

ambassador

How to BCome a national player in the wireless world

BCIT alumni Emil and Boris Bosnjak hit the national stage with their company, BWireless.

BWireless began in the early 90s as Vancell Communications – a small one-man company operating out of the trunk of a car. The company was started by BCIT alumnus Emil Bosnjak, a self-starter with a passion for emerging telecommunications technology and for making his corporate customers happy.



Emil and Boris Bosnjak were keynote speakers at this year's Alumni Association AGM on May 29. See page 9 for highlights of their message.

He was later joined by Boris Bosnjak, his brother and also a BCIT alumnus. Boris now looks after the financial aspects of running the company, while Emil drives the business and seeks out new partnerships and playing fields.

When Emil graduated from BCIT in the late '80s, he was hired by Netco Cellular who had him selling large, heavy and expensive (as they were then) cell phones to corporate customers.

After two years, he struck out on his own with Vancell Communications, which "grew organically" through the years – from an upstart company to a

solid player in telecommunications with a retail store in Vancouver. It was rebranded as BWireless in 2000.

When BC Tel merged with Telus and decided to compete nationally, BWireless was one of only two dealers in Western Canada who agreed to go national with them.

"Although it was a big step for us, it allowed us to stand out in the crowd. We showed that we had the trailblazer spirit within us," Emil says. "We opened our flagship store in the TSE Tower and we did really well – more than 15 per cent of Telus business in Ontario from the outset, just from that one store."

Then, in late 2000, Telus purchased Clearnet and BWireless got an even bigger turbo boost. The company still has not slowed down.

Since then, BWireless has opened two additional stores in Ontario: one in Ottawa and a second Toronto location. The new Toronto store is uniquely situated at Cityplace, a digital neighbourhood that's completely wired for 100 MB service, which is 10 times faster than ADSL.

"We believe that digital neighbourhoods will become more and more prevalent in Canada and we've got a pretty good foot in the door," Emil says.

No doubt he's right. BWireless has a fourth Ontario store in the works, slated to open in Toronto, and their first store in Alberta soon after that. They also have plans to increase their national presence with channel partners in smaller communities throughout Canada and to expand internationally. Their online store has also contributed greatly to their growth.

"The name BWireless is a legacy to my family," Emil explains. "I'm driven to never lose control of my business. My vision is for BWireless to continue to be at the forefront of providing great products and services, and to build a formidable wireless network to link all BWireless clients."

Emil was named one of *Business in Vancouver's* Top 40 Under 40 entrepreneurs for 2001.

The mission of the BCIT Alumni Association is to build and maintain relationships between graduates and the BCIT community, and to support the Institute in fulfilling its mission.

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President's message

So, how do you like our new look? We've just launched a new logo for the BCIT Alumni Association

and adopted the tagline "In Demand, Delivering Results." This issue of the *Alumni Ambassador* brings to life our new, more contemporary, more "BCIT" image! Let us know what you think (send comments to alumni@bcit.ca).

The first week of April was a hectic one at BCIT, and for me, as your president. I participated in the annual Alumni Phonathon which ran April 2-4, and I was thrilled to see our Alumni Association challenge met by alumni pledging support for students and programs over the phones. On April 5, I had the pleasure of attending the Opening Ceremony at BCIT's 2002 Open House and two alumni reunions including my own, Broadcast and Media Communications. Once again, the Broadcast reunion was a great party, well-attended by colleagues and friends. Brian Antonson and his staff did an outstanding job of organizing the event, and the memories of the late Rick Honey, Rick Jonasson and John Ansell (who used to organize these reunions) were very much present at the event. Brian has assured us that the 2004 Broadcast reunion will be a zinger!

Biotechnology grads also gathered on the Burnaby campus for their first reunion. Celebrating five years of the program, they learned that their diploma program is now a Bachelor of Science (Hons.) degree program offered jointly by BCIT and UBC, and is changing hands from the School of Process, Energy and Natural Resources to the School of Health Sciences, as BCIT reorganizes its Schools. I chatted with a couple of grads who advised me that since graduation, they've embarked on fascinating careers in their field.

If you are planning a reunion, the Alumni Association would be pleased to assist you. Please contact the Alumni Office for details.

On May 29, we held our 23rd Annual General Meeting at the Coast Plaza Suite Hotel at Stanley Park to celebrate a terrific year of progress. At the event, we honoured retiring vice-president, External Affairs, Neil Howard, with an honorary membership in the BCIT Alumni Association.

As president of the Alumni Association, I've recently been appointed to the BCIT Foundation. It will be an honour to represent BCIT alumni on this prestigious board and I look forward to the experience of serving you in this capacity over the next year.

As the summer of 2002 approaches, we at the Alumni Association would like to thank you for your continued support, and to extend to all BCIT alumni, faculty, staff and friends best wishes for a safe and happy summer.

