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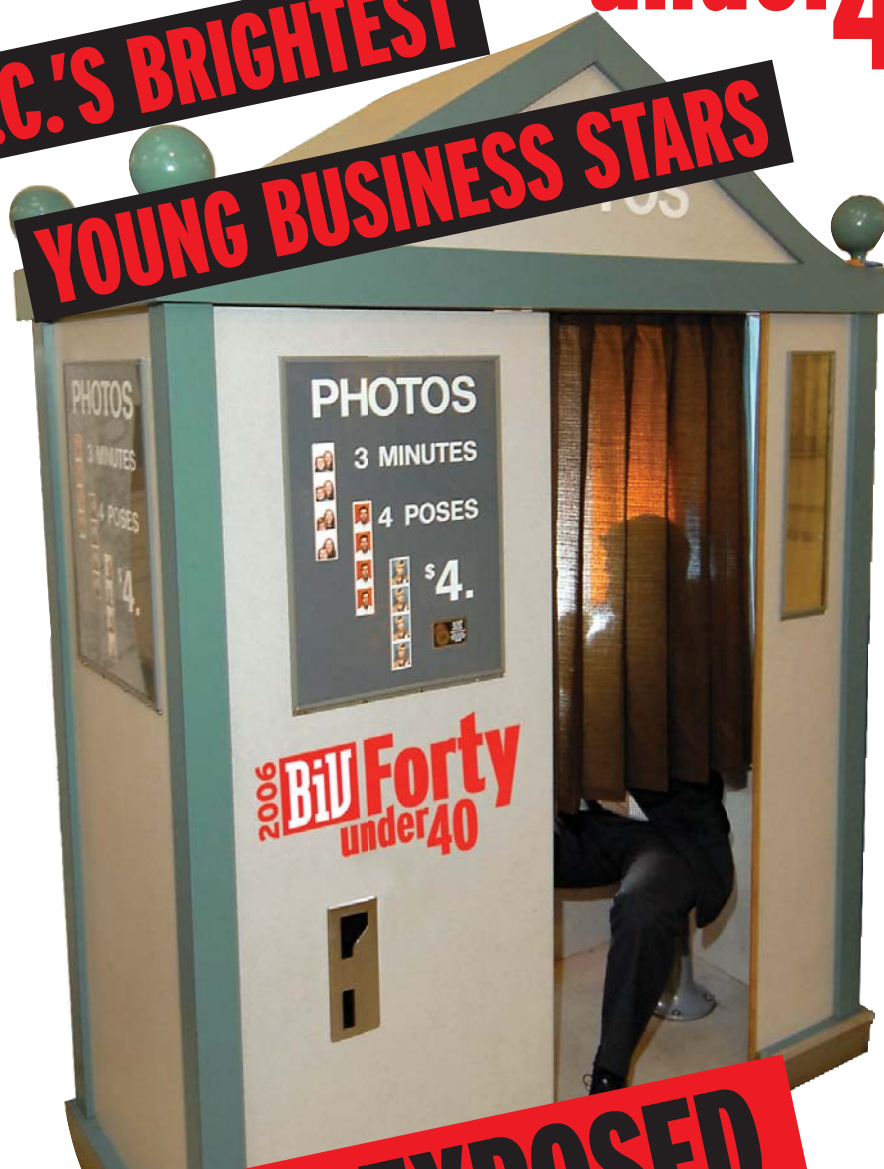
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2006 **BIV** Forty under 40

B.C.'S BRIGHTEST

YOUNG BUSINESS STARS



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BIV's **Forty under 40**
is sponsored by:



Dwayne Stewart

CEO, **Pacific R.I.M. Services**

Age: 35

When he founded **Pacific R.I.M. Services** 13 years ago, all **Dwayne Stewart** said he had was a credit card, a **Canadian Tire** storecard, a 1989 Chevrolet Cavalier Z24, 18 months of college and a trade qualification as a dairy farmer.

