

# TWU's School of Business connects with industry

How do you make a successful business school? "We decided early on that keeping business and industry leaders involved would be the best way for our school to excel," explains **Kevin Sawasky**, law professor at **Trinity Western University's School of Business**.

Sawasky was one of the original professors who began the School in 2001. Since then, it has become one of Canada's best business schools accord-

ing to rankings released in the *Globe and Mail's* Canadian University Report.

The School has a **Leadership Advisory Council** that is composed of business leaders from around the area. "The Advisory Council is one of the keys to success that we have here at TWU," says the dean of the School, **Andrea Soberg**. "They essentially guide the direction of our programs and give industry insight into the education our graduate

and undergraduate students receive."

In addition to the Advisory Council, the School also connects with business leaders through its mentoring program, which pairs business people with undergraduate students. These relationships are "one of the big gifts that TWU gives to its students," says **Larry Nelson**, who sits on the Leadership Advisory Council and is a founding mentor in the Mentor-

ship Program.

This year's group of 43 mentors including the Director of Public Affairs for Canada Place and other CEO's and COO's from the Metro Vancouver area will meet with third and fourth year students four times over the course of the semester.

The School offers a bachelor of business administration, bachelor of arts with a major in business administration, bachelor of arts in corporate commu-

nication, and bachelor of arts in sport and leisure management. On the graduate side, the School offers an MBA degree in managing the growing enterprise, non-profit and charitable organization management, and international business.

Form more information on TWU School of Business, visit: [www.twu.ca/business](http://www.twu.ca/business)

# Chill-Air Conditioning working for the future

By **Goody Niosi** Writer

**CHILLIWACK - Chill-Air Conditioning Ltd.** is working for the future and doing business today.

The company is dedicated to helping its clients be as energy efficient and cost effective as possible and it is thoroughly involved in the community.

The **Chilliwack Chamber of Commerce** recently recognized Chill-Air Conditioning and its involvement with the Chamber and the community with its first Excellence Award, acknowledging the company's commitment to the business community.

"I was totally amazed," says company president **Chris Churly**, noting that he is a very active member of the Chamber and believes in giving back. Some of his suggestions, like moving Chamber meetings to different business venues, have been greeted enthusiastically and have also proved effective and popular.

"I live and work in Chilliwack," Churly says. "Chilliwack supports me so I support the community and I give back."

Chill-Air Conditioning offers support to many local societies and sponsors local sports teams.

"We try to donate to all the sports," Churly says. "We have a budget but we try to give to all of them."

He adds that the company also supports local businesses by shopping locally. Supporting



**Team members of Chill-Air Conditioning Ltd. in Chilliwack**

Chilliwack has been a big piece of the company's philosophy since Churly purchased it in 2007.

In 1991, he moved to Chilliwack and got into the heating and cooling industry because he saw it as a business that would thrive through economic fluctuations. He took his certification in every course the industry offers.

"I don't preach what I don't know myself," he says. "I make sure that I do all my tests as well as my team."

Prior to purchasing Chill-Air, Churly was in the wholesale industry and worked with Chill-Air as a client. When the previous owner, **Robert Wilkinson**, offered to sell it to him, Churly felt the time was right.

"Wilkinson did a fantastic job," Churly says. "He wanted to sell it to me because he knew I would keep it growing. And

the time was right. I live here, so why not work here?"

Almost four years later, Churly says it was an excellent decision.

"We're all about service," he says. "Service, service, service. We don't do any new construction unless working with existing customers."

Chill-Air's list of service customers reads like a who's who of business from **Aldergrove** to **Lytton**. The list includes almost every mall in the area, the **City of Chilliwack**, the **City of Hope**, **First Nations Bands**, **Tim Horton's**, **Cottonwood Mall** and more – all for maintenance on HVAC and refrigeration

Churly points out that the service his company delivers is excellent and contract customers get a good deal as well. For the four service calls done throughout the year, contract customers receive a \$10 per hour discount

on labour. But that doesn't mean that Chill-Air services only contracted clients. It makes service calls for anyone, including residential customers. And because the company is focussed on service, rather than new construction, it can usually get a truck to the call within two hours.

"We're slowly growing," Churly says. "And it's due to our service. What I try to do is keep a steady flow. I like to get good people and keep them."

Chill-Air is also an exclusive dealer for **Mitsubishi**, a company known for the highest quality products. Chill-Air is also known for doing excellent work.

"My eyes and ears are my technicians," Churly says. "And if anything ever goes wrong, please let me know – tell me what's going on and I'll fix it."

Energy efficiencies are extremely important to Chill-Air.

When the company replaces systems while doing tenant improvements, it always looks at improving efficiencies, which cuts down on costs in the long term.

"I'm not your typical heating/air conditioning guy," Churly says. "We look at other products – higher energy products."

For instance, he points out that the **Mitsubishi Zuba** saves 70 percent on a typical energy bill. Churly points out that the Zuba's cost is more than a heat pump and less than a geothermal system that works on earth magnets and saves on the cost of electricity as well.

Churly notes that he likes to stay on the leading edge of cost-effective, energy efficient systems. He keeps close tabs on solar systems, waiting for the price to become effective for using the systems for hot water heating. The key, he says, is to give the client what is going to work best for him or her, whether that's a homeowner or a large mall.

His goal now is to continue to grow and to move into the **Abbotsford** area as well. He is also working on new technology to help large commercial customers save even more on their energy bills.

"I work for tomorrow," Churly says. "But I also work on today's business every day."

Chill-Air Conditioning Ltd. is at 7870 Enterprise Way in Chilliwack.

[www.chill-air.com](http://www.chill-air.com)

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