Scott Gray,
Broadcast and Media Communications '88

PRESIDENT
BCIT ALUMNI ASSOCIATION

Alumni fundraising campaign a team effort



Alumni Association president Scott Gray presents a cheque for \$15,000 to BCIT president Tony Knowles at the Alumni Association AGM on May 29, 2002. As of May 28, the total raised for this year's Alumni Annual Appeal surpassed the \$15,000 mark; this cheque represents the matching pledge by the Alumni Association. The funds will support student scholarships and bursaries, the library, and program areas at BCIT as designated by alumni donors.

The Alumni Appeal 2002 was launched in early spring to raise funds for BCIT programs across campus, the library, and the Alumni Association Scholarship and Bursary Endowment Fund.

As a special incentive to encourage giving, the Alumni Association pledged a Challenge Grant of \$15,000 to match donations (one to one) received during the fourth annual alumni phonathon and from the alumni direct-mail appeal. The phonathon was held at the BCIT Call Centre of Excellence in early April.

"There is no question the Alumni Association Challenge Grant really got this year's alumni appeal off the ground," says Anne Sharp, manager of Alumni Giving. "The Alumni board's leadership inspired the BCIT Foundation to allocate matching funds as well, yielding triple the benefit of each donation up to a total of \$15,000."

Many alumni and campus volunteer callers made this year's phonathon a success. One caller, Sandy Watson, who is not a BCIT grad, was so impressed with the alumni he spoke to that he made a generous gift to the Alumni Endowment Fund.

"I was struck by the reception I got when making phone contact with the alumni," says Sandy, treasurer of the Foundation. "When I mentioned BCIT, they listened and did not hang up. This said a lot to me about BCIT and their experience here."

Bill MacPherson, treasurer of the Alumni Association and an experienced telemarketer, raised the most in donations; Scott Gray, Alumni Association president, donated alumni sweatshirts for draw prizes; and Brigitte Peter-Cherneff, Institute librarian, won the phonathon grand draw prize: a complimentary weekend for two at the Harrison Hot Springs Resort.

BCIT alumni are well on their way to meeting and exceeding the matching funds. The grand total for the appeal will be announced in the next *Ambassador*.

BCIT – a polytechnic institution



Tony Knowles, PhD
BCIT President

To an alumnus of BCIT, "polytechnic" should not be an unfamiliar concept. It captures the type of education and training everyone receives at the Institute, regardless of the program they complete.

According to BCIT president Tony Knowles, polytechnic education:

- is career-focused technical education that covers a breadth of programs, from trades through to applied degrees
- refers to an environment that promotes extensive links with business and industry, and
- has dedicated resources for applied research and technology transfer activities.

"BCIT is doing all of the polytechnic education components within its current mandate," Tony explains. "The inclusion of the tagline 'A Polytechnic Institution' with our logo allows us to retain BCIT's well-recognized and respected name, while opening people's eyes to the ways that BCIT differs from other post-secondary institutions."

BCIT IS ALREADY UNIQUE

BCIT is unique among education institutions, Tony points out. "We're not a university. We're not a community college, because we conduct research and we grant degrees. Also, community colleges do a lot of general interest continuing education activity that is different from BCIT's Part-time Studies which are directly related to credit career preparation."

"We're not a university college because we don't offer degree transfer programs or degree programs that are more general arts and science," Tony adds.

In addition, community colleges and university colleges tend to serve specific regions, while BCIT's mandate is to serve the entire province.

The new polytechnic terminology will change how people view the organization. "Private sector and businesses dealing with an institution that delivers polytechnic education understand that they're in a broader and more substantive league than a community college," Tony explains.

"It also allows us to compete more fairly and openly with universities for research grants."

THE INTERNATIONAL PERSPECTIVE

Because the term 'polytechnic' is better understood in Britain, Europe, Australia, New Zealand, and parts of Asia, where it has been used for decades, the new designation "will help us secure more and larger contracts with funding agencies or individual governments," Tony says.

GRADUATING FROM A POLYTECHNIC INSTITUTION

As a graduate from BCIT, you're already well-versed in what a polytechnic education means – better connections with business and industry, exposure to applied research, hands-on training, and more.

By highlighting the polytechnic aspect of the Institute's make-up, BCIT is aiming to pave the way for enhanced opportunities not only for BCIT faculty and students – but for our alumni as well.

Making Catt-Trax around the world



Danny Catt stops in Namibia as part of his sabbatical focussing on sustainability issues.

Danny Catt, an instructor in BCIT's Fish, Wildlife and Recreation program and 1983 grad of Fish, Wildlife and Recreation – Forest Resources, travelled since late December on a five-month sabbatical through Africa and Asia. Dubbed the Journey for Sustainability, his journey took him from Cape Town, South Africa to Cairo, Egypt, and included stops in southeast Asia and remote islands of Scotland and Ireland as well.

