



# Stinis Spreaders The New Guardians & The Future of Container Handling

**Presented by:**  
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Managing Director, Stinis Singapore Pte Ltd





6 generations strong  
Mr Kees Stinis with  
his 3 daughters

# FAMILY OWNED STEWARDSHIP

## FLEXIBILITY AND LONG-TERM PLANING

As a family-owned business, Stinis prioritizes adaptability and visionary thinking to navigate industry changes and meet evolving customer needs.

# DEDICATED TO CUSTOMER FEEDBACK

Your New Guardians at Stinis personally oversee the operations with direct access to customer feedback and complaints.



Ms.  
**Lisette Stinis**  
CEO Stinis Group



Mr.  
**Ronald van der Wal**  
Managing Director  
Stinis Holland



Mr.  
**Tan Chin Kiang**  
Managing Director  
Stinis Malaysia



Mr.  
**Jack Wen**  
Managing Director  
Stinis Singapore

# NEW GUARDIANS ROADMAP

## FACILITIES EXPANSION

Stinis invests in strategic expansions to increase its production capacity and meet the growing demand for its advanced container handling equipment.

## PRODUCT INNOVATIONS

Driven by a culture of continuous improvement, Stinis is introducing product innovations to optimize efficiency and performance.

## NEW AFTER SALES SUPPORT & SERVICES

Stinis' comprehensive suite of after-sales services ensures its customers receive unparalleled support and maximize the value of their investments.





# STINIS PREVENTIVE MAINTENANCE PROGRAM

To support more than 5,000 active spreaders operating globally.



## OPTIMIZE

Optimize spreader functionality to reduce downtime.



