

# e-PRIME

THE QUARTERLY E-NEWSLETTER FROM **BIS SALAMIS INC.**

QUARTER 1 2009

## BIS Sagramis Inc. joins BIS International Division

On 1st January 2009, BIS Sagramis Inc. joined the BIS International Division – a circa.\$500m revenue division of BIS Industrial Services, consisting of BIS Tepsco, BIS Frucon Industrial Services and BIS Frucon Engineering that focuses mainly on the North America market.

Hans-Petter Hansen, Executive Vice President of the division, told us more, "With this division, BIS Industrial Services can provide a full range of services

to existing and potential clients in the North American Market Place, by fully utilizing the service capabilities of the respective companies.

"These include mechanical, piping, engineering and fabric maintenance services, such as painting, scaffolding and insulation.

"By working together as a single entity the division will drive efficiency and productivity, sharing best practice and utilizing cross-company skills and networks to deliver at a consistently high standard.

"This is an exciting development which will support the new BIS International Division achieve organic growth by increasing sales volumes and profitability.

"We will also be looking to accelerate the growth of the division through target acquisitions to achieve further market diversification and increase our US geographical coverage."

To find out more about any of the services offered by the BIS International Division, please visit the website at [www.bis.bilfinger.com](http://www.bis.bilfinger.com).

### North America

**Responsibility: Hans-Petter Hansen**

BIS Industrial Services  
North America, Inc.

BIS Frucon Engineering, Inc.  
President  
Wayne Harshman

BIS Frucon Industrial Services, Inc.  
President  
Andy Donnell

BIS Tepsco, Inc.  
President  
Marty Eckert

BIS Sagramis, Inc.  
President  
Paul Harvey

# www.biswindpower.com

**BIS Salamis Inc. strengthened its recent diversification efforts into the US Alternative Energy Industry by launching a new website targeted directly at the Wind Energy Sector.**

Mike Bergstrom, General Manager at the Alternative Energy Headquarters, tells us more, "To date BIS Salamis Inc. has been highly focused on providing fabric maintenance solutions to the oil, gas, petrochemical, industrial and utilities industries.

"However, with the continuous growth of the Alternative Energy Sector, we have evolved our preventative maintenance strategies and techniques commonly used within these industries to provide a range of services to drive down the costs associated with wind turbine maintenance.

"The objective of this new website is to introduce the services offered by

BIS Salamis Inc. to this rapidly evolving industry, which include turbine inspection; oil changes; bolt tensioning and torque checks; blade cleaning and repair; hydraulic pitch system troubleshooting; retrofitting; blade cleaning; tower cleaning and painting.

"It is also used to communicate how through regular maintenance programs, we can reduce costs and extend the life of wind turbine components by ensuring consistently high operation levels and reducing the cost of downtime and unplanned repairs.

"The website also has information on our commitment to green practice and safety and provides information on career opportunities within BIS Salamis Inc., giving prospective employees the information required to gauge how their qualifications and experience fits with our services.

"Having already received positive feedback, we feel that the website will play a key role in helping us meet the needs of our clients and feel it is an important resource to strengthen our relationships within the wind energy sector."



## BBSM Program a great success

Participation in the Behavior Based Safety Management (BBSM) Program has increased by 249% over the last 18 months, indicating that the initiative has been successful in encouraging employees to embrace our 'safety first' culture.

Paul Harvey, Company President, said, "Safety remains a top priority for BIS Salamis Inc. and through innovative programs such as the BBSM Program we are continually working to preserve the safety of our personnel, clients and the environment."

"This initiative has been successful in highlighting the importance to personnel to report key safety issues, such as personnel protective equipment, trips and falls, material handling and tools and equipment. It has also helped increase communication between the crew and increased personnel's

awareness of their surroundings and co-workers.

"As part of this program, BIS Salamis Inc. empowers personnel to use their stop work authority when necessary without fear, by making sure the reporting process is as easy as possible and offering recognition to those who report safe/unsafe working practices.

"Going forward, we encourage all BIS Salamis Inc. personnel to participate in such initiatives and will continue to come up with innovative ways of promoting safe working practices."

To find out more about the BBSM Program, please contact Tiffany at

[tdittman@bissalamis.com](mailto:tdittman@bissalamis.com)

### charity competition

Here's your chance to win \$200 for your favorite charity, all you have to do is send the correct answer to the competition question, which relates to one of the stories in this quarter's ePrime to: [eprime@salamisadmin.com](mailto:eprime@salamisadmin.com). Make sure you put your name and contact details on your response. Good luck!

**Q ■ Which companies are included in the BIS International Division?**



## BIS Salamis

[www.salamis.com](http://www.salamis.com)

#### Louisiana

510 Laflamme Road, Broussard,  
Louisiana, LA 70518  
Tel: +1 337 289 0092 Fax: +1 337 837 3096

#### Houston

Westchase I – Suite 215, 3000 Wilcrest,  
Houston, TX 77042  
Tel: +1 281 478 5022 Fax: +1 281 478 5025

#### Lusk

208 South Main Street, P.O. Box 1278,  
Lusk, WY 82225  
Tel: +1 307 334 2207 Fax: +1 307 334 2258