Danny's trip included teaching ecology and sustainable development seminars, as well as stopping in several protected areas and conducting research projects.

Thanks to modern technology, Danny was able to share his story as he experienced it. The Web site dedicated to his travels (www.catt-trax.bcit.ca) provides a virtual diary of the trip, and opens a window on sustainability issues.

Using a laptop computer and digital cameras, Danny is documenting everything from an integrated forest management project in Ethiopia to wildlife conservation efforts in a remote field camp in Uganda.

The site features video clips, photographs, a weekly journal and an interactive Catt-Trax Quiz that encourages site visitors to send questions to him over the course of his journey.

Danny believes that the more we know about global environmental and conservation issues, the better we are at making decisions related to other significant social and economic facets of life. "In Asia and Africa, issues of human population growth, lack of clean water and drought, as well as loss of biological diversity need to be considered and addressed," he says.

"Through my teaching, I try to increase awareness, understanding and respect for the natural world, and in some small way contribute to a more sustainable approach to economic and social development here and abroad."

The general public was also able to keep current with Danny's findings by logging on at Science World, in the Our World exhibit. Education curator Dr. Raymond Nakamura says Danny's insights and images "will provide a much-needed global perspective to local discussions of sustainability."

"Through my teaching, I try to increase awareness, understanding and respect for the natural world"

Simon Fraser University biology professor Alton Harestad was also following his former student. "In our globalized and connected world, there is no reason why knowledge about resource management problems and excitement about their solutions should not be shared. Danny's environmental quest will help us all to experience situations we would not normally experience."

Danny believes that only greater understanding will help us "influence positive change." As a member of BCIT's Environmental Awareness committee, he hopes that staff, students and faculty participate in his quest for understanding, via interaction through the Web site.

– Todd Johnston and Marianne Meadahl

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BCIT alumni are now eligible for the BCIT OneCard program. For \$35 you can obtain a BCIT OneCard. Partial proceeds from the card fee support student scholarships and bursaries and alumni programming. Please contact the Alumni Relations Office for more information or visit our Web site at www.alumni.bcit.ca to download an order form.

A DEAL FOR ALUMNI AT HARRISON HOT SPRINGS

BCIT is also celebrating the introduction of a new partnership between the BCIT Alumni Association and Harrison Hot Springs Resort. BCIT alumni who carry a BCIT Alumni OneCard are eligible to take advantage of special rates at Harrison Hot Springs Resort Aug. 25-29, 2002.

The special rates include the following:

Main Hotel:	\$125
West Tower/Wing:	\$145
East Tower:	\$175

Offer is open only to July 25 and subject to availability, so book now! When booking, please quote the BCIT Alumni Association number 97900082. Book by calling the Resort's reservations line directly at 1-800-663-2266 and show your BCIT Alumni OneCard upon check-in.

Each night that you stay at the Harrison Hot Springs Resort (when you quote the BCIT Alumni Association number) accrues two points for the Association's WAY membership, which will be converted to American Express Gift Cheques (e.g. 30 pts. = \$25 gift cheque) for the BCIT Alumni Association. Therefore every time you stay at the Harrison Hot Springs Resort, you



support your Alumni Association and our programs and services for alumni and students, at no additional cost to you. In addition, the Resort offers alumni a one-category upgrade for individual reservations, subject to availability.

In addition to identifying you as a BCIT graduate, the BCIT Alumni OneCard offers you access and discounts to many on-campus services as well as discounts at several vendors and service-providers in the community. For example:

- **20% DISCOUNT** on one BCIT part-time course (maximum value = \$100)
- **SUBSTANTIAL DISCOUNT** on BCIT Annual Weight Room Membership
- **ON-CAMPUS DEBIT CARD**
- **COPY CARD**
- **LIBRARY CARD**
- **DISCOUNTS AT:**

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A&B Sound	

Check www.onecard.bcit.ca for the most up-to-date listing of discounts available to BCIT OneCard-holders.

Finding her “right work” in music



Laura Doyle is finding satisfaction and success in the music industry.

Laura Doyle believes that life has a process – and if we trust that process, magical things can happen.

In Laura's case, a lot of magic has been happening in the past two years. She has been realizing her life as a singer, songwriter and musician. It isn't exactly a new life – rather an older one brought to fruition.

The former BCIT Broadcasting student, then scriptwriter, then songstress is now working hard to promote her debut album, “No Easy Answers”, while simultaneously writing scripts in Los Angeles to pay her recording debts. While music is her passion, scriptwriting has served her well – and not just in paying her bills.

“Writing begets writing,” she explains. “Even though I'm writing for film and television, I'm doing even more songwriting. I come home at night and hang out with my guitar.”