## EXPEDITE

Expedite troubleshooting and resolution



## FACILITATE

Facilitate knowledge exchange among members

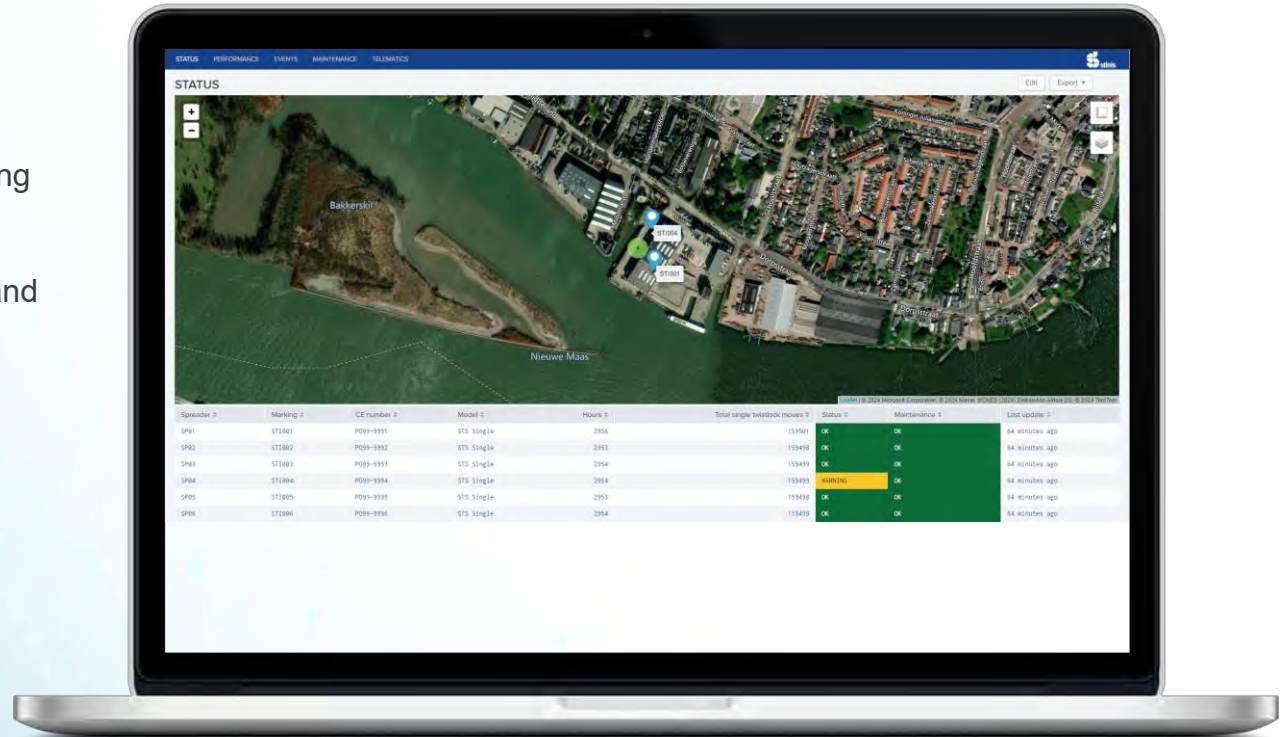
# STINIS PREVENTIVE MAINTENANCE PROGRAM





# FLEET MANAGEMENT DASHBOARD

- Online dashboard for monitoring your spreader fleet
- Keep track of faults, location and productivity history
- Accessible via:  
<https://dataiot.stinis.com>



# DEVELOPMENT PROCESS



- Spreader status
- Spreader performance (running hours, moves, moves per hour)
- Warnings



- Preventive maintenance schedule and instructions
- Troubleshooting instructions

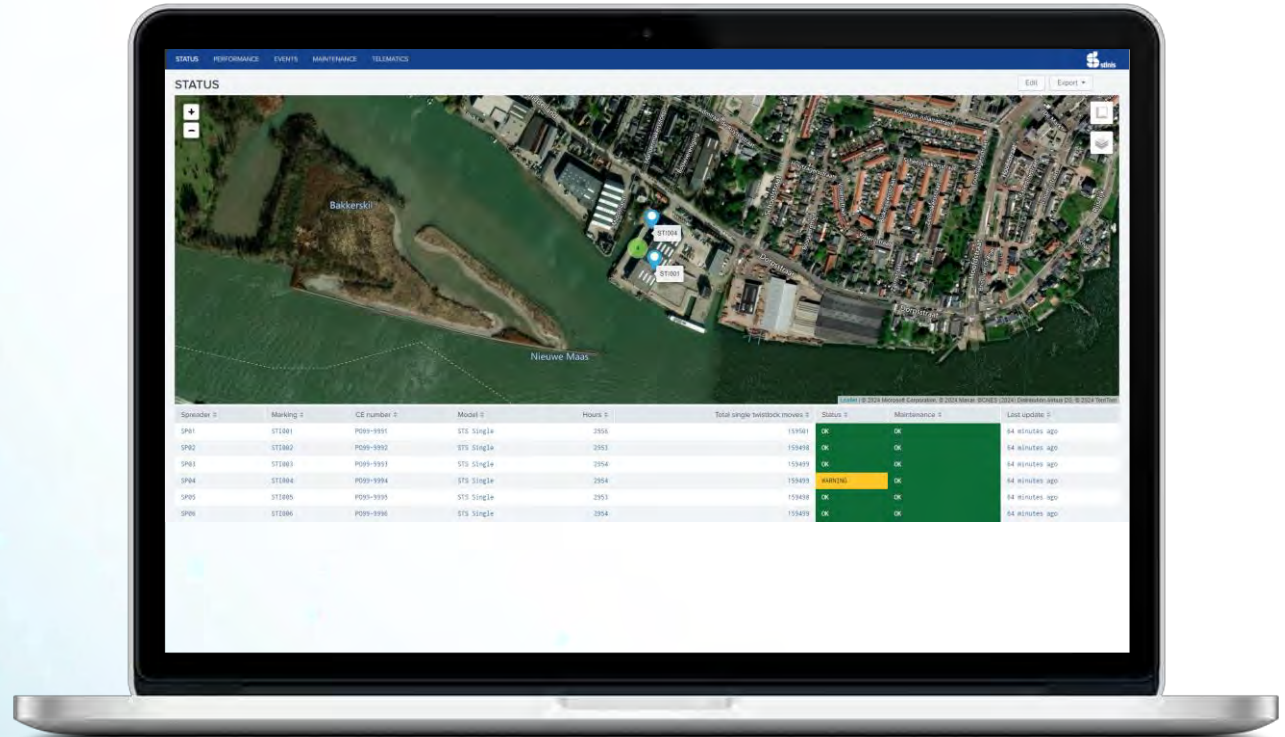


- Predictive maintenance

# FLEET MANAGEMENT DASHBOARD

## STATUS

- Location of your spreaders
- Brief overview of your fleet
  - Running hours
  - Twistlock moves
  - Status (Ok, Warning, Error)

