



A new distribution agreement between Australian tanker manufacturer, Tieman Industries and Italian dry bulk tanker builder, O.M.E.P.S is sure to raise the eyebrows of dry bulk pressure tanker operators in this country.



# TIEMAN CONNECTS TO GLOBAL MARKET

Dale and Colin Tieman



**THE** arrangement between the two companies, to distribute the Italian produced aluminium dry bulk tanker range down under, was initiated at the 2008 Hanover truck show where Tieman brothers, Dale and Colin, met with the O.M.E. P.S chairman, Vincenzo Munzio.

"When we saw the quality and detail of their tankers on display at the show we were impressed to say the least. So it wasn't long after that we shook hands on the sole distribution rights to sell and support the O.M.E.P.S dry bulk tanker range for both the Australian and New Zealand markets," says Colin.

O.M.E.P.S, located in the town of Battipaglia, Salerno, (roughly 50 kilometres south of Napoli) are very different to other producers in the dry bulk tanker market, due to the many world patents that help position this company as a leader in modern tanker technology production.

Tieman national sales manager – dry bulk tankers, Vince Niceforo, who has to his credit over 20 years experience in the dry bulk tanker market, says that the new Tieman agreement was very compatible to their current business model, in more ways than one.

"Moving into the dry bulk tanker market for the first time further strengthens Tieman's ability to provide one of Australia's most extensive range of world class tanker trailers and being a family business, like O.M.E.P.S, end users can be assured of receiving the best of personal attention before, during and after the sale.

As the third largest producer of dry bulk tankers in Europe, supplying over 600 units a year to countries all over the world, O.M.E.P.S offers a full range of non-tipping dry bulk tankers for carrying cement, fly ash, flour and stock feed.

The company also supplies a range of tipping tankers with full aluminium sub-frames. Configurations include semi tankers, 19 and 25 metre B-doubles through to both pocket and full road train

applications and according to Vince, there are options on fitments such as aerators and valves, to choose from.

First of the O.M.E.P.S units to be fully imported as 'roll-on, roll-off' stock and available for inspection is this tri-axle 42 cubic metre design. The tanker is fitted with a host of safety features, from the collapsible top hand rails, a rear ladder with extended side top platform connection and both side and rear under-run protection barriers.

Tare weights start from 5.3 tonne, plus options. This aluminium tanker, including the BPW running gear, which is equipped with disc brakes and EBS, clearly demonstrates the quality of the fully automatic welded finish and the unique concept barrel shape, created to transport maximum payloads within the 11.1 metre overall length. Polished stainless steel airlines, in lieu of mild steel, further differentiates the O.M.E. P.S quality to other similar makes.

"Our engineering facility in Italy uses the latest technology with production flexibility to tailor a tanker built to a particular country's needs, legislation and operating conditions. Even in places where the roads are very arduous with many of them dirt, our tankers have an impeccable reputation for standing up to the test, such as is experienced in countries like Russia, the Czech Republic and South America," says Vincenzo Munzio.

There are over 80 staff currently employed by O.M.E.P.S and their competencies and skill levels are certified to the standards of Uni En Iso 9001 and Vision 2000 with IQNET and CSQ Orders can generally be built within a 30 to 60 day period with a custom built tanker landed in Australia within 14 to 18 weeks, which as Colin Tieman says, is highly competitive.

"There is a growing market for aluminium dry powder bulk tankers in this country especially of this quality. So we are confident that O.M.P.S will be a big success here," said Colin. ■

Left: BPW Transpec, product centre manager trailer equipment division, Mario Colosimo (right) and Vince Niceforo.





# FREE Reeler

*The Tieman 'Free Reeler' represents the latest innovation for the Australian milk collection transport industry. According to Colin Tieman of Tieman Industries, the 'patent pending' design offers a solution to the very high ongoing costs incurred by truck mounted pump, reel and meter systems.*

**“BY** mounting the milk hose reel on the very front of the tanker, with all other pump, sampler and meter accessories on the front half of the tanker, the 'Free Reeler' is far easier to use and much more maintenance friendly. "Access to hard-to-get-to milk vats is still easy, as the combination only needs to 'nose' into the milk pick up area. When the driver gets out of the cabin the hose reel is immediately within hands reach and it is also shoulder high, so the driver has no back bending issues," says Colin. Apart from the safety features there are many cost saving benefits attached to the 'Free Reeler,' says Colin. "The overall tare weight, of only 7.5 tonnes, gives higher payloads over the truck mounted and rear boot canopy tanker systems.

"The new 76mm (3") milk hose is significantly more cost effective to use and has a more flexible bend radius than the commonly used heavy blue milk hose. Cuffing of the hose ends can also be done on-site without sending the hose away which is a much cheaper alternative.

A 100mm (4") fill line feeds into a centrifugal pump and with minimal bends it minimises the restrictions to flow rates, achieving around 1350 litres per minute when used in the field," said Colin.

The hose reel, which is completely protected from road grime by the truck's mud guards, operates with a hydraulic driven slewing mechanism allowing pick up of milk from either side of the tanker. For added safety, a disc brake positioned on the reel, ensures low maintenance and a permanent lock during travel.

"This new innovation gives companies the option to use sub-contractors with standard trucks in lieu of company owned specialised trucks which have pumps and reels fitted. Any truck with a PTO drive can tow the Tieman 'Free Reeler'.

"You don't need to worry about having spare trucks in your fleet that sit around waiting for breakdowns to occur and the 'Free Reeler' even gives you the flexibility to utilise the latest new model trucks when offered trials by certain truck manufacturers."

Colin added that the rear outlet discharge and front filling operations are both interconnected with 'fail safe' top pressure and vacuum vents, one located each end of the tanker. Selection of one vent, depending on whether the tanker is sloping up or down, gives maximum flexibility to handle all types of terrain when picking up milk. A CIP cleaning nozzle cleans from the top into each vent eliminating spraying of caustic over the tanker, which happens when the nozzle cleans from the inside facing up into the vent.

"The truck chassis' are designed to twist to eliminate travel stress and truck mounted pump, reel and meter systems are renowned for their extremely high ongoing maintenance costs, which of course leads to downtime and therefore loss of revenue for an operator's business.

"The 'Free Reeler' will give greater operational flexibility and without question, it offers the lowest 'whole of life' operating cost. It also offers greater payloads, compared to other designs seen today in the milk collection transport industry in this country.

"With the \$30,000 plus relocation costs of truck mounted equipment, which is required every three to five years, plus the downtime and loss of revenue costs when changing over trucks, the 'Free Reeler' is the way to go with one initial investment cost only," said Colin. ■

