

Apart from about 18 engineers and technicians from the former Stephens-Adamson, the company has also hired and trained many local people, including a large number of graduates from universities and Loyalist College programs. Many of them are native Bellevillians who wish to stay in or return to their home town, said Sorensen.

Where specialized skills are needed, "We have no problem getting people to move to Belleville," said Stafford. "They like to come here."

Sensing that many Belleville and area residents really don't know much about the operation: "We wanted to let them know what we're doing and especially to recognize the work of our employees," said Stafford.

Electricity generating, specifically, is a field in which Stafford sees room for growth in the months and years ahead, especially in Ontario.

"It would be nice to do more jobs closer to home," said Sorensen.

For the people of EMS-Tech, the world may be their marketplace, but Belleville is their home. They want to keep it that way.

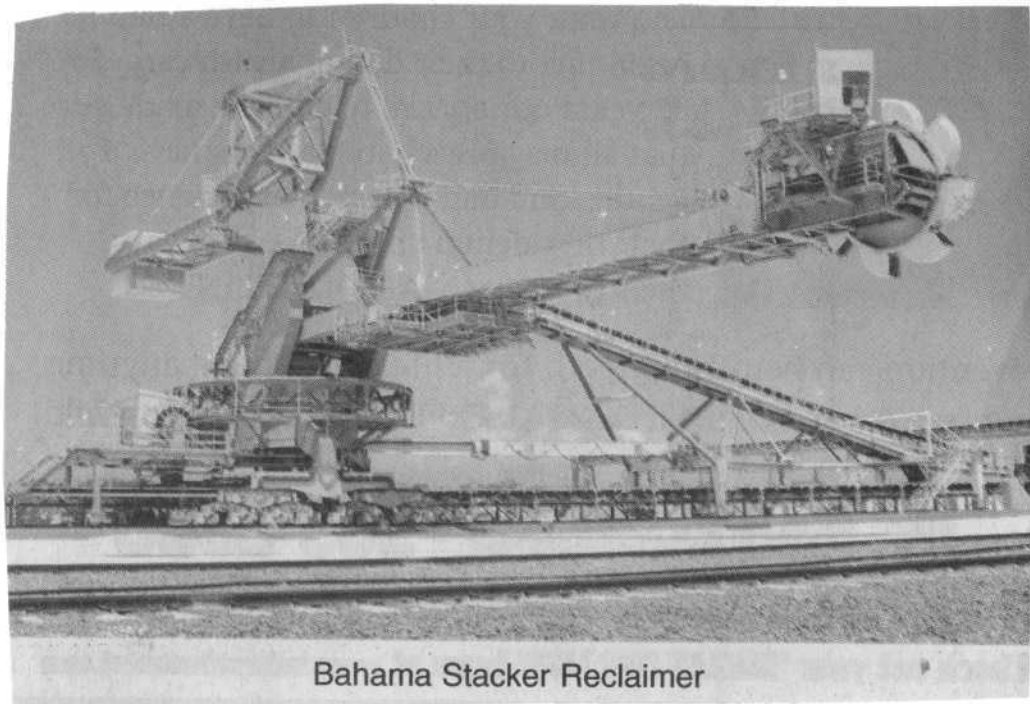
paperwork. Actual construction and assembly is contracted out in the world marketplace, but with EMS-Tech's careful monitoring and often with on-site supervision.

"In today's world, you don't build stuff like that in Belleville," Sorensen explained. But local staff design the equipment, source and purchase the necessary materials and arrange to have it built as close to the installation site as possible.

Other services they offer include site supervision, trouble-shooting, inspections, consulting and, perhaps, a simple design for a steel roof.

Yes, not all the jobs are big. Some might be only worth about \$500. But the company continues to grow, with most of its business coming by "word of mouth," said Stafford.

Sorensen and Stafford attribute the company's success to its high skills level in the field of bulk materials handling, strong morale, flexibility and quick response to customers' needs.



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