SPECIAL 8th ANNIVERSARY ISSUE Beverage distributors duke it out-3 Big boats cruise to new record-5 Fashion heroes to the rescue—39 The List: biggest high tech firms-48 Web service g www.biv.com BIV checks in with past cover stars and finds out that 231-0101

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BUSINESS IN VANCOUVER

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was in Vancouver for a total of seven days, spending the rest of the time on the road with the travelling music festival dubbed Lilith Fair.



New opportunities offer Fairchild a chance to expand

By David Jordan hen BIV took a look at the president of Fairchild Holdings in July 1994, Thomas Fung was so media-shy he at first deferred our interview request to an associate. When we finally convinced him to be interviewed, he would not pose for a cover photograph.

After expanding his company's holdings to include five radio stations across Canada and the largest Chinese-language magazine in the country, Fung has finally become accustomed to the limelight. Within hours of BIV's call requesting an interview, Fung was on the line.

Fairchild's most recent accomplishment is the September opening of its Vancouver FM radio station, which, in tandem with its sister AM station, offers 24hour Chinese-language programming to Vancouver listeners.

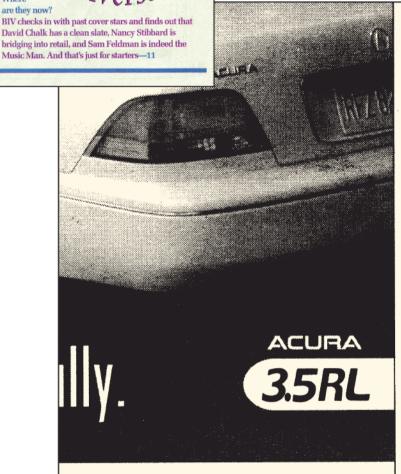
Also under way is a projected \$60-million expansion that could as much as triple the size of Fairchild's Aberdeen Centre retail mall in Richmond. Fairchild is also currently in a joint venture to develop a similar international-theme mall in Toronto.

Thomas Fung

Fung's work habits have not changed in the past three years. "I enjoy all my work," he said. "Even at home on weekends and holidays, I'm always looking for opportunities and connections. I'm always networking."

MOST CRITICAL BUSINESS DECISION EVER

"The most critical was to go into most of my [media and shopping mall] projects in Vancouver and Canada. It's new territory that nobody has ever done before. There is no survey data supporting that kind of venture into those new areas. At the same time I find that decision rewarding because nobody has done it before and it has less competition."



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