Her efforts are paying off. Her new album is beginning to get critical and popular attention. Her song “Let You Go” has received steady daytime rotation on Z95.3 in Vancouver, and her music is often a part of television and film projects. Her recent songwriting work also means that a new album is brewing in her heart – if not yet in the studio. Laura is itching to return to Vancouver this summer and begin working on a new album.

Living in the United States after Sept. 11 has left an impression on her. She is returning to a folksier, more acoustic style of music than her previous, more electronic-infused sound. It's all about having something to communicate.

“Musicians communicate through their instrument. When you have an electronic sound, it's one musician communicating through a synthesizer. I'm interested in getting multiple beings together in a band, each communicating their perspective through the same song.”

Laura has used her voice to communicate ever since she was a small child. She was part of a song and dance troupe at the age of five. She joined a church choir at the age of 10 just to have a chance to sing. Later, she was a part of jazz choirs in high school. A personal crisis caused her to stop singing at the age of 18 – a silence that lasted 18 years.

But it's all coming back to her now.

Writing scripts, writing music, promoting her album, planning another one – it has been a busy year. Even though her studies in Broadcasting and her career in the entertainment industry have been her indirect route to her current pursuit, BCIT has played an integral part in what she is doing now. It was her first exposure to the entertainment industry, and the contacts she's made along the way are helping her now. “BCIT gave me an understanding of how this business works,” she explains. “I feel so comfortable dealing with the media.”

Laura has found her place, her “dharma,” as she also calls it. “Dharma is your right work,” she says. “It doesn't matter how hard things get when you're doing what you're supposed to do.”

Declaring war on hackers

Industrial companies and government agencies seeking to thwart hackers bent on disrupting IT networks are coming to BCIT's Internet Engineering Lab (IEL) for security solutions.



Eric Byres is the research team leader at BCIT's IEL, one of the top five such facilities in North America.

The world has become a different place in the last decade or two. In an information-based society, computer systems are vulnerable to violation by hackers – and these threats affect us all, directly and indirectly.

A Canadian Security Intelligence Service Report issued on May 6 outlines the present dangers of

destruction of information or infrastructure and the manipulation of information for political, economic, or military purposes. Such computer-based threats are defined as Information Operations (IO).

According to the CSIS report, extremists, criminal groups and governments are acquiring IO expertise as quickly as technological change occurs. CSIS points to an incident in Australia in 2001 in which a man was found guilty of using wireless technology to hack into computers at a sewage plant. Sewage was released into local water systems as a result of his activities.

The past 10 years have seen a major increase in the use of computer networks to transfer information from the plant floor to supervisory and business computer systems. Ethernet and TCP/IP are used in industry for both process control and business networks. The mixture brings real risks.

Eric Byres, a professional engineer and research team leader of the Internet Engineering Lab (IEL) at BCIT says hacking is a growth industry. "The hackers are getting progressively more clever. It's a game to most of them, but they may do something that is life-threatening by mistake. As they develop their technologies and publish them and brag about them, people with malicious intent now suddenly have all of these tools."

Eric says hackers are particularly targeting the oil and gas industry.

BCIT's IEL has just completed a major (approximately \$100,000) project for an Alberta-based petroleum company. The task was to look at whether the process system was secure. "We came up with a series of recommendations. They had done a very good job up front, but there were nine little holes, back doors that people could get through," Eric says.

The National Institute of Standards and Testing, an American government agency, visited BCIT recently to see the work being done at the IEL. "We're considered to be one of the top five such facilities in North America right now. They're considering contracting out for us to do industrial security research for the U.S. government," he says. The IEL maintains a worldwide database to track hacker activity and how it affects industrial process. The database, a unique resource, is being sold to clients such as Oakridge National Labs (U.S. nuclear research labs).

The IEL is a one-of-a-kind facility in Canada for next-generation Internet testing. It is backed by Canada's federally funded, high-speed Internet research group, CANARIE, Canada Foundation of Innovation, and is sponsored by Spirent Communications and Empowered Networks.

The IEL is part of a lab consortium in North America for advanced Internet research. North Carolina State University, San Diego Computing Centre, and Ohio State University are all partnered with BCIT's Internet Engineering Lab.

– Michael Becker

More Deals at Coast Hotels

Introducing a new BCIT alumni discount program! Book your next vacation at Coast Hotels and Resorts or WestCoast Hotels (www.coasthotels.com) at any location in Western Canada and the U.S.A., and quote the BCIT alumni booking code to receive a special rate. BCIT alumni Internet reservation booking code: BCALUM6975. Please note: you will need your BCIT alumni OneCard to show proof of status upon check-in as a BCIT graduate in order to take advantage of this discount. Contact the Alumni Relations Office at alumni@bcit.ca or 604-432-8847 to obtain your Alumni OneCard, or download the order form from our Web site at www.alumni.bcit.ca. For more benefits of the BCIT Alumni OneCard, please see page 4.

