

SPECIAL YEAR-END ISSUE: YOUNG ACHIEVERS & PREDICTIONS FOR 2001

BUSINESS IN VANCOUVER

Dec. 26, 2000-Jan. 1, 2001 • Issue 583

\$2.25 • 604-688-2398 • www.biv.com

B.C.'s best follow a diverse path

We owe much to Canada and the world. Twenty-eight smart, driven 40 Under 40 winners hail from outside the province this year. Meet them all here.

Forty engaging success stories:



Bermuda-born Brian Thalken, 39, turned down \$2.5-million projects to keep his thriving video-game development firm more intimate



Gurval Caer, 31, says clients such as Nike and Nintendo ensure Web designer Blast Radius remains a revenue generator



Juliana Cafik, 36, heads a growing wireless transaction firm, but she still finds time for skiing, her four kids and kickboxing



Teri McNaughton, 34, faces the daunting task of finding and keeping skilled employees for PMC-Sierra, which added 1,500 jobs in three years

These stories and 36 more starting on Page 3

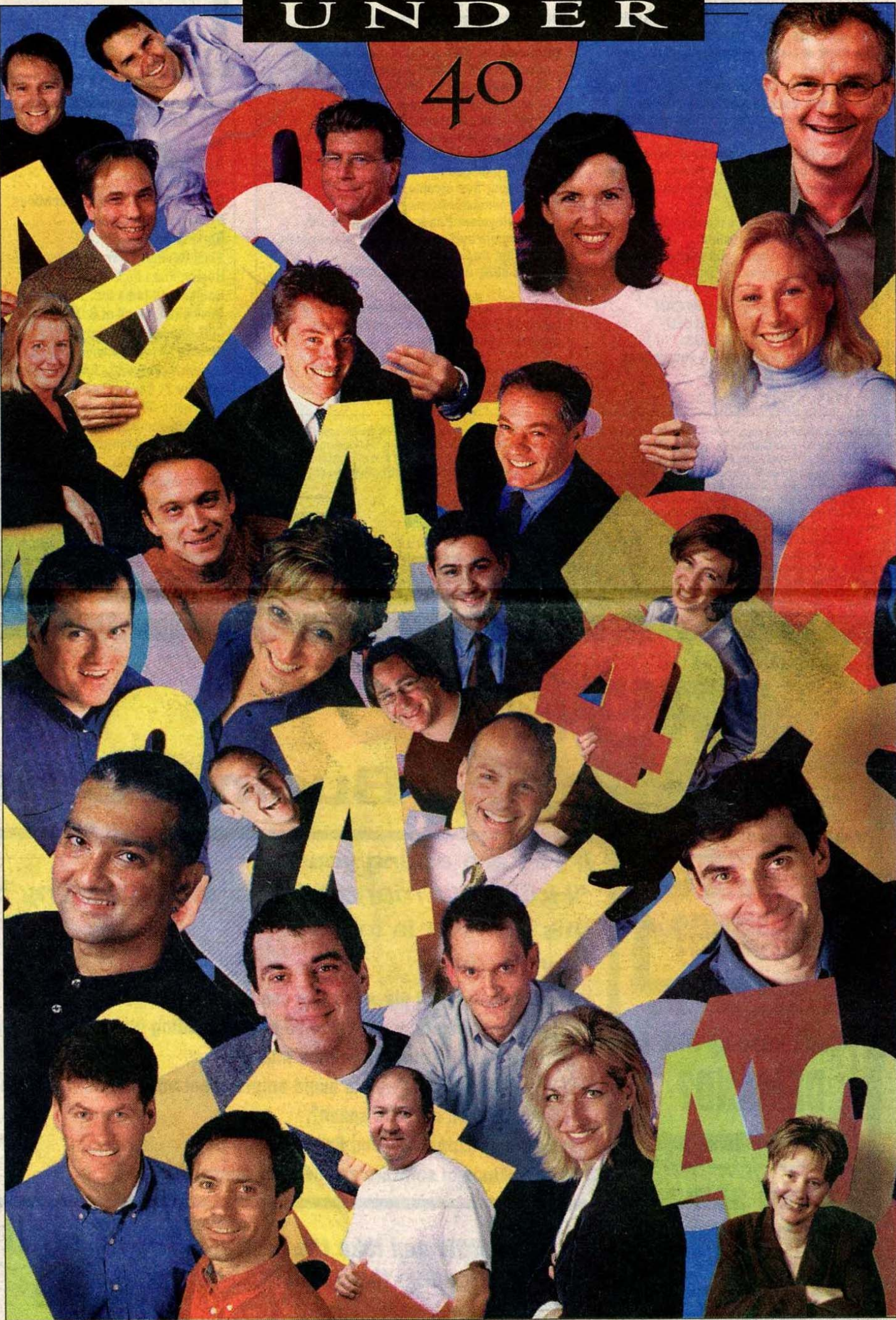
Economic Outlook

What to expect in 2001

Cautious optimism Page 22
B.C.'s economy is expected to post moderate gains in 2001, thanks in part to a short-term boost from a long-awaited provincial election. Economists say growth will be just enough to offset a U.S. slowdown