Nowadays, the Abbotsford-based construction company employs 60 people, performs about 125 projects annually and expects gross revenue in excess of \$15 million for the 2006 fiscal year. Among its major clients: **Tim Horton's**, **Boston Pizza** and **Reitmans Canada**.

Stewart started working in his basement and moved the office into his garage nine years later.

In 2005, the city of Abbotsford fined the company under a local bylaw restricting the number of cars that could be parked at a home-based business.

"We took that as a sign that we needed bigger premises," Stewart said. So the company acquired a two-floor warehouse and a new office in February 2006 and it is planning on expanding even further.

The company is growing, Stewart said, because of its consistent commitment to



"Good systems and processes are the glue that holds together the fabric of our lives, and those systems have to be bigger than you, or your fabric breaks"

Profession you would most like to try: **Fighter pilot**

Favourite movie: **The Matrix**

Favourite local restaurant: **Chill Winston**

Mentor: **Don Kasian - Kasian Architecture**

Currently reading: **The Fabric of the Cosmos, Space, Time, and the Texture of Reality by Brian Greene**

Toughest business or professional decision: **To close a business that we loved**

Car or chosen mode of transport: **2005 Volvo S40 AWD T5: aka - the White Rocket**

Person you would most like to meet: **Pierre Trudeau in 1975**

Birthplace: **Abbotsford**

Last CD bought or music downloaded: **Velvet Revolver**

Highest level of education: **Some college**

What's left to do: **Replace myself**

improving customer service in an industry that is currently "overburdened and understaffed."

"We have a reputation as fair, hardworking and loyal contractors that exercise customer services as the foundation for all decision," he added.

"I do not dwell on the

negative, and I feed off the positive energy that I give to others. Good systems and processes are the glue that holds together the fabric of our lives, and those systems have to be bigger than you, or your fabric breaks."

The company supports local sports teams as well as the **Salvation Army**. ■

Lisa Palleson-Stallan

President, **Lotuswear**

Age: 37

Diverse backgrounds have proven a unifying force that has propelled the rapid growth and fortunes of active wear company **Lotuswear** and its president **Lisa Palleson-Stallan**.

After only two years in business, Lotuswear had expanded to eight locations by the end of December, with eight more stores planned for 2007. Further expansion will see Lotuswear enter the U.S. market and Alberta next year with Ontario, Quebec and Nova Scotia in the company's sights as well, according to Palleson-Stallan.

With \$5 million in annual revenue and 25 employees currently, the company's aggressive growth strategy has benefited from Palleson-Stallan's marketing and franchising background and her business partner and husband's background in supply chain management.

"Considering that my husband and I started the company and we've funded it entirely internally up until now through franchising and opening our own corporate stores, we feel really fortunate that things are going so well," said Palleson-Stallan.

"The way we set up our business plan was to expand quite aggressively," she said, adding that franchising had been part of the business plan right from the start. "We only sell Lotuswear within the store, so we really had to get to scales of economy where we had enough of the product to be able to set stores apart in major capital cities," she said.

The company has been operating on a business model using a ratio of two franchise stores for each corporate location, but as the company gets more external funding, said Palleson-Stallan, the ratio will be reduced to one-to-one. ■



"It was really just a question of building a strong enough brand that people would want to be able to buy into the concept, and it's happened very quickly"

Profession you would most like to try: **Pilot**

Favourite movie: **Betty Blue**

Favourite local restaurant: **Moustache Café in North Vancouver**

Mentor: **Kathryn Adrian, founder of Please Mum**

Currently reading: **All We Have Is All We Need: Daily Steps Toward a Peaceful Life by Karen Casey**

Toughest business or professional decision: **To leave my academic career**

Car or chosen mode of transport: **Volvo XC90**

Person you would most like to meet: **British academic Susan Strange**

Birthplace: **Vancouver**

Last CD bought or music downloaded: **Corinne Bailey Rae, self-titled debut**

Highest level of education: **PhD, Nottingham Trent University**

What's left to do: **Set up a development organization**

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under40