**OUR APPROACH**

1. Our first step is a thorough analysis of your needs and desires. We will look into the   
   circumstances under which you work. Do you operate in coastal or in-land regions? What types of cranes you have?   
   How often you work with special loads, such as deck hatches and overheight or open top containers?
2. Our sales and engineering teams will work in tandem with you to collect all relevant data. Then, we sit down and make the calculations that determine the structural backbone of your spreader.
3. Next, we will engage you about those spreader features that make sense for your current and future needs. Do you plan to switch to remote operations?   
   We can deliver your spreaders with cameras and positioning systems or make preparations for a later installation. Do you foresee a need for tandem operations? We can advise you on how to prepare your cranes and crew for working with the Stinis Split-Headblock.   
   If you employ a multilingual staff, we offer touch screens with information in multiple languages for their convenience. The options are endless, but our recommendations hinge upon what your business actually needs.

4. To help new customers get a feel for us, we like welcoming people to our facilities.   
Being able to touch the products we build and hearing our responsive design process in action, shows what it means to join the Stinis family. We’ll train your staff too. Or, if you prefer, we can send our own experts to service your spreaders and share what they know. During this entire process, we will keep in constant contact.