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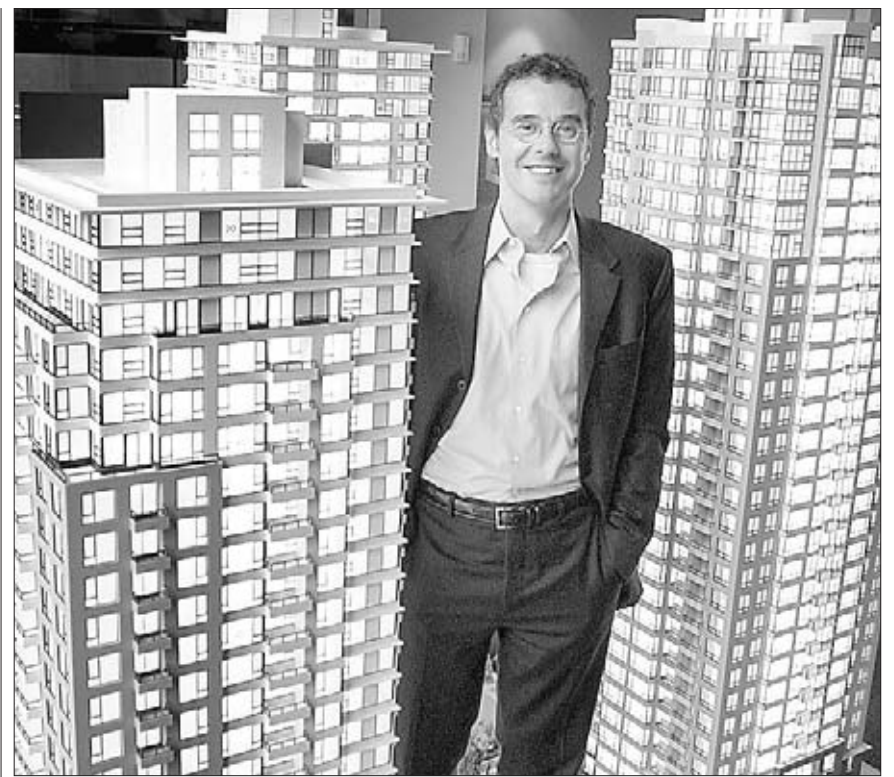


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VANCOUVER SUN FILES

Bob Rennie hopes to sell more than \$405 million worth of real estate this year.

Condo king sells \$405 million of real estate

APARTMENTS | Bob Rennie moved a total of 703 units last year, MLS figures show

BY MICHAEL McCULLOUGH
VANCOUVER SUN

Vancouver's condo king sold an astonishing \$405 million worth of real estate last year, and Bob Rennie figures he could top that amount this year.

An unaudited list of "Medallion Club" winners — representing the top sellers of homes on the Multiple Listing Service in Greater Vancouver — showed Rennie, of Rennie Marketing Systems, moved 703 units worth \$405,809,512 in 2004.

The figure easily topped Rennie's previous personal best of \$274 million in 2003, as well as Medallion Club runner-up Jason Craik's total of \$172.5 million in 2004.

"I have an infrastructure. I have 14 people who run me," Rennie said, conceding that he did not personally deal with every buyer.

Rennie is the first to admit you can't compare what he does to a realtor selling existing homes. His sales total represents all new multi-family developments. Working with the developers, Rennie Marketing will design the layout of the suites, often hiring the architect.

As a result of these value-added services, the company receives a significantly larger commission than a resale agent.

"The world's pretty good to me," said Rennie, 48. "When you do this for 30 years, everybody expects you to burn out

or cash out. I get up at 5 a.m. every morning. I still really, really enjoy it."

Moreover he believes he can surpass his new sales benchmark this year.

"I think I will equal it or beat it," he said, naming a number of new developments coming on stream including the Park Royal Hotel in West Vancouver, L'Hermitage downtown, the Norman Foster Tower and the Woodward's redevelopment on the downtown eastside, plus condominium towers in Richmond, New Westminster and Burnaby.

Rennie said about 30 per cent of what he sells represents high-end condos, up from 10 per cent typically in the 1990s.

"If you look at all the cranes downtown, they're all 95 per cent sold, so I'm not worried about oversupply," he said.

However, he added, "we can't have rapid absorption and rapid price increases at the same time. I'm thinking they'll both level out."

Other leading realtors on the Medallion Club list included Craik, of Mac Real Estate Corp., who sold 340.5 units; high-end home seller Malcolm Hasman of Angell Hasman & Associates Realty Ltd., who sold 39 homes worth \$97.9 million; Grace Kwok of Anson Realty Ltd., who sold seven homes worth \$62.1 million; Jason Soprovich of Prudential Sussex Realty, 31 units, \$52 million; and Winnie Chung of President Canada Real Estate Services Inc., 50.5 units, \$51.5 million.

Created by the Real Estate Board of Greater Vancouver, the Medallion Club honours the top 500 realtors in Greater Vancouver and the Fraser Valley. Following a random audit, 2004 inductees will be feted at an awards banquet to be held on Feb. 23.

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Five B.C. firms make list of 50 best-run companies

BY MICHAEL McCULLOUGH
VANCOUVER SUN

MANAGEMENT | Five B.C. companies made the cut this year of Canada's 50 Best Managed Companies. Blast Radius Inc., Great Little Box Company Ltd., Golder Associates Ltd., Cummins Western Canada and The Oppenheimer Group were named to the annual list of outstanding privately owned companies sponsored by accounting Deloitte & Touche LLP, CIBC, the National Post and Queen's University's School of Business.

This was the fourth year in a row that The Oppenheimer Group made the list. Communications manager Karin Gardner attributed the honour to Oppenheimer's tradition of innovation. Since 1858, the Coquitlam-based company has imported and distributed fruit and vegetables in the North American market, and it has consistently brought new varieties to store shelves, she said. The firm is also considered an industry leader in food safety and in the use of information technology, she said.

"We're entrepreneurial at heart," she said. Oppenheimer currently has 200 employees in more than a dozen offices in Canada, the United States and Chile, including 50 at the Coquitlam headquarters.

For Golder Associates, an engineering and environmental services company based in Burnaby, it was the third year on the list. Marketing communications manager Jeff Johnson believes the 50 Best designation recognizes the firm's use of benchmarks in people management, business processes, client rela-

tions and finances.

"We have a more holistic, long-term view of our business," Johnson said. Golder has 1,800 employees in Canada and revenues will approach \$250 million this year, he said.

All the West Coast winners are distinguished by "a fairly extensive strategic plan, and it's well communicated throughout the organization, so everybody has a road map," commented Daryl Johannesen, a partner with Deloitte in Vancouver.

Vancouver-based corrugated box-maker Great Little Box Company, for example, strives for best practices in all departments and measures each employee's output as a way to set goals at every level, he said.

The winners also tend to have well-articulated strategies to attract, develop and retain talented employees, as well as clients.

"They really understand what their customers want. And they measure their satisfaction level," Johannesen said.

Deloitte has been compiling a list of the 50 Best Managed Companies since 1993. Companies make a presentation to regional judges, and finalists are visited and interviewed by representatives of Deloitte and CIBC. The final decision of the 50 winners is made by a national judging panel.

More than a third of the winning companies this year were family businesses, the program noted, and nearly half were run by chief executives between 49 and 59 years of age. Winners most commonly cited having an exceptional or unique product as their greatest business advantage.