Sectors	Page 23
Forestry	Page 23
High Tech	Page 23
Retail	Page 24
Agriculture	Page 25
Mining	Page 25
Commercial, Residential Real Estate	Page 26
Tourism	Page 27
Finance	Page 27

Index	
Careers	29
Classifieds	30
Datebook	28
Economic Outlook	22
40 Under 40	3
List	21



PHOTOS BY DOMINIC SCHAEFER

Derek Spratt, 39

Chair and CEO, Intrinsyc Software Inc.

Birthplace: Vancouver

Residence: Vancouver

Since becoming chair and CEO of Intrinsyc Software in 1996, Derek Spratt has taken the once humble company to one backed by \$40 million in investment.

Though his business card says founder, Spratt says he became involved before the company went public as an angel investor.

"I became the emotional centre. I changed the direction of the business," Spratt noted.

Over the next year, Spratt says, Intrinsyc will become a very different company.

"We're building a major company now. The next step is to hit a billion-dollar market cap."

The company, which recently had a market value of \$92.3 million, has a staff of 86 and posted a 1999 loss of \$2.1 million on revenues of \$2.25 million. Spratt expects the company to be profitable next year.

Intrinsyc develops network soft-

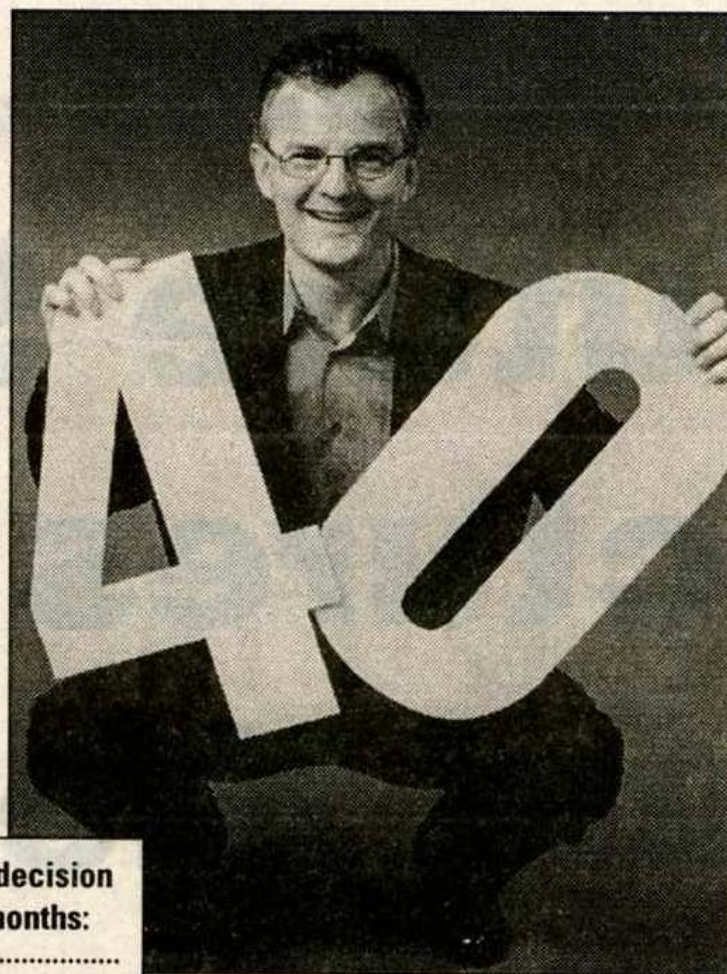
ware. Companies such as **Ford**, **Mitsubishi** and **Siemens** use Intrinsyc's software to link their computer systems and various devices through the Internet.

"We're taking the Internet and everything we learned about the PC and making it more powerful," Spratt said. "Think of the Internet as something the **Maytag** dishwasher guy uses to diagnose a problem before he gets to your house."

Spratt sees the Internet becoming a common infrastructure that people use to communicate with each other, machines use to communicate with other machines and people use to communicate with machines.

Trained as an electrical engineer, Spratt stays "relatively sane" by focusing on his three hobbies — being a father to three children,

job of anything unless you're obsessive-compulsive," Spratt says. "I'm an 18-hour a day, seven-day-a-week kind of guy."



**Best business decision
in the past 12 months:**

I hired a president to take care of operations. My Christmas present came early.

playing music and car racing.

"You can't really do a good