

SUCCESS STORY NETHERLANDS



Vink at the beginning (old newspaper)

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Vink today (after 52 years)

Vink systemen was created in 1960. The owner start as smithy assistant in the village Noordwijk and - in 5 years - he entered in the smithy partnership, when the market request for air ducts and the orders became more en larger the smithy was renamed as E.A.Vink Luchtkanalen. This was a brand new market and it was necessary to use the method of learning by doing and on-the-job training for requalifying manpower with different background, upgrading the personnel with more experience to their maximal output, investing and motivating with the aim to attract the new generation with new advanced and efficient machinery and work environment. The owner had the also idea to requalify 3 people having different backgrounds, by using on-the-job training. For instance, a baker was trained to paint the metal.

The business was extended step-by-step and - at the moment - Vink systemen has 150 employees. Additionally, Vink Systemen supported the small entrepreneurs by allowing 200 small satellite companies to develop by themselves, starting as a part of Vink and being independent at the moment. The new companies cooperate with Vink Systemen for specific tasks, for instance: assemblers, trading in air technology instruments, inspection and cleaning air ducts, installing designing and manufacturing spraying and drying cabins, using rental and using uplifting systems.

Nowadays, Vink Systemen is the market leader in the Netherlands specialised in the production en assembly and of air duct and accessories such as roof coverings, fire flaps, chimneys, and silencers, provides 150.000 square metres air per year in the commercial, industrial building sector, among them offshore, shipping and laboratories. Vink Systemen has an annual turnover of circa 25 million euro.