区内有零售店铺、工作场所及住宅单位，再加上各式各样的室内文化表演及户外活动，汇通广场将是消闲娱乐新世代之作。



Green Future

These two communities have a very important common feature: Green.

When the Remington Group announced its ambitious Downtown Markham development project in 2006, they had committed it to be a community of LEED standard buildings and with strategies to promote environmentally friendly living. LEED, or Leadership in Energy and Environmental Design, is a rating system that is recognized as the international mark of excellence for green building in over 160 countries. Canada is one of the countries embracing the green practice.

Many residential and commercial buildings in Downtown Markham have already been awarded the LEED Gold status. The 72 acres of natural and landscaped green spaces within the community are part of the largest urban park

in North America, the Rouge National Urban Park, making nearly endless opportunities to explore the outdoors while enjoying the sizzle of an urban centre aglow with activity.

The Remington Centre project also works in harmony with the site's surroundings to utilize the maximum amount of natural light, and geothermal heating and cooling. The roof extension features will help shade the building, reducing air conditioning needs as well as the centre's overall carbon footprint.

"Thinking outside the box" is the headline of a news story about Rudy Bratty when he received the Lifetime Achievement Award for his contribution to the Canadian real estate landscape at the 32nd annual Building, Industry and Land Development Association Awards in 2012. Innovative and visionary, Mr. Bratty is indeed a legendary community builder.

绿的将来

万锦市中心和汇通广场都有一共通点：绿色建设。

Remington Group宣布发展万锦市中心时，承诺会兴建符合「能源和环保设计领导力」标准的大厦，并且推动环保的居住环境。万锦市中心已有很多住宅及商业大厦获得这项评级的金奖。而整个社区内一共有72公顷大自然地带或公园，这将是北美洲最大型市区公园之一，居民不用远离住所便已能够享受户外生活。

汇通广场在设计方面亦配合周边环境，尽量采用天然光线，以地热方法为商场提供冷暖空气调节，商场屋顶扩大以帮助商场遮挡阳光，减低使用冷气，从而减少整个商场的碳排放量。

Bratty在2012年获加拿大建屋、工业及土地发展协会颁发终身成就奖，表扬他在地产界的贡献。当年有关他获奖的新闻报道以「突破框框的思维」来形容他。Bratty具远见兼大胆求新，是实至名归的传奇社区建造者。

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家，风雨中的依托，成功时的冠冕

富诚地产公司 *以人为本，助您建立理想家园*

To every one of us, our home is our safest harbor, a place we cherish the most. As we all know, Canada is a country of immigrants. People of different religions and cultures gather here. For that, a home is even more significant in the eyes of a Canadian. Landstars 360 Realty Brokerage Inc. is a company with a skilled and experienced team of real estate agents, and their ultimate goal is to help customers find a house which they can call "Home".

家，对于每个人来说是最安全的避风港，也是在外打拼的游子们最思念的地方。众所周知，加拿大是个移民国家，有著来自世界各地不同族裔的移民。因此对于加拿大人而言，家就有著更加特殊的意义。

LANDSTARS 360 REALTY INC. BROKERAGE
富 誠 地 產 公 司



在安居置业的过程中，地产代理公司起着重要的作用。富诚地产公司，一家有著多年工作经验和专业团队的地产代理公司，致力于为客人营建一个温暖的家。

急客人所急 想客人所想

Conrad Leung是富诚地产公司的一名专业地产代理，入职之前，他已拥有多年的市场营销经验。富诚吸引他的加入，正是公司“以人为本”的理念。

记得那是一个周末的下午，Conrad正在公司加班，这时一对新移民夫妇走进来。通常对于这种没有预约的客人，地产代理们是很难安排时间接待的，但是看到他们期待的目光，Conrad放下手中的工作，详细地了解他们的现状，需求以及对未来的计划，利用他的专业知识为他们做了详细的分析并作出了合理可行的建议Conrad诚恳的态度和专业的讲解，不但赢得这对夫妇的信任，更让这对夫妇感受到亲人般的暖心，把作为新移民的紧张和焦虑也一扫而光。在随后的看房，购房等过程中，Conrad都给了他们无微不至的关怀和专业的照顾，如同对待自己的家人一样。如今这对夫妇在Conrad的帮助下已成功的走出了新移民的焦虑期，幸福地拥有了自己在多伦多的一个安乐窝。



Customers are always our first priority

Conrad Leung is a real estate agent with Landstars 360. He was drawn to the company by its loyalty and honesty to customers.