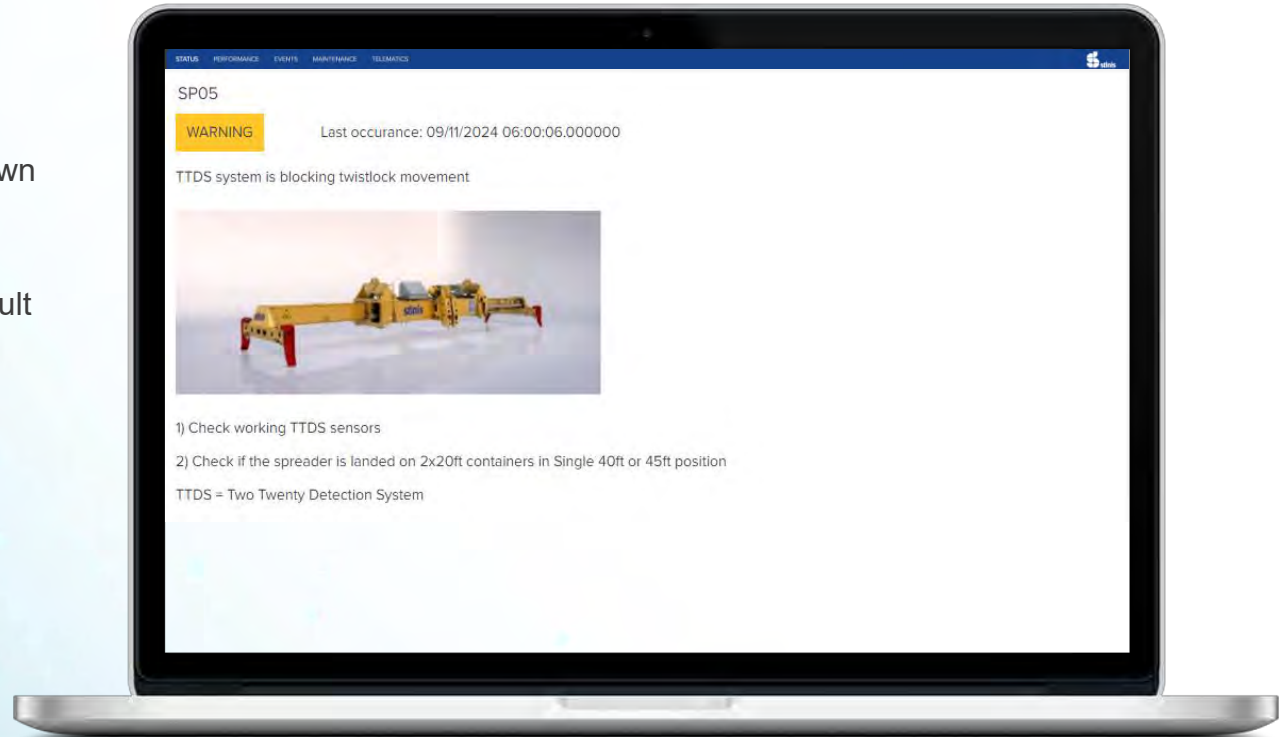


# FLEET MANAGEMENT DASHBOARD

## STATUS

Click on a spreader and scroll down to see:

