



Newsletter

CANADIAN CHAMBER OF COMMERCE IN SINGAPORE
CHAMBRE DE COMMERCE DU CANADA À SINGAPOUR
7 Jurong West Street 41, Singapore 649414



Quarter 1 2017 Edition

President's Message



Dear CanCham Members and Friends,

The year seems to be flying by and it is hard to believe that summer holidays are just around the corner!

CanCham opened the first quarter of this year by hosting our annual Canada Night at the Races event at the Singapore Turf Club. This event achieved record attendance for the second year in a row! We used this opportunity to celebrate CanCham's 12th Canada Night at the Races and kick off Canada's 150th Anniversary celebrations! In March, we continued our CanCham Power Lunch Series with a Sales Forecasting event led by Tom Abbott, Founder of SOCO/Sales Training. Guests were treated to a productive workshop over lunch at the High Commission of Canada. Shortly following, CanCham in partnership with Export Development Canada (EDC) and the Canada-ASEAN Business Council held a sold out networking luncheon, at the Four Seasons, featuring guest speaker Peter Hall, EDC's Chief Economist. Mr. Hall spoke on the subject of global trade and the major issues that impact Canada's economy. Opening remarks were provided by the Honourable Wayne Wouters, former Clerk of the Privy Council. We were honoured to welcome guests of honour H.E Lynn McDonald, High Commissioner of Canada to

Executive Committee 2016-2017

Honorary Chairperson

H.E. Lynn McDonald, *High Commissioner of Canada to Singapore*

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Ms. Evelyn Sue Wong, *Independent CSR and Labour Consultant*

Ms. Franca Ciambella, *Consilium Law Corporation*

Dr. Glenn Odland, *Canadian International School*

Singapore, and Ambassador Marie-Louise Hannan, Ambassador of the Mission of Canada to ASEAN. During the same week, EDC launched their first global branch in Singapore, and CanCham was delighted to be part of this monumental occasion.

CanCham is ramping up for a busy second quarter. We hope you will join us for our Annual General Meeting 2017 Luncheon, taking place at the Raffles City Convention Centre, on May 25th.

CanCham will be hosting Canada Day 2017 on July 1st so please save the date in your calendars and stay tuned for more details!

We look forward to seeing you at one of our exciting upcoming events!

Sincerely,



Ian Wilson
President, 2016-2017

Mr. Mark Ceolin, *Red Gate International*

Mr. Naveed Irshad, *Manulife Singapore*

Mr. Randolph Mank, *MankAsia*

Mr. Robert Simmons, *Government of Alberta*

Canadian High Commission (EX-OFFICIO)

Mr. Richard Dubuc, *Senior Trade Commissioner*

Executive Director

Ms. Chelsea Guy

Accounts

Mrs. Susan Cumbers

Recent CanCham Events

Canada Night at the Races 2017



L to R: Canada Cup 2017 presented by: H.E Lynn McDonald, High Commissioner of Canada to Singapore & Mr. Tan Guong Ching, CA-S Chairman; CanCham President, Ian Wilson, giving opening remarks; BMO enjoying the view; Canadian Five Pillars Cup presented by the Canadian International School; H.E. Lynn McDonald presenting a lucky draw prize to Gerald Kresta; Manulife Singapore Toasting in the Champagne Room; CanCham Cup presented by CanCham President, Ian Wilson, CanCham Chairman, Marlene Han and CanCham Director, Franca Ciambella; Eastern Carpets' live auction.

This year we celebrated Canada's 150th Anniversary and CanCham's 12th Canada Night at the Races at the **Singapore Turf Club**! CanCham hosted a sold out crowd for the second year in a row! This year we welcomed **Guest of Honour, H.E. Lynn McDonald**, to her very first Canada Night at the Races. We thank Her Excellency and her team at the Canadian High Commission for their continued support of this event! We would like to say a special thank you to our Race Title and Event Sponsors: **Manulife Singapore, Air Canada, BMO, HJM Asia Law & Co, Scotiabank, Brewerkz, Consilium Law Corporation, Eastern Carpets, Fairmont Singapore, Fireshot, Flabbergast Productions, KTRX Enterprise, Rueven Tan Photography, Singapore Rugby 7s and Wine Guru**. Thank you to the many volunteers and our charming **master of ceremonies, Brian Tracey**, who helped make this event a success!