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“BCIT gave me the skills to head into the workforce with confidence. I had many hours of very practical experience under my belt, so when I arrived at my first, and even my second job, I knew I was equipped to handle whatever came my way.”

Jill Krop

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We're proud of our graduates!

Watch for the Alumni Profile Campaign in fall 2002.

Employers pack BCIT careers fair



Barking Dog Studios (top) and Chevron Canada (below) were among many companies looking to fill positions at the BCIT careers fair.

Fifty-five companies and agencies gathered at BCIT on March 25 and 26 to recruit BCIT students and graduates at the two-day careers fair.

Thousands of jobs were available in categories including business, computing and academic, construction, electrical and electronics, health sciences, transportation, manufacturing and industrial mechanical, process, energy and natural resources.

B.C. businesses were joined by employers from Alberta and Ontario. The event offered an opportunity for BCIT students and alumni to network with potential employers and plan for the future. Employers found ready access to a skilled pool of polytechnic-trained potential employees.

Chevron Canada, the only major oil company with a refinery and headquarters in B.C., was a participating employer. Says Dennis Wyatt, Chevron Canada human resources specialist, "As British Columbia's leading refiner and marketer of petroleum products, Chevron Canada turns to BCIT for highly qualified, high potential candidates for positions at our downtown headquarters and our Burnaby refinery. BCIT's programs are in-depth and the graduates come with academic and practical knowledge that helps them to hit the ground running."

Some employers attended the event with lengthy wish lists for employees. Schlumberger Canada, an international technical company that provides oilfield and resource management services, had as many as 80 positions available. The Vancouver Police Department was recruiting for 150 jobs. The Fraser Health Authority was looking to fill approximately 300 positions in a wide range of categories. RGI Recruiting, specializing in sales, marketing, management and technical disciplines, had about 500 positions available. The Department of National Defence was recruiting 5,000 people for careers in specific areas such as transportation, construction, electrical and electronics.

The annual careers recruitment event is presented by BCIT Student Employment Services. Visit www.ses.bcit.ca for more information or contact Susan Ames, employment officer, at 604-432-8741.

– Michael Becker

First Bachelor of Technology in Nursing grads

BCIT's first group of Bachelor of Technology in Nursing students graduated in May.

Most of the graduating class already have jobs locally. Port Coquitlam resident Carlie Severud, 22, has two opportunities lined up: one at Royal Columbian Hospital in the emergency overflow area, and one in the medicine unit at St. Paul's Hospital. Says Severud of her learning experience at BCIT, "It was overwhelming at times, but ultimately, it was really rewarding. It has opened up a lot of opportunities for me."

North Vancouver District resident Elaine Epstein, 24, will be working at Lions Gate Hospital and Canuck Place Children's Hospice. Rebecca Gladman will be working for Burnaby Public Health, the first newly graduated nurse that BPH has hired in many years.

The degree program prepares highly skilled, knowledgeable, competent professionals eligible for registration with the RNABC. Registered Nurses (RNs) work with other health-care professionals in a variety of settings, including hospitals and community health. The duration of the full-time BCIT program is approximately three and a half years, composed of seven, 17-week levels.

Says Nursing coordinator Lynn Field, "The program prepares the graduates very well for professional nursing practice."

A celebration took place on the first day of National Nursing Week, which began May 6 and ended on May 12, Florence Nightingale's birthday.



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Kids' footwear company a big BCIT supporter



Robeez Footwear Ltd., a Burnaby-based manufacturer of children's leather slippers and pre-walker baby shoes, is an advocate of BCIT. The executive team is composed entirely of BCIT alumni, including former instructor and acting dean of Business, Lorne Fingarson. Robeez also employs several graduates from business diploma programs and eagerly supports class projects.

"We have found that while the primary objectives of a BCIT project are educational, the outcomes are often useful in operational planning and strategy development," says Lorne Fingarson, vice-president of corporate planning.

Sandra Wilson, a Financial Management graduate, founded the company in the basement of her home in 1994. Now, Robeez distributes to more than 800 retail stores in Canada, the U.S.A., Bolivia, Korea, Japan, the United Kingdom, and Ireland. In 2001, Robeez was recognized as the 11th fastest growing company in British Columbia according to Business in Vancouver magazine.

"I have respect for BCIT, having been a student myself," says Sandy, president. "BCIT grads can handle a heavy workload, they have had practical experience for entering the work force, and they are job-ready. These skills are indispensable for any business."

For more information about Robeez, please visit their Web site at www.robееz.com or call 604-435-9074.

The Robeez Footwear executive team: (back, l to r) Sandra Wilson, president; Minesh Chauhan, production manager; (front, l to r) Lorne Fingarson, VP of corporate planning; Kim Fraser, sales coordinator; Lindsay Perkin, Internet business coordinator/public relations manager. Missing: Greg Garrett, VP of sales and marketing; Lelia Cretu, administrative assistant.

