

# Applied Engineering

**FOR INDUSTRIAL SERVICES**

**We want to be the best specialists**





# Who are we?

Grupo STIN is the first Spanish multinational independent company devoted to applied engineering for industrial scaffoldings and non-mechanic services with more than 30 years of experience.

## Scaffoldings and insulation experience and know-how

- + Experience since 1991
- + Deep sites knowledge
- + Deep knowledge of our clients' activities
- + Value chain
- + Project launching

## Capacity

- + 400 workers in the same site
- + 15,000Tn and 1,000 assemblers
- + 1,5-month shutdown with 1,00Tn and 100 workers
- + 90 sites managed in 12 geographical areas
- + A thermal boiler in 3 days

## Human Resources

- + 100 staff at offices
- + 42 engineers
- + 35 ORPS (Occupational Risks Prevention Staff)

## Social Corporate Responsibility (SCR)

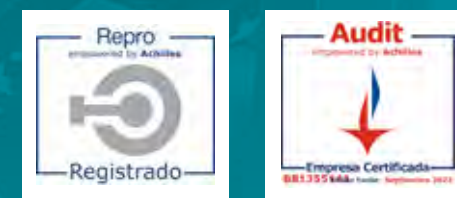
- + Compliance
- + Psychosocial
- + Equality
- + Training
- + Commitment with local communities

## Labels and certifications:



First company in the sector audited and certified by

- + Quality
- + Safety
- + Environment



# Services



Scaffoldings



Insulation



Painting

+ than  
**30**  
years

Customer  
satisfaction

★★★★★  
above 4,6

IF 2020  
lower than 5,7

# Sectors

Process, big-size industries requiring maintenance and construction:

## Energy



Thermal



Thermo-solar



Biomass



Green Hydrogen

## Oil & Gas



Oil



Gas



Chemical

## Yards



Shipbuilding



Offshore platforms

## Mining



Mining

## Industry



Paper



Fertilizers



Cement



Steelworks

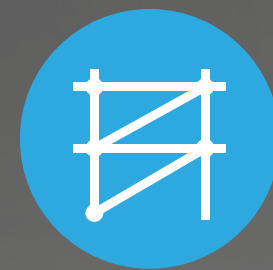
We want to be the best specialists





# What services do we provide?

We integrate **3 non-mechanic services** in order to provide higher economic reliability and convenience during the project for our clients.



Scaffoldings

We rent structures that allow accessing and working wherever necessary in the site, with any configuration, at any height or complexity.

LAYHER, ULMA, CRAB, PERI, CATARI, etc.



Insulation

We design, semi-elaborate and install insulating materials and their protection in order to guarantee the temperatures in the industrial processes are maintained in the sites, pipelines and equipment.

SAINT GOBAIN, ROCKWOLL, PITTSBURGH, MAC CORMICK, UCIN, etc.



Painting

We apply superficial cleaning and removal treatments to later apply the painting that will protect the different structures from corrosion.

AZCO NOBEL, JOTUM, PPG, etc.

# Benefits of integrating services

Our technical capacity joins the 3 services that interact and depend on each other, making the works more complicated.

Only the best manage to integrate these services, delivering on time, with quality and safety, and in a profitable manner for our clients and their projects.

## 5 added values

### ASSEMBLY

- + Productive professionals
- + Selection and training
- + We promote production and safety

### MATERIALS

- + Development of competitive local partners
- + Procurement and negotiation capacity
- + Development or world partners

### ENGINEERING

- + Applied engineering
- + Multidisciplinary department
- + ITC means, Software, etc.
- + Innovation
- + Planning and control

### MOBILISATION

- + Logistics capacity
- + Quick local development
- + Market intelligence

### HSQE

- + 0 accidents
- + Commitment towards quality
- + Commitment towards safety
- + In-house IMG
- + Environment

Experience  
Capacity and nimble  
Human Team  
Partners

#### Client

- + Fluent dialogue
- + Single contractor launching the works correctly

#### Physical service

- + Interferences
- + Dependences
- + Scaffolding scope changes

#### Site management

- + A professional site management team
- + Engineering joining the 3 services
- + Service specialists
- + Productive force

Simplicity  
Delivery  
Profitability  
Quality and Service  
Safety

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PROJECT CONTROL

INPUT

OUTPUT



# GEOGRAPHIC AREAS

Multinational

# PARTNERS & LOGISTICS & EQUIPMENT

Trustworthy

## Europe

- + Spain
- + Portugal
- + Belgium
- + France
- + Dutchland
- + UK
- + Poland

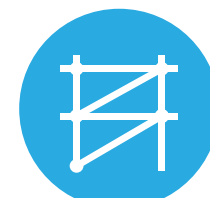
## America

- + Argentina
- + Dominican Republic
- + Brazil
- + Colombia
- + Ecuador
- + Mexico
- + Peru

## Africa

- + Angola
- + Algeria
- + Morrocco
- + Mozambique
- + Mauritania

# Engineering Applied to Industrial Services



Scaffolding



Paint



Insulation

- + We want to be our client's trustworthy partner
- + We forge alliances with our global strategic suppliers

## Materials

- + Scaffolding: CRAB, LAYHER, ULMA, etc.
- + Insulation: Pittsburgh McCormick, RockWool, St Gobain, etc.
- + Paint: AZKO, JOTUM, NOBEL, PPG, etc.