CanCham Power Lunch: Sales Forecasting – Projecting Your Sales In H2 2017



L to R: Tom Abbott, Founder, SOCO/Sales Training conducting a sales forecasting workshop; Guests working together in groups to set individual goals.

CanCham hosted a CanCham Power Lunch: Sales Forecasting – Projecting Your Sales In H2 2017 event at the **Canadian High Commission**. Guests were treated to a very informative, interactive and enthusiastic Sales Forecasting workshop with **Tom Abbott, Founder of SOCO/Sales Training**. Guests walked away with some very useful tips on how to set realistic sales goals and how to achieve them! We thank event sponsor **Wine Guru** and the **Canadian High Commission** for lending us their boardroom!

EDC/CABC/CanCham Luncheon with Peter Hall, Chief Economist of Export Development Canada



L to R: William Brown, Regional Vice President, Asia, EDC giving opening remarks; Guest speaker Peter Hall, Chief Economist, EDC; Guests networking; Kelly Cailles, Executive Director, CanCham Thailand, Wayne Farmer, President CABC, Ian Wilson President CanCham, Peter Hall, Chief Economist, EDC, Mairead Lavery, Senior Vice-President, Business Development, EDC, H.E. Lynn McDonald, High Commissioner of Canada to Singapore, H.E. Marie-Louise Hannan, Ambassador to the Mission of Canada in ASEAN, William Brown, Regional Vice President, Asia, EDC.

The Canadian Chamber of Commerce in Singapore in partnership with Export Development Canada and the Canada-ASEAN Business Council held a sold out networking luncheon, at the **Four Seasons Hotel Singapore**, where guest speaker **Peter Hall, EDC's Chief Economist**, spoke on the subject of global trade and the major issues that impact Canada's economy. Opening remarks were be provided by the **Honourable Wayne Wouters, former Clerk of the Privy Council**. We were honoured to welcome **guests of honour H.E Lynn McDonald, High Commissioner of Canada to Singapore** and Ambassador **Marie-Louise Hannan, Ambassador of the Mission of Canada to ASEAN**.

CanCham Member Announcement

The following Canadian Chamber's have agreed to allow members to access their events at member pricing. The Chamber names have all been linked to their upcoming events page.

[Canada Bangladesh Chamber of Commerce and Industry](#)

[Canadian Chamber of Commerce Cambodia](#)

[Indonesia Canada Chamber of Commerce](#)

[Canadian Chamber of Commerce in Japan](#)

[Canadian Chamber of Commerce in Korea](#)

[Canadian Chamber of Commerce in Hong Kong](#)

[Canadian Chamber of Commerce of the Philippines](#)

[Canadian Chamber of Commerce in Shanghai](#)

[Canadian Chamber of Commerce in Singapore](#)

[Canadian Chamber of Commerce in Taiwan](#)

[Thai-Canadian Chamber of Commerce](#)

[Canadian Chamber of Commerce in Vietnam](#)

In the News

Canadian export credit agency sets up first global branch in Singapore



Regional vice president for Asia William Brown said Singapore was chosen because of the conducive business environment, educated workforce and its role as Asia's financial, commercial and transportation hub. ST PHOTO: ARIFFIN JAMAR

SINGAPORE - Export Development Canada (EDC), Canada's export credit agency, has set up its first global branch in Singapore.

The new branch, located in Marina Bay Financial Centre, will negotiate and underwrite trade finance deals from Singapore, with the aim of helping companies in the region trade with Canada.

The agency will also actively pursue opportunities to collaborate with commercial banks here, said regional vice president for Asia William Brown.

EDC provides insurance and financial services, bonding products and small business solutions to exporters, investors and international buyers.

Mr Brown added that Singapore was chosen as the location for EDC's first global branch because of the conducive business environment, educated workforce and its role as Asia's financial, commercial and transportation hub.

EDC has helped facilitate about CAD\$90 billion in business between Asian and Canadian companies over the past five years.

Key sectors of interest include infrastructure, including energy and clean technology; mining; oil and gas; light manufacturing; and information and communications technology.