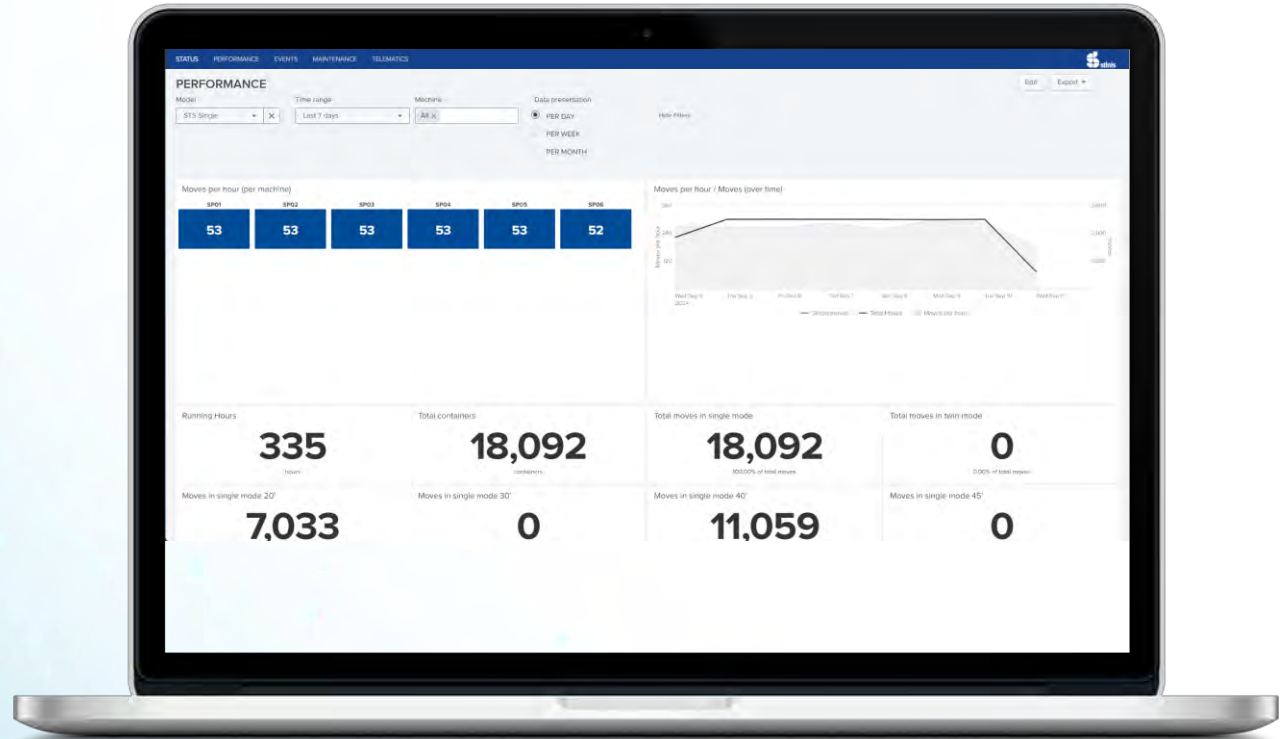
- Last fault per spreader
- Suggestion for solving last fault
- Frequency of last fault



# FLEET MANAGEMENT DASHBOARD

## PERFORMANCE

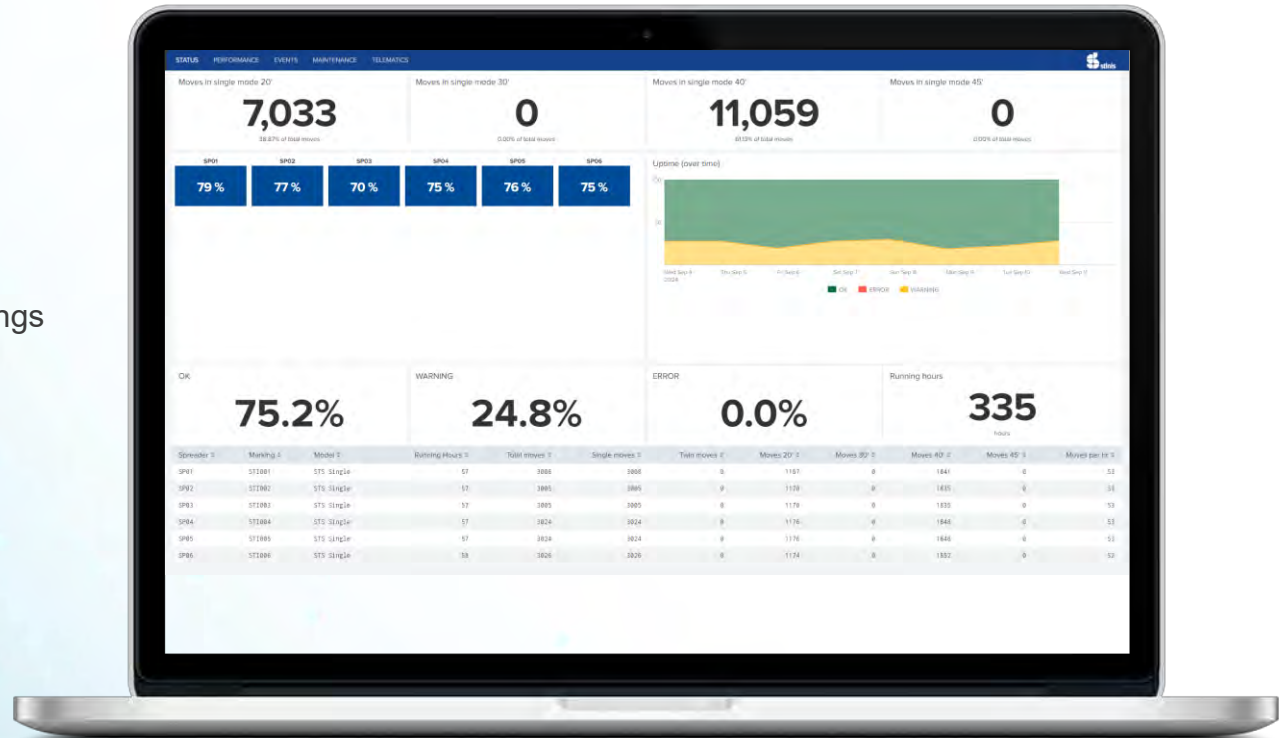
- Productivity of your spreader fleet
- Twistlock moves per container type
- Filter on model, spreader or date



