

e-PRIME

THE QUARTERLY E-NEWSLETTER FROM BIS SALAMIS INC.

QUARTER 1 2008

Welcome!

I'm delighted to welcome you to ePrime, the new electronic newsletter from BIS Salamis Inc. We will be sending you ePrime once a quarter to keep you up-to-date with the latest news, developments and service improvements in our organization.

We are all aware of how important it is to communicate with clients and at BIS Salamis we want to ensure that we use regular two-way communication to produce strong and lasting relationships.

This is an exciting development for us, heralding a new approach to our communications and customer service and I hope you find it interesting.

We'd like to hear what you think about our service and how we can make a difference to your business. To provide us with feedback please email: eprime@bissalamis.com

Paul Harvey
President, BIS Salamis Inc.



New fabrication division ensures standards are met

BIS Salamis has recently introduced a new fabrication division in response to changes in the Gulf of Mexico compliance standards for engineering of existing and new build equipment for key major operators.

The decision to add a fabrication division was taken in response to difficulties found identifying vendors who can address the engineering aspects and fabrication modifications required to comply with the new standards.

BIS Salamis started the compliance process several months ago and has taken various positive steps to ensure that the new equipment standards are met in the required time frame, one of these being the addition of the new fabrication division.

Dwayne Delano, Sr. Project Manager with BIS Salamis Inc. welcomes the development of the new in-house fabrication division. He said: "The decision to handle the engineering and fabrication requirements internally is an exciting development for us. Our hope is that we can comply with the standard issues in a more timely and cost efficient manner by managing the modifications in-house and most importantly meet the needs of our client."

He added "We intend to continue to develop our in-house capability with the addition of new equipment asset and competent personnel, enabling us to conduct small scale construction work for external customers. To this end we have developed a small sales brochure and are enlisting the assistance of a sales representative to promote this additional service line."

BIS Salamis has now been certified by SRC Engineering to fabricate the engineered item under AWS D1.1 Welding Specifications qualified by 6GR coupon testing.

Project leads for compliance issues are: Ryan Maloney – BIS Salamis Facility Manager and Tyson Thibodeaux Welding Shop Manager pictured below top left to right. Bottom Row – left to right: Marlon Clark, Chris Morvant and Ben Stelly.



BIS Salamis fabrication team

Paint program operational initiatives a great success!

On a daily basis, BIS Salamis Inc. has over 100 operatives (painters and sandblasters) working in high risk exposure jobs including personnel up on scaffolding and working at very high heights on a proprietary cable rigging access system, often with high-pressure equipment.

In response to some ongoing issues, Carl Guy (Shell), Painting Co-ordinator and his supervisor, Shell's Maintenance Integrity Manager Jon Unwin took the opportunity a couple of years ago to examine the painting operations and identify ways that BIS Salamis Inc. could improve operational effectiveness while reducing the risk to personnel.

Carl told us more, "The first initiative we put forward was a proposal for moving to a year round painting program. Crew Consistency and stability was the main benefit, building a team that would continue to work together year in and year out and realize improved HSE, productivity and quality performance. This is something that BIS Salamis Inc. has always considered but there were obvious concerns regarding productivity going down and costs going up during the winter. However, taking on this challenge we developed a comprehensive business case to support this change and were able to move forward with the introduction of a year round painting program.

"The second initiative was the development of a leadership team consisting of all our painting contractors, HSE representation and Carl Guy (Shell). The team was tasked with

planning and scheduling the painting program, setting the goals and targets for operations and HSE performance and taking ownership of those goals and achieving them. This provided key operational personnel with more involvement in the decision making process and has proved very effective"

Dwight Johnston, Operations Services Manager, EPW Americas updated us on the progress of the paint program initiatives, "I'm delighted to say that the leadership team is still alive and well and doing exactly what we wanted. They've taken ownership of the program, both from an operational and a safety standpoint, are living it everyday and are committed to making it happen. The year round paint program that we started is still in place and productivity has not dropped off, our productivity is as good today as it was four years ago and we are painting in even more difficult conditions. Finally, we've now achieved over 1400 days of working and over 700,000 man-hours without an injury to any personnel so these changes have clearly been a success. Well done to all those involved."

BIS Salamis team win Chevron outstanding crew award

We're delighted to announce that the BIS Salamis crew on Ship Shoal 108-A has been awarded a Chevron Outstanding Crew Award for performance in 06/07. The crew Supervisor, Jessie Johnson accepted the award from Melody Meyer, Chevron VP Operations, Rick Schneider, Chevron General Manager, Asset Development and Clay Neff, Chevron General Manager, GOM Operations at the Contractor Engagement Meeting in New Orleans.

To qualify for the Outstanding Crew Award the contractor must consistently demonstrate their commitment to HES while working on Chevron jobs. This includes achieving Incident Free Operations (IFO) for the entire calendar year, following and fully utilizing all

appropriate HES policies, programs and processes, communicating well with the Chevron representative and actively participating in meetings with other contractors and/or Chevron.

Well done to Jessie and his team for meeting with all these standards and demonstrating such excellent commitment to HES.



charity competition

The ePrime charity competition gives you the chance to win \$200 for your favorite charity. All you have to do is send the correct answer to the competition question, which will relate to one of the stories in e-Prime, to eprime@salamisadmin.com, making sure you put your name and contact details on your response. Here's this month's question, good luck!



What award did Jessie Johnson and his team win?