



42 Cubic Meter Dry Bulk Tanker.

Tieman to release O.ME.P.S aluminium dry bulk pressure tankers

TIEMAN HAS TEAMED UP WITH ITALIAN TANKER MANUFACTURER O.ME.P.S TO INTRODUCE WHAT THE TWO COMPANIES BELIEVE TO BE THE BEST QUALITY DRY BULK PRESSURE TANKERS ON THE MARKET.

Since being founded in Melbourne in 1953, Tieman has remained committed to providing innovative products that best suit its customers' needs. It is this vision that has resulted in a new exclusive distribution arrangement for the O.ME.P.S aluminium dry bulk pressure tankers.

Dry bulk pressure tankers are a new field of expertise for Tieman. To facilitate this expansion, Tieman recently welcomed to the company a new National Dry Bulk Tanker Sales Manager, Vince Niceforo. Vince had previously spent 20 years at Kockums Industries, where he was Engineering and Technical Manager for its

O.ME.P.S tankers are very different to others on the market thanks to a number of world patents that help maintain O.ME.P.s position as a leader in modern technology.

range of steel dry bulk tankers. "In moving into the dry bulk tanker market, we wanted an industry expert to lead our sales who had the knowledge and understanding of the various tipping and non-tipping dry bulk tanker design requirements, who had developed customer respect and relationships, and who understood the variety of products

carried, in order to get us really up and going," explains Colin Tieman. Vince adds: "Dry bulk pressure tankers are quite unique. A lot of people may just think that a tanker is a tanker, but there are totally different designs, concepts and features, as well as different regulations, because we are dealing with pressure rather than vacuum seals."

O.ME.P.S is a manufacturer of lightweight aluminium alloy dry bulk tankers that was founded by Vincenzo Munzio in the town of Battipaglia in Salerno, Italy, before opening its high-tech factory in 1997. The O.ME.P.S tankers are very different to others on the market thanks to a number of world patents that help maintain O.ME.P.S's position as a leader in modern technology.

O.ME.P.S builds a full range of non-tipping dry bulk tankers – for carrying cement, fly ash, flour and stock feed – as well as a range of tipping tankers with full aluminium sub-frames. It is now the third largest manufacturer of dry bulk tankers in Europe and is growing exponentially.

"In recent years, O.ME.P.S has acquired a considerable part of the European market for the production of dry bulk aluminium tankers, which provide for the transport of granular materials. We had such a successful run, thanks to our industrial policy that is directed towards the highest quality products and customer satisfaction, as well as our constant check systems," Vincenzo says.

With Tieman being a family-owned business, the decision to team up with O.ME.P.S, also a family-owned business, was able to be facilitated quite quickly. Tieman hopes that this new arrangement will help strengthen its global relationship with suppliers.

"The engineering facility in Italy is equipped with all of the latest modern