

## **CHALLENGES & OPPORTUNITIES**

### FROM A FAMILY BUSINESS PERSPECTIVE

By Wiam Afifi – Sales manager at Stinis Holland



Krimpen aan de Lek, The Netherlands





www.stinis.com



## **STINIS HOLLAND**

### MANUFACTURING IN KRIMPEN AAN DE LEK SINCE 1830

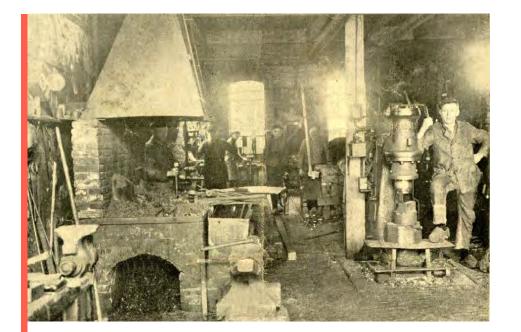
## **STINIS MALAYSIA**

MANUFACTURING IN JOHOR SINCE 2008

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## **OUR ROOTS**

FOUNDED IN 1830

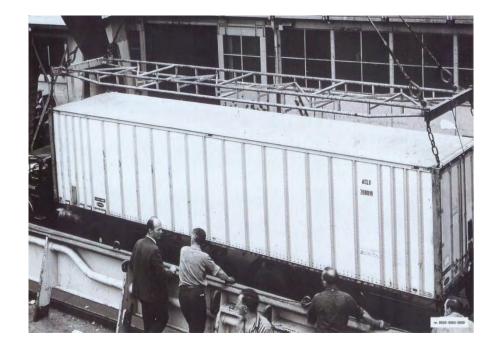




Stinis is an innovative Dutch family business with roots going back to 1830. Six generations strong and completely independent. Due to our proximity to the Port of Rotterdam, our focus gradually shifted to the production of lifting gear for the shipping industry.

### OUR ROOTS 1967 FIRST CONTAINER SPREADER





In 1967, Stinis unloads the first iron box in Rotterdam. A milestone. This historic moment coincides with a new generation of leadership. With Kees Stinis, the company evolves as a specialist in lifting equipment for containers.

### OUR ROOTS MAJOR MILESTONES



#### **1989 STINIS AUTOTWIST®**

Stinis designed and produced the first fully automatic mechanical spreader – the Stinis Autotwist<sup>®</sup>.



#### **1996 STINIS LONG-TWIN® SPREADER**

Stinis designed and produced the first Long-Twin<sup>®</sup> spreader in the world, reshaping the spreader industry.



#### **2005 STINIS SPLIT-HEADBLOCK®**

Stinis launched the patent of Split-Headblock<sup>®</sup> for Double-Twin<sup>®</sup> operation.



## **UNIQUE FEATURES**

### STRONG AND DURABLE



MONO-BEAM STRUCTURE

BELT TELESCOPING SYSTEM

SHOCK ABSORBING SYSTEM (SAS)



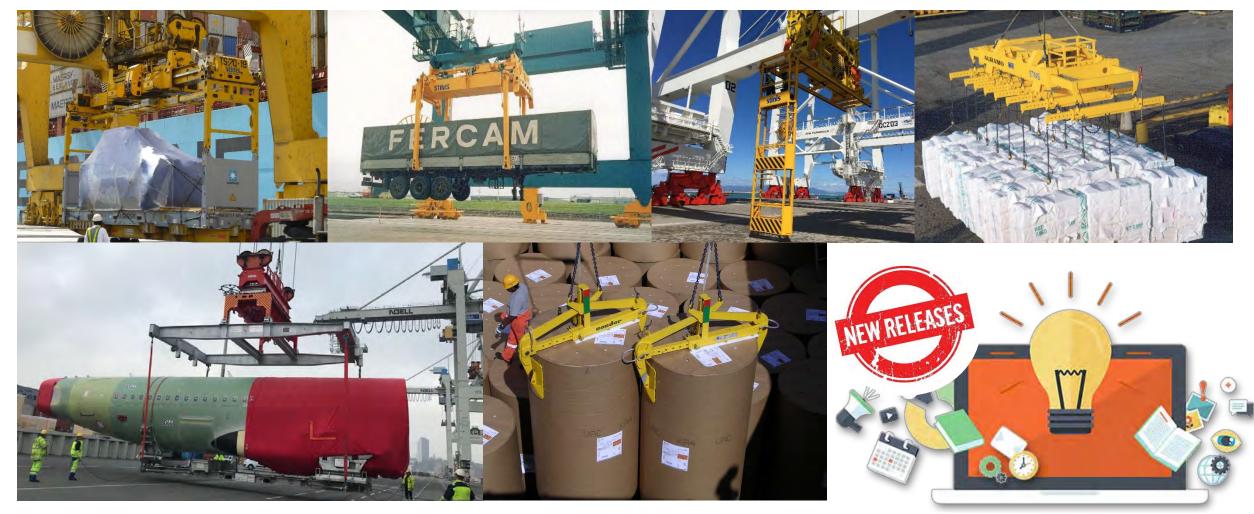
AUTOMATIC GREASING SYSTEM

ULTRA-POWERFUL FLIPPERS

FLOATING (ISO) DUAL COLLAR TWISTLOCK

## **OTHER PRODUCTS**

### DON'T ASK US WHAT WE MAKE - WE MAKE WHAT YOU ASK!





We have to change to stay the same - Willem de Kooning -

THE FAMILY

# ONE FAMILY ONE WORD SPREADERS

HOLLAND | SINGAPORE | MALAYSIA | CHINA





# **THANK YOU!** FOR YOUR KIND ATTENTION

