

# THE WCR LEARNING COMMUNITY

This project is made possible through funding from the Government of Canada and the Province of British Columbia.



Scott Lim (left), father William Lim, and Ray Lim  
Photo by Ric Ernst, The Vancouver Sun

## A family business

Adapted from *The Vancouver Sun*

Level 3  
January 2012

William and his wife, Jenny, started their beef jerky business 25 years ago. They bought the secret recipe for dried meat in Singapore for \$35,000. BKH Jerky was a booming business for many years. But bad luck hit. A fire destroyed their business. BKH Jerky had to move from Chinatown to a quiet area. Soon, business slowed down and debt grew.

A few years later, William got cancer, and he wanted to sell the business. Scott, William's youngest son, stepped in. Scott sold his house, his car, and everything he owned. He wanted to save the business and the family's jobs.

Scott made many changes:

- He changed the business name from Bee Kim Heng to BKH Jerky.
- He built a website for the business.
- He designed new logos on the packages.
- He accepted credit card payments.
- He attended trade shows.
- He hired a business coach.

In September, Scott and his brother Ray got lucky. They tried out and got on *Dragons' Den*, a CBC TV show. There are five successful business people on *Dragons' Den*. They listen to entrepreneurs "pitch" their ideas and products. They listened to Scott and Ray. They tasted BKH Jerky, and they loved it. One man on the show offered Scott \$150,000 for 50 per cent of BKH Jerky. Scott accepted. "It could be our big break," he says.

(Exercise is on the next page.)

## Exercise:

Teachers, first practice how to ask past tense questions.

### Writing questions in the past tense

Write questions to the statements below.

Use question words such as “who”, “what”, “what kind of”, “where”, “why”, “when” and “how much”.

1. William and his wife, Jenny, started a beef jerky business.

---

2. They started their business 25 years ago.

---

3. They bought the secret recipe for dried meat.

---

4. They paid \$35,000.

---

5. BKH Jerky had to move from Chinatown to a quiet area.

---

6. Scott, William’s youngest son, stepped in.

---

7. Scott made many changes.

---

(Answers are on the next page.)

**Answers:**

1. What did William and Jenny start? or Who started a beef jerky business?
2. When did they start their business?
3. What did they buy?
4. How much did they pay?
5. Why did BHK Jerky have to move? or Where did they move?
6. Who stepped in?
7. What changes did Scott make? or Who made changes?