



chain link fencing, chain link fence fabric, nails, welding wire mesh, and re-bar from coil. Those are still our core products, today. But in each and every one of those products, we've added value and more range. For example, we used to purchase re-bar in coils and only straightened them to standard length to sell them as re-bar in bundles; but now, we are processing re-bar from both coil and bar and we are distributing both coil and bar, nationwide and regionally. Clients are submitting their bar-bending schedules based on their construction drawings and we are delivering all of the material cut and bent into stirrups and shaped bars. And in addition, we've also started assembly; clients submit engineer drawings of what they are going to do with the pieces they would be assembling into columns, or piles, or complicated mats, and we do the assembly in our facility and deliver them ready to install."

Ramoutarsingh stresses that Trinrico is known for the quality of its materials. "Not only are we very proud of our products, but we are not sure when we manufacture a roll of welded mesh, for example, or a ton of steel, if it's going into a simple home project or if it's going to end up in a government project. So, all of our products are backed up by a mill test certificate which is traceable to the raw material and complies with the specification. Unfortunately, a lot of our competitors don't follow this code and use rejected raw material that's very old, or very rusted, or undersized. So, our largest challenge is that we are expected to sell at a competitive price against anyone, but we are also expected to adhere to the international standards for that product. So we need to be very innovative if we are going to survive these times."