Alumni
Exclusive

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Open House 2002 entertains and informs all ages

More than 15,000 people crowded onto the Burnaby Campus over two days for Open House 2002, visiting more than 110 program displays created by BCIT students for the biennial event held April 5 and 6.

On Friday, approximately 2,000 students came in groups from 49 elementary and high schools.

Saturday's visitors included all ages, some here to find a career, and others out of interest. Petru Alecse's family first came to Open House two years ago because his sister was a BCIT student then, but they came back this year because there was so much to do and see. Eight-year-old Stefan was clearly

Below right: Visitors David Burkholder and daughter Katy try on meatcutters' metal gloves at the Occupational Health and Safety display at Open House 2002.



*Above: Boilermaker and metalworker displays seemed larger than life-size.
Right: Petru Alecse explains the workings of an engine to his son, Stefan.*



excited at the chance to climb into a race car and don the helmet that would give him a chance to drive a simulated race course.

Hundreds of volunteers made the event work, including the student committee that spent countless hours over the past two years organizing the event. Other volunteers included students who created and staffed their program displays, and individuals such as staff members Jim Rudolph and Kate Pelletier who drove the shuttle bus around (and around) the campus. The shuttle was a new feature this year, and well received – especially when the rain started to fall.

The Strongest Link, a trivia show that pulled participants from the audience and put them on teams with people they didn't know, was a popular event on both days of Open House, led by moderator Gerry Moss, vice-president of Student International Research and Information Services. And the pie-eating contest was "a riot," according to Open House coordinator Kathleen Bech.

The Treasure Hunt, also new this year, worked well in getting people around campus to see different displays.

"All in all, the committee members felt it went really, really well," Kathleen says. "We were disappointed by the rain, but the parking lots were full and people were having fun."

Special thanks are extended to the event's many sponsors. Diamond sponsors of Open House 2002 were the Certified Management Accountants of B.C. (CMA) and Canada Mortgage and Housing Corporation (CMHC). Gold sponsors were Chartered Accountants of B.C., CGA, MDS Metro Laboratory Services, Workers Compensation Board of B.C., Chartwells, Pepsi, and the BCIT Alumni Association. Silver sponsors were BCGEU, Benwell Atkins, Electronic Arts (Canada) Inc., Seanix, Unisource Canada Ltd., Viewsonic, and Web XPress.

BCIT Marketing students dominate U.S. competition

BCIT marketing students showed their winning ways at the 24th Annual American Marketing Association (AMA) International Collegiate Conference in Orlando, Florida in April.

Joey Hoechsmann, 26, of Vancouver, placed first in North America for the conference sales competition. Dan Knapton, 23, of North Vancouver, took fourth place, while Sean Charland, 20, of North Vancouver, placed sixth. The sales challenge: sell a *Wall Street Journal* subscription.

Says Hoechsmann, president of the BCIT Marketing Association (BCITMA), "It was a good learning experience. We have an excellent sales course here at BCIT." Hoechsmann graduates this year and plans to eventually return to his hometown of Cranbrook to manage the family business. His parents have operated The Bedroom furniture store for 20 years.

The AMA conference saw approximately 1,070 students and 131 universities, colleges and institutes participating from across North America. As BCIT was the only Canadian school attending this conference, it was an opportunity for the BCITMA to showcase BCIT and Canada to other schools across North America.

Students with BCITMA also won awards in categories including best exhibit and top regional chapter in the west.

Says BCIT School of Business dean Dick Dolan, "The School of Business has known for a long time that our students and grads are our best advertisement for the quality of our programs. These successes, once again, confirm that belief."

How to B Successful

The following is excerpted from Emil Bosnjak and Boris Bosnjak's speech at the Alumni Association AGM on May 29:

What did BCIT teach us?

1. B ENTREPRENEURIAL

Feel the need to build something that is your own.

2. B YOUNG

Go for it when you are young, before you know better, before you have a family to support and before you understand what wine costing more than \$8 a bottle tastes like!

3. B DILIGENT

Concentrate on a business opportunity that has room for sustainable growth. Read! Understand core business concepts contained in such critical sources as Michael Porter's Competitive Advantage, the Annual Reports that Warren Buffet prepares for Berkshire Hathaway, the teachings of Sun Tzu and the weekly episodes of "The Simpsons"...Use the Internet to read up on an industry; access EDGAR in the U.S. and SEDAR in Canada for critical disclosure; look at reports on industries from analysts.

Your degree or diploma does not automatically qualify you to fight in the trenches...Get the basics down and go!

4. B FAST

Diligence is fine but be prepared to move quickly. Trust your gut.

5. B SELFISH

Do not intend to set your business up as a quick flip opportunity. Build it into an enterprise with long-term competitive advantage. It may be that in due course you decide to go public or merge, and adopt some related form of exit strategy. Until then, maintain control.