The agency supported nearly 1,300 companies in Asia last year.

The Singapore branch is expected to play an important role in doubling EDC's loan bookings by 2021, when it hopes to be providing more than US\$4 billion in new commercial financing every year.

Source: Straits Times. Original article can be viewed [here](#).

Upcoming CanCham Events

Wednesday April 26th: McGill University MBA International Study Trip 2017

Networking Reception. On the occasion of McGill University MBA International Study Trip 2017 to Singapore, H.E. Lynn McDonald, High Commissioner of Canada to Singapore cordially invites CanCham Members to attend a networking reception to meet with MBA students from Desautels Faculty of Management, McGill University. **Time:** 6:30pm to 8:30pm. **Venue:** The Official Residence, 9 Swettenham Road, Singapore 248092. **Cost:** Complimentary. Click [here](#) to register.

Tuesday May 9th: Canada's Innovation Agenda: Positioning Canadian SMEs for Global

Success. As part of the High Commission of Canada's Speaker Series to mark Canada's 150th Anniversary, the High Commission and the Canadian Chamber of Commerce in Singapore are pleased to invite you to a presentation on Canada's innovation agenda: Positioning Canadian SMEs for Global Success, by Mr. Michael Denham, President & CEO, Business Development Bank of Canada (BDC). **Time:** 10am-11am. **Venue:** High Commission of Canada, #11-01, One George Street, Singapore, 049145. **Cost:** Complimentary. Click [here](#) to register.

Thursday May 25th: CanCham Annual General Meeting 2017. You are invited to join us for the CanCham Annual General Meeting 2017 Luncheon, featuring remarks from CanCham's President and highly respected member of the Canadian business community in Singapore, Mr. Ian Wilson, Senior Vice President - Hotel Operations, Marina Bay Sands. Ever wondered what it is like to run a 2,600 room hotel at 97% occupancy? Now imagine doing it in an environment where you can't get the resources you need. Come and learn how Marina Bay Sands is learning and innovating to thrive in Singapore's tight operating environment. Opening remarks will be provided by H.E. Lynn McDonald, High Commissioner of Canada to Singapore. **AGM Time:** 12:00pm-12:30pm (registration at 11:30am). **AGM Luncheon:** 1:00pm-2:30pm. **Venue:** Raffles City Convention Centre, Mercury Room, Level 4, 80 Bras Basah Road, Singapore, 189560. **Cost:** Members \$70; Non-Members \$80. Click [here](#) to register. **Please RSVP by Friday May 19th.**

FOR MEMBERS WHO WISH TO NOMINATE A PROXY, A PROXY FORM MAY [DOWNLOADED](#) AND SUBMITTED TO execdirector@cancham.org.sg

Nominations for Executive Committee positions may be submitted in writing to the Secretary up to seven (7) days in advance of the AGM. All nominations may be sent to execdirector@cancham.org.sg. Members who cannot attend are encouraged to nominate a proxy by filling out a proxy form.

Saturday July 1st: *SAVE THE DATE!!! Canada Day 2017 celebrating Canada's 150th Anniversary! More details to follow. If you are interested to volunteer for Canada Day please email execdirector@cancham.org.sg.**

Upcoming Five Pillar Events

Saturday May 14th: CA-S Inter-University Annual Bowling Championship. Form a team of 4-6 with your university friends, or sign up to join a team, and stand to win the championship cup and attractive prizes! CanCham is the three time defending champion! **Time:** 2:30pm-5:30pm. **Venue:** Superbowl @ SAFRA Toa Payoh. **Cost:** \$50/pax (includes refreshments, socks & shoes). Bank transfer to Canadian Alumni Singapore@DBS 001-011219-8 and send your receipt to canalumni.sg@gmail.com or post to cheque to SingPost Box 880039 before 5th May 2017 to confirm your place. **Register:** <http://tinyurl.com/mar2s6g>

Wednesday May 31st: *SAVE THE DATE!! CA-S Annual General Meeting 2017. Stay tuned for more details!**