One Saturday afternoon, a newly immigrated couple walked in to the office while Conrad was working. Often it is difficult for real estate agents to find time to accommodate these “walk-in” customers. Nonetheless, Conrad put his work aside and welcomed the couple. After understanding their situation and needs, Conrad gave them his professional opinion and advice on finding a suitable property. His sincere and caring attitude made them feel at ease and extremely welcomed. Following the initial meeting, Conrad continued with his great service by actively exploring and negotiating the perfect purchase of a house for the couple. Thanks to his hard work and dedication, the couple experienced a smooth transition period of their immigration, and is now living in a beautiful house of their own.



Conrad describes himself as more of a life consultant than a real estate agent. Not only does Conrad fulfill his clients' housing needs, he also provides guidance and advice on everyday life issues that the clients may have. Here in Landstars 360, all agents are equally helpful and sincere to their clients as Conrad, making Landstars 360 a company that everyone can trust and rely on.

Landstars provides full support to its team

Conrad is happy to see that both his son and his son's girlfriend are working hard to join the Landstars 360 team. The company is full of experienced veterans who can guide youngsters along the way. The management team promotes and maintains a home-like atmosphere for all agents and staff, providing them with an environment for innovative ideas and creativity. It treasures their opinions and views, and believes they pave the way for the company's bright future.

Home, is everyone's safest harbor and shelter. The goal of every Landstars 360's member is to find all customers the house of their dreams.



售后服务更贴心

“我就是客人全面的生活顾问” Conrad用这样的话来形容自己的工作。事实上除了买卖租赁房屋，移民多年的Conrad还用自己生活上的经验帮助客人解决各种各样的日常问题。而在更广泛的专业知识方面，如财务，税务及法律等，公司亦为每一位地产代理提供专业的培训及支持。事实证明，这样的全面服务不但赢得了客人们的赞赏，同时公司及各代理的美名也被大家口口相传。

公司是员工最强大的后盾

最后Conrad欣慰的表示，他的儿子及其女友也正在考取地产代理牌，并将加入富诚地产。这是因为公司不仅支持经验丰富的资深员工，还全力扶持新生力量的加入。管理层为员工创造了”家”一般的工作环境，不断了解员工的所需所想，持续的开发新项目，拓展新思路，并通过商会等社会活动让大家接触各阶层及不同行业，扩阔眼光，令大家有更自由更广阔的发展空间。

家，是每个人风雨中的依托，成功时的冠冕。帮助每一个人打造一个温暖幸福的家是富诚地产全体员工固守的理念和执著的追求！



The 30 years of Landstars — Challenge and Opportunity

Landstars 360 Realty Brokerage Inc. (known as Landstars Realty Inc. when it was created) was established in 1988 with only seven members to start with. Its talented founders strove to explore various opportunities for the company, making it grow fast. At its peak, Landstars attracted 170 sales representatives and supporting staff members.

In the early years, Landstars specialized in raising capital for property development, selling and managing properties. The economic recession starting in 1990 in North America gave a severe blow to the real estate market. Many renowned developers and real estate agencies of all sizes were eliminated by the frenzy. The property market was devastated, with people having negative equity everywhere.

Crisis creates opportunity. The transfer of sovereignty over Hong Kong in 1997 led to mass immigration in the '90s. Landstars saw this as a great opportunity. Teaming up with the equity capital from Hong Kong and Middle East, Landstars participated in building a series of Hong Kong style shopping plazas and commercial buildings along Highway 7 of Richmond Hill.

In the mid-'90s, Landstars joined the prestigious Century 21 Real Estate Franchise System. The company provided its sales representatives with professional training, detailed materials and information, plenty of image advertising and promotions, as well as efficient administrative support. With the company's full support, its team had won many awards presented by the Century 21 Real Estate.

In 2012, Landstars left Century 21 and renamed as Landstars 360. Its mission is to promote the company's strategic direction towards the Greater China, and act as a guide for property investors in Canada and China.



危机中的生机，富诚走来的三十年

富诚地产公司成立于1988年，由七位成员发展至高峯时代，公司有著一百七十位营销和后勤工作人员共事。公司在创业初年是专业于集资，开发，销售和物业管理。

富诚开业年份正值北美1990大萧条开始，当时美加很多知名的开发商，大小的地产中介公司都受狂潮淘汰推倒。地产市道一片哀鸿，负资产比比皆是。有危有机！富诚掌握当时香港因九七回归问题的向外移民潮，在大多伦多北列治文山七号公路处集合港资和中东的资金开发香港式商场，将当时的一带廖廖人口可数的地方建立成现年地价高昂的国际华埠。

九十年代中富诚双线发展，加入加拿大廿一世纪地产连锁集团。以专业培训，详尽资讯，形象广告推广和高效的行政作出对旗下营销团队的支援。因而在廿一世纪集团内屡获殊荣！

在2012年，富诚作公司结构重组，改名富诚360以推动面向大中华的公司战略方向，作为加中两地的地产投资人的引路者。





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