



Company News

Dos Santos International Celebrates 20 Years of Business

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Marietta (GA), United States -



J. A. Dos Santos 1959

DSI began as a venture from **Joe's** residence in Winfield, Alabama USA. **Joe's** son, **Marc**, was a senior in high school at that time, but he was a vital part of the founding. **Marc** had always taken an interest in **Joe's** work and in engineering. Using his knowledge of the internet, **Marc** quickly located advertising templates to develop company brochures, and develop the first **DSI** website to give the company its international presence.



DSI partners Joe and Marc celebrate 5 years

Two valuable relationships were formed right away. **EleVeyor Associates** of Bethesda, MD offered the "EL" conveyor, a special vertical sandwich conveyor primarily used in municipal sludge handling. Through collaboration with **EleVeyor**, **DSI** began marketing the **DSI Snake Sandwich belt** high angle conveyor as the EleVeyor-SN. Three EleVeyor EL orders were jointly executed

between 1998 and 2000. A close relationship with **Continental Conveyor Ltd** of Nappanee, ON and Thetford Mines, **QC Canada** was established too, and this developed into a long term cooperation. Through this relationship, **DSI** licensed **Continental Canada** to supply their sandwich belt high angle conveyors alongside their conventional equipment. Around a third of the **DSI** sandwich conveyor orders to date were realized as a result of this valued partnership. In the early years, **DSI** offered engineering and consulting services, while continuing to pursue sandwich belt conveyor orders. Representation and license agreements were executed in many countries - most notably in Canada, South Africa, Australia and Japan. Many proposals were generated but equipment orders were elusive. However, with Joe's drive and tenacity, the company booked its first **DSI Sandwich belt high angle conveyor** order at the end of 2000.



Joe celebrates the very first DSI Snake Sandwich belt high angle conveyor sale

in December 2000.

After graduating from MIT in 2002, **Marc** worked for two years with a Boston based high tech research firm, then joined **Joe** in April 2004. They formed their partnership at that time, with **Joe** continuing to work from his home in Alabama. **Marc** moved to Atlanta to begin searching for an office space that would ultimately serve as the **DSI** world headquarters. The location was chosen for its proximity to Atlanta's international airport, which facilitates easy access to many locations throughout the world. 2005 proved to be a turning point in the growth of **DSI**. The first half of the year was very slow, and by June, **Joe** and **Marc** considered shutting down the company. Fortunately, they were able to hold on until a major engineering project was awarded in late June by their friends at **Power Techniques**. By the end of 2005, **DSI** had booked an additional six **DSI** Sandwich belt high angle conveyors. Also significant, until the end of 2005, all **DSI** Sandwich belt high angle conveyor orders were delivered by others under **DSI** license. The last order of 2005 was for three Snake units and was taken directly by **DSI** improving their financial opportunity. Through 2006 and 2007, **DSI** received additional orders for **DSI** Sandwich conveyors, along with considerable engineering work. **Joe's** daughter, **Amy**, joined the company as a Marketing Manager working from her home in Birmingham, AL. A common work space was becoming more important, so in December 2007, an office was purchased in Marietta, GA. **Marc** immediately began working from that space, with **Joe** and **Amy** following soon after. The space also allowed **DSI** to make the first hires of new engineers who helped support the growth of the company.



Dos Santos International in Marietta,
GA, USA

Over the next 10 years, **DSI** hired more engineers and booked several interesting and exciting projects. On February 10, 2016, **DSI** booked the 200th work order. The number of orders is hardly indicative of the company's success, as each work order varies so widely in scope, with some orders containing from 30 to 60 distinct projects. However, the milestone serves as a good opportunity to reflect on the growth of a company that started with one man working from his home.

Looking back after 20 years, it is clear that this success can be attributed to the many valued customers, representatives, associates and relationships made along the way. It is the support and confidence of so many people that brought DSI to its current level, and helped to make the dream of a young immigrant come true.



On Friday, July 7, 2017, the company enjoyed an evening out with employees and family to celebrate the company milestone. The evening was spent reflecting on the past 20 years of business, loyal customers and of course, honoring Joe and Maria Dos Santos, who by a leap of faith, have weathered the ups and downs and made the sacrifices necessary to make DSI what it is today.



20th Anniversary



6th Anniversary

As **DSI** enters its 20th year, they are pleased to announce the booking of three active projects consisting of give **DSI Sandwich conveyors**, along with a number of interesting engineering consulting projects. **DSI** wants to take the opportunity to than s of the past 20 years, and acknowledge th reflection on the past



and future success.



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