

On Solid Ground



Stolz' strength lies in its people, the company's solid core.

Standing on solid ground, this Singapore engineering company is helping clients build their business on strong foundation.

Spawned by the resolute business flair of one "charismatic" Managing Director, Mark Tan, Stolz Engineering has built a reputation for its client-centered service.

It helps that the company's name itself invokes fervor. Stolz originates from the German word "Pride" and it is this pride and passion that is the fundamental operating mechanism in the company that brings it constantly and consistently to the next level.

"We believe pride is one of the most important ingredients in a successful and sustainable business.

In order to continuously and actively strive to be the best, it is important that we take pride in whatever we do," he says. Since its inception in 2007, Stolz has risen expeditiously as a trusted industrial & commercial supplier of cooling towers,



Clients' needs are Stolz' priority.

pumps, liquid desiccant dehumidifiers as well as valves and actuators in Singapore and Malaysia, with repeat customers drawn to a level of service and reliability that puts clients' needs ahead of initial cost.

The very entrepreneurial 35-year-old Mark Tan, a mechanical engineering graduate from the Nanyang Technological University, put together experiences from eight years of working with other MNCs to start his own business.

"I have been involved in the same field but in different sectors of the industry to learn how the entire industry functions. I picked up all the positive influences and methodologies while working with the

MNCs and discarded the negative ones to incorporate into Stolz," he says.

The enterprising Tan also started Stolz Holdings, Stolz Transportation & Logistics and, Stolz Tradings in 2008 as part of his diversification.

Tan adopts a Triple-Win strategy in its operating concepts. He says, "Win for the customer will result in a 'Win' for the company which will result in a 'Win' for the staff, this implemented fervently will create a positive balance inevitably."

In what the company describes as its holistic and analytical approach to business resiliency, Stolz caters to clients' business needs in line with profitability goals. Tan illustrates, "Money is a four-legged creature, thus it is difficult for us to chase after it with two legs; however, if we are able to create a situation or circumstance that attracts money, it will eventually come after you instead."

Stolz has come to grow strong through building a solid core: its people. The company believes very strongly in investing in its staff and every year it allocates a substantial portion of resources to providing constant training as well as sending staff on courses for further development. The company believes that with the staff well-trained, they are more able to value-add to the company.

In the process of establishing international standards, the company is also ISO 9001, 14001 & 18001 accredited. Also the company has plans to bring their business to China, one of the world's largest economies, and Vietnam, among the fastest growing economies in Southeast Asia.

"Strategically, the company must constantly grow with more products and services to cater to the clients. The secondary aim is to provide a one-stop shop solution to the customer," says Tan.

"Once you have established to sell shoes, it is much easier to sell socks too to the same customer of course with the same fundamental philosophy. This is Stolz's vision," Tan says.