6. B AWARE

Surround yourself with a core group of individuals who have strengths you don't; have good people in all key disciplines; create a culture so that your vision is shared; have good outside help. Benchmark your competition.

7. B LOOSE

Of course you have to work hard, but you better have fun doing it!

Grapevine

2000

SU, LEI - Business Management

After graduating from BCIT, Lei is working with Kawasaki Heavy Industries in an effort to build more desulfurization plants improving the air quality in China. He misses the BCIT campus and all of his classmates, and hopefully it isn't only a dream to come back to BCIT to see everyone someday in the future. Lei can be reached at suleikhi@public2.bta.net.cn.

1999



DIXON, SCOTT - Aircraft Gas Turbine

Scott and Julie Dixon have been blessed with a son! Jacob MacKenzie Dixon was born on July 3, 2001. Scott has completed his apprenticeship and is currently a mechanic at MTU Maintenance Canada.

STUBBINGTON, ANDREA - Broadcast (Radio)

After two years as a news director at North Alberta Station, Andrea returned to B.C. in July 1999 to work for KBS in Trail as a morning show co-host/news reporter. She is still enjoying all recreational activities and misses the BCIT recreational council.

1998

RICHARDS, JENNIFER - Environmental Engineering Technician

In August 2001 Jennifer graduated (with distinction) from the Royal Roads University BSc program in Environmental Sciences. She is now going to Colombia to work on starting environmental initiatives at a bilingual school.

1997

CATTON, ELIZABETH - Medical Office Assistant

Elizabeth enjoyed the course but unfortunately has not been able to find work in the field. She's still looking.

1995

DHALIWAL, JAGJEET - Electronic (Power)

After marrying in 1996 and the birth of their beautiful baby girl in 1999, Jag's next big change came when he quit his position as technical support at Rockwell Automation after five years. Jag decided to pursue additional education and is currently at UBC's Computer Science faculty, second year. His e-mail address is jag_dhaliwal@hotmail.com.

COLLINS, HUGH - Broadcast (Television)

In July 2001, Hugh was hired as the master control supervisor for CJDC/N-TV in Dawson Creek.

1993

BLATTER, MAYA C.

- Computer Systems Information

Since 1997 Maya has been living in Zurich, Switzerland, where she is happily working as a software engineer at Credit Suisse. Switzerland can be very different at times! One day - whoosh! - she will return to settle in B.C. Until then, she would love to hear from her old classmates at mcb@bluewin.ch.

KONG, MARCUS - Management Systems

2000-2001 was a busy and fast year. July 2000 was Marcus's wedding to Charlene. August brought the news that they were expecting. October brought a new position at Northern Airborne as a purchaser. December was spent moving into their newly purchased home. And best for last, March 20, 2001 brought them Cassidy Daniela Kong at 8 lbs. 6 oz.

1987

NUYENS, MARK - Chemical Sciences

No more Alaska e-mail or addresses for Mark as he has taken a job as an environmental engineer in Blaine, Washington.

1986

BRAMWELL, TIMOTHY - Marketing Management

After enjoying real estate for 18 months, Tim was seduced into the software industry where he remained until just recently. He works in Canada, the U.S. and UK for Microsoft, AT&T and Ericsson. He and his wife Pat have three very active boys (4, 7 and 10 years old). He can be reached at Tim_Bramwell@hotmail.com.

1984

CRABTREE, KIM - Cooking

Kim worked as an executive chef for 12 years in Seattle before retiring to Montana. She would love to hear from her friends and can be reached at drunkenhswf10@yahoo.ca.

1982

BETUZZI, CHRISTOPHER - Forest Resources

Christopher and Suzanne are proud parents to Anna, 3, and Maria, 7 months. Christopher has been with the Ministry of Forests since graduation and recently became the protection officer for 100 Mile House. Hello to the rest of the class of 1982.



SPREEUW, CASEY - Computer Systems

After almost 10 years with the Vancouver Stock Exchange, Casey seized an opportunity to work in Amsterdam. He is the office manager for Unsworth & Associates, an administrative, accounting and finance office for the offshore affairs of foreign multi-national companies with related operations in the Netherlands.

Darlene, Beth and Casey have taken up residence in the quaint seaside village of Wijk Ann Zee and look forward to showing visiting friends and family their new country. If any of his classmates will be travelling this way he would love to hear from them at cspreeuw@compuserve.com.



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1978**MCGOWAN, RONALD** - *Computer Systems*

Ron has just published a book called "How to find work in the 21st century" which can be seen at: www.trafford.com.

WRIGHT, DONALD - *Electronic Engineering Technology*

Don recently earned a BA in Adult Education and after three years working at UCFV. He is now the regional development coordinator for Amnesty International with responsibility for B.C./Yukon.