# ENGINEERING & PRODUCTION



## Project controlling

### Engineering for the projects

- + Inhouse engineering department
- + Previous planification
- + Special technical solutions
- + Normative

### Software support

- + Design with Autocad
- + Structural Calculations with Tricalc11
- + Microsoft Navision ERP
- + Naviswork
- + Layplan Cad (BIM)

# CAPACITIES

Agile and immediate

## Capacities

- + 400 workers simultaneously within a project
- + 15.000 Tn and 1.000 workers
- + 1,5 months plant shutdown with 1.000Tn and 100 workers
- + 90 simultaneously projects handled in 12 different areas
- + One thermal boiler in 3 days

## Human Resources

- + 100 staff workers
- + 42 Engineers
- + 35 HSEQ officers

# SERVICES

Profitable and economic

## Full service

ASSEMBLY

MATERIALS

ENGINEERING

MOBILIZATION

HSEQ

## Types of services

- + Time and materials
- + By m<sup>3</sup>
- + Lumpsums
- + Performance assurance
- + Worker incentives by production and safety
- + Accomplished Deadlines
- + 24/7 Service

# SAFETY & QUALITY

Frequency rate below 5,7

client Satisfaction over 4,6



## Certifications:



- + Quality
- + Safety
- + Environmental

# EXPERIENCE

+ 30 years

## Experience and know-how of scaffolding and insulation

- + Experience since 1991
- + Clinets' Plants knowledge
- + Knowledge of our clients' activities
- + Value chain
- + Project launching

## Sectors:



Naval



Oil



Refineries



Gas



Chemical



Minnig



Offshore platforms



Paper



Fertilizers



Cement



Steel



Plants and power plants

## Homologations:



## SCR

- + Compliance
- + Psychosocial
- + Equality
- + Training
- + Local content commitment



# Strategic training

## Internal training

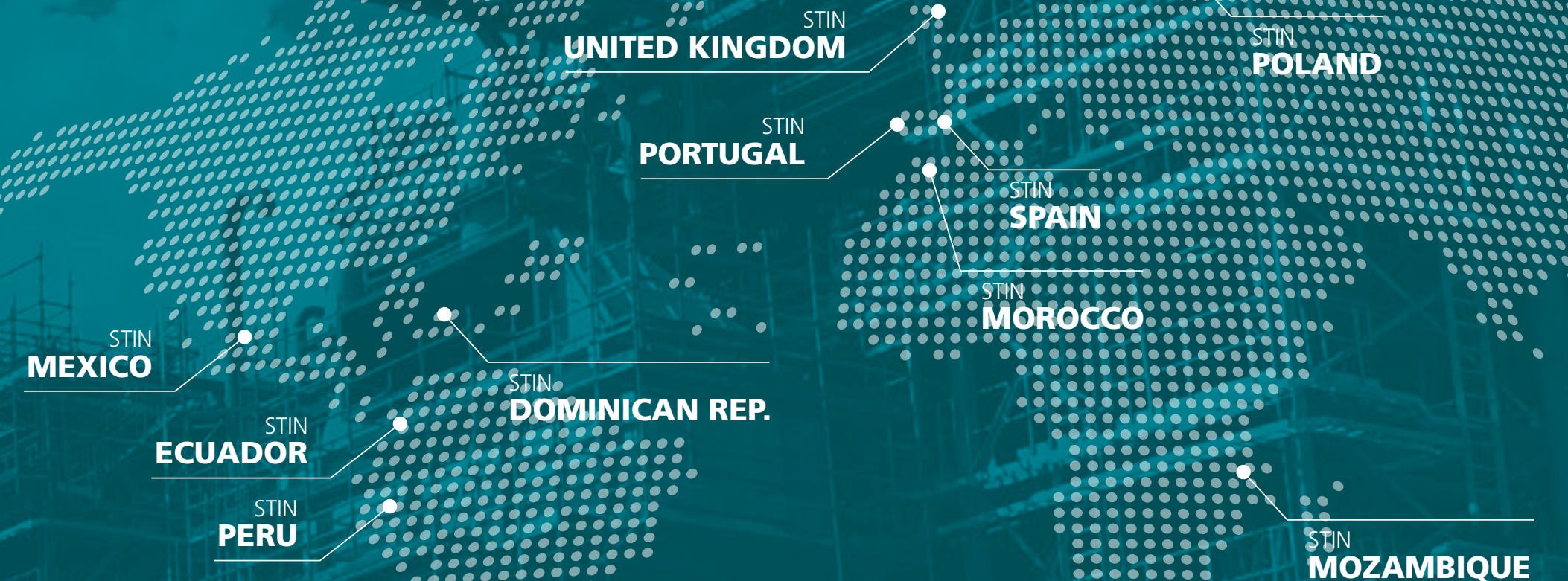
- + ORP training, theory and practice (SPP)
- + Induction access to STIN
- + Work at height
- + Working in confined spaces
- + Working exposed to electrical risk
- + Working exposed to chemical agents
- + Comprehensive site works management for middle managers
- + STIN Integrated Management System
- + STIN initial scaffolding assembler training for beginners
- + Basic training on Industrial Thermal Insulation
- + Recycling / Technical Instruction to assemble scaffoldings by STIN
- + Environmental good practices training

## External training

- + ORP Basic Level Training (Prevention resources)
- + Use of lift trucks, telescopic handler and pemp
- + Assembler training provided by scaffolding manufacturer
- + Hoist and bridge crane training
- + Signaller /slinger
- + 2nd cycle training, agreement per profession

# Where are we located?

Permanent delegations in the world:



# Clients



## Central Offices

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