Upcoming Partner Events

Thursday April 27th: New Energy Realities: Digital Transformation. Digital spans a broad spectrum of new ways to do business and is increasingly front of mind in surveys of CEOs (PwC/KPMG). This panel discussion will cover three broad themes - underpinned with a foundation of cyber security: **Smart technology** – Using IOT sensors, robotics and digital labour, to transform business operations in areas such as predictive maintenance; **Skills** – How to empower employees in a digital world; **Innovation and insights from data** - new ways to build out and increase loyalty from customers with new products and services. **Time:** 7:30am-9:30am. **Venue:** Carlton Hotel - Empress Ballroom 5, 76 Bras Basah Rd, Singapore, 189558. **Cost:** \$70 for CanCham Members (Supporting Chamber/Organisation). Click [here](#) to register.

For more information about the speakers of this event please click [here](#)

Singapore Apex Corporate Sustainability Awards



The Singapore Apex Corporate Sustainability Awards are the most prestigious form of recognition for Singapore companies on Corporate Sustainability. The Awards recognise organisations which have demonstrated excellence in sustainability, and highlight standards for those aspiring to better their sustainability practices.

With the integration between Global Compact Network Singapore (GCNS) and Singapore Business Federation (SBF) Sustainable Development Business Group in April last year, this Awards build on both the GCNS Singapore Apex CSR Awards and SBF Singapore Sustainability Awards, which are held in commendation by the private sector in their own right.

Its criteria are not only well-aligned to the Ten Principles of the United Nations Global Compact, encompassing the areas of environment, human rights, labour and anti-corruption, but also recognise the companies attaining the triple bottom line.

Categories:

- 1) Sustainable Business - This category recognises businesses that excel in implementing sustainable practices within their core operations.
- 2) Clean Technology- This category recognises businesses that excel in developing outstanding clean technology solutions that address the sustainable needs of other businesses, the environment and society.

READY TO BE RECOGNISED?

*Application Opens: 31 January 2017 **Closing Date: 31 May 2017***

More details on sustainabilityawards.sg

May 23rd - 25th: CommunicAsia 2017



The premier sourcing and knowledge ICT platform in Asia, CommunicAsia2017 will bring together a comprehensive display of cutting-edge technologies. With the convergence of technologies and the disruption of traditional business models, ensure that your business stays updated and ready to tackle future consumer demands.

CommunicAsia2017 will feature a showcase of trending technologies:

- SatComm
- Connect Everywhere
- Borderless Broadband
- Smart Cities
- IoT
- Cloud & Big Data
- Security & Cyber-Security
- Enterprise Mobility

To register click [here](#).

Friday June 9th: Inter-Association Networking Night 2017. CanCham is proud to be one of the key partnering associations of Inter-Association Networking Night 2017, organised by ASME. We would like to invite you to join us at this event to mingle and network with members of 20 other associations.



Organiser



Supporting Partner



Click [here](#) to register.

October 23rd-27th: Singapore International Energy Week (SIEW) 2017



“Rethinking Energy, Navigating Change” - SIEW 2017 will facilitate discussions on staying nimble, managing risks, overcoming challenges and seizing opportunities in this evolving energy landscape. Please visit www.siew.sg for updates regarding the exciting program for SIEW 2017.

Promotions



Join Lilly Singh, Canadian [YouTube personality](#), vlogger, comedian, writer and actress. She is better known by her YouTube username **IISuperwomanII**.

The tour brings the humour, motivation and real talk to life from Lilly's debut book *How To Be A Bawse: A Guide to Surviving Conquering Life*, out in bookstores now. In the book, Lilly shows how everyone can become a *bawse* - a person who exudes confidence and reaches goals. Lilly has reached global success and amassed more than 11 million subscribers through her signature brand of observational comedy and inspirational YouTube videos. As a role-model to women and girls around the globe, Singh also created her #GirlLove initiative to break the cycle of girl-on-girl hate and encourage positivity amongst each other.

Click [here](#) to book tickets.

CanCham Members receive a \$10 discount on CAT 4 & CAT 5 tickets.

Promo Code: Bawse (Please input the code upon checkout)



CanCham members enjoy a 15% discount on the upcoming Cirque du Soleil - Kooza, opening July 12th!

Enter promo code 'Kooza15' on the sistic website: <http://www.sistic.com.sg/events/kooza0817>



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