1976**JOE, LAWRENCE** - *Electronic Engineering Technology*

Joe has been with Daniels Electronics since September 1999, doing research in radio repeater design. He is involved in the Provincial Emergency Program, St. John Ambulance Brigade, amateur radio, and plays competitive squash. He is still married to Iris after 21 years, and they have a son Austin, 20. Lawrence can be reached at ljoe@home.com.

1975**MIHALIEVITCH, PAUL** - *Financial Management*

Paul is still alive and well, married for 20 years with two sons, Nikolas and Jesse. He is working in Edmonton and living in Sherwood Park and is a store manager at Sears.

1973**COE, VICKI (COPP)** - *Financial Management*

Vicki and partner just completed a move to the Shuswap Lake area after 30 years on the coast. Having their own business, Geecoe Services, has allowed them to move to Salmon Arm. If any grads are living in the area, Vicki looks forward to seeing you.

1972**BETUZZI, LARRY** - *Civil and Structural Engineering*

Larry has lived in Thunder Bay since 1985. He is married and has two boys, 11 and 8. He has worked for LeBrun Northern Contracting as a professional engineer since 1988.

1968**MUTIS, ALBERT** - *Marketing Management*

Al attended UBC for one year; worked at Woodward's one year; and then Crown Zellerbach for 20 years! He started Norpac in late 1989 and is still going strong thanks to BCIT.

SUNDHER, TOM - *Administrative Management*

Tom is currently working on introducing B.C. lumber products into the India market. Tom's company L.S. Sundher Ltd. is an agent for Weyerhaeuser to introduce solid wood products into India.

1966**FLANNAGAN, KENNETH** - *Administrative Management*

Ken took early retirement in April 2000 after a 30-year career with BC Hydro, primarily in human resources. His two daughters, a teacher and kinesiologist, reside and work in Greater Vancouver. His retirement is active, and includes backpacking, biking, kayaking, travel and significant community involvement. He would love to hear from fellow business grads of '66. E-mail kflan@island.net.

In Memoriam**The Alumni Association Remembers**

GEOSITS, Leah Janet, age 35, passed away Feb. 16, 2002 after an inspiring and valiant battle with

cancer. Leah graduated with honours from the BCIT Computer Systems program in 1986. Her BCIT training launched her into a successful career with the Vancouver Stock Exchange. Leah married Brian Pynn (Broadcast Communications 1990) in September 1995. She leaves behind her husband, children Alexandra, 8, and Travis, 6, as well as her parents Herbert and Barrie Geosits, and BCIT/PVI-educated sisters Lisa (Bookkeeping 1979), Lori (Financial Management 1983), and Lynn (Chef Training 1984), and a large, loving extended family. She was a special lady and will be sadly missed, but will always be fondly remembered for her kind heart, her mischievous eyes, her illuminating smile and her invincible spirit.

Friends and family of Leah Geosits have established the Leah J. Geosits Memorial Fund to provide awards to students in BCIT's Computer Systems Technology based on achievement in first-year studies. Recipients are nominated by program faculty and will have a combination of high academic standing, leadership, service and all-round achievement. The first award will be presented in the fall of 2003. For information on how to contribute to this fund, please contact Susan Walters at the BCIT Foundation office at 604-432-8868.

IRVINE, Laurie passed away in January 2002. Laurie headed the Broadcast department at BCIT in 1964. He brought to BCIT a distinguished background in the broadcast industry and led the development and early growth of our programs. Laurie headed BCIT's Broadcast Communications for a decade, retiring in the mid '70s. Laurie influenced generations of broadcasters in this province. He will be remembered fondly.

SAVEYNE, Paul David, who graduated from Cooking in 1984, passed away Nov. 2, 2001, in New Westminster, following surgery to replace a heart valve. He leaves his wife Terry, his parents Anne and Rene, and his brothers Michael and Edward.

SHORT, Doug, long-time Broadcast Communications faculty member, passed away on Feb. 12, 2002 at the age of 77. Doug joined BCIT in 1968, and immediately became a very popular instructor. A committed and caring faculty member, he had a love of radio and passed that along to 18 years' worth of students. In 1986 he hung up his microphone and retired. Doug will always be remembered on campus as someone who was determined to impress upon all those he taught the importance of "proper procedure." Rest in peace, Doug.

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BUSINESS ADDRESS:					
BUSINESS TEL: ()		FAX: ()		BCIT STUDENT NO.:	
PROGRAM:		YEAR GRADUATED:		DIPL.T <input type="checkbox"/> DEGREE <input type="checkbox"/> CERT. TECH. <input type="checkbox"/>	
SPOUSE'S NAME:				BCIT GRADUATE: YES <input type="checkbox"/> NO <input type="checkbox"/>	
PROGRAM:		YEAR GRADUATED:		DIPL.T <input type="checkbox"/> DEGREE <input type="checkbox"/> CERT. TECH. <input type="checkbox"/>	
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