# FLEET MANAGEMENT DASHBOARD

## PERFORMANCE

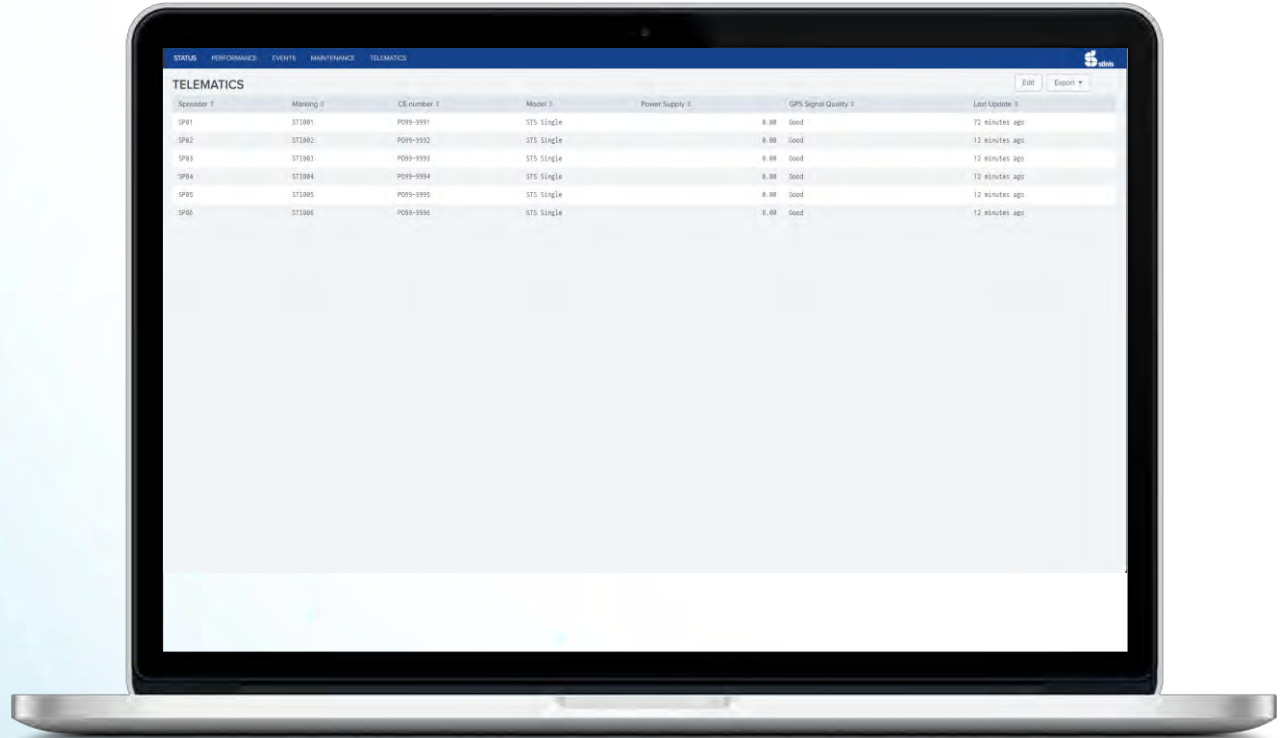
- Moves in 20, 30, 40 and 45 ft
- Percentage of spreader warnings
- Running hours
- Statistics per spreader



