



a few projects of two and three hundred thousand, upwards to \$1.5 million. So, the size of the projects and their quantity has really been reduced. The work that they're doing now is 'license to operate' work; it's work that they have to do to continue to operate their facilities – maintenance work and repair work that's required. They're not doing the optional 'if we improve this, we can make more product,' type of operations, they're doing 'if we fix this, we can keep running' type of operations. So we've had to diversify back into the service sector to support those operations."

In fact, when it comes to diversifying, Kellum says that over the next five years, he would like to see BSI diversify completely out of the petrochemical industry, all together, and into other areas such as food service, transportation, and tank fabrication. And he believes that the company's core competencies would translate well. "You don't have explosive gases running through a soup plant, but you do have high temperatures, the

same types of corrosion, the same types of problems, but they have to be fixed to a much more stringent standard than what we're dealing with now as far as cleanliness and material traceability," he says. "And those are things, that with our quality program that we have in place, and our ethics that we have in putting out a good clean product, it's easier for us to move up to the food services industry than it is for someone to come over out of that industry to ours and try to do the same type of work."

Meanwhile BSI Services Trinidad Limited will continue to offer its current clients the same high quality work for which it is known throughout the island nation. "We're an ISO 9001/2008 company," Kellum declares. "It's a quality standard that we meet. There's also a requirement within Trinidad and Tobago that's called the STOW certification (Safe to Work). STOW certification is required with all of your large oil companies in Trinidad. Out of all the companies that certify in