# FLEET MANAGEMENT DASHBOARD

## TELEMATICS

- Signal quality
- Time of last received GPS location

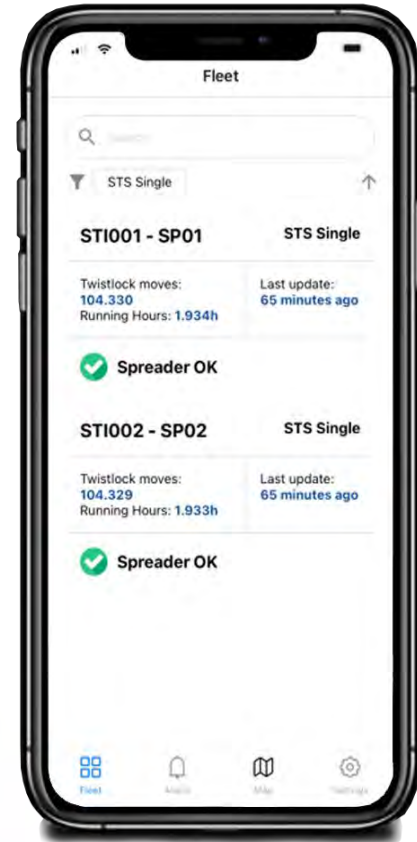


The image shows a laptop screen displaying a web-based fleet management dashboard. The dashboard has a blue header with navigation tabs: STATUS, PERFORMANCE, EVENTS, MAINTENANCE, and TELEMATICS. The 'TELEMATICS' tab is active. Below the header, there is a table with the following columns: Spreader ID, Makeing ID, ICE number ID, Model ID, Power Supply ID, GPS Signal Quality ID, and Last Update ID. The table contains six rows of data, each representing a different spreader. The 'Last Update' column shows the time since the last GPS location was received, all listed as '12 minutes ago'.

Spreader ID	Makeing ID	ICE number ID	Model ID	Power Supply ID	GPS Signal Quality ID	Last Update ID
SP01	ST1001	P009-9991	ITS Single		0.00 Good	12 minutes ago
SP02	ST1002	P009-9992	ITS Single		0.00 Good	12 minutes ago
SP03	ST1003	P009-9993	ITS Single		0.00 Good	12 minutes ago
SP04	ST1004	P009-9994	ITS Single		0.00 Good	12 minutes ago
SP05	ST1005	P009-9995	ITS Single		0.00 Good	12 minutes ago
SP06	ST1006	P009-9996	ITS Single		0.00 Good	12 minutes ago

# MOBILE FLEET MANAGEMENT

- Similar function on mobile phone
- For Android and IOS







# ADVANCING WITH INNOVATION



## STINIS SPLIT-HEADBLOCK®

Stinis' innovation in container handling technology, the Stinis Split-Headblock®, offers unparalleled flexibility and efficiency.



## WIDELY ACCEPTED

The Stinis Split-Headblock is a widely accepted solution amongst terminal operators worldwide, including APMT, Eurogate and TIL.

# LOCAL SUPPORT IN MALAYSIA

STINIS MALAYSIA





**MESSAGE ON  
STINIS  
COMMITMENT**



**LUCKY  
DRAW**



**2<sup>nd</sup> Prize**

**Apple Airpods 4**



**Top Prize**

**IPHONE 16 Pro Max**



**3<sup>rd</sup> Prize**

**Airtag 4**



Making Spreaders Since 1967  
[www.stinis.com](http://www.stinis.com)



**THANK YOU  
MY FRIENDS  
FOR BEING WITH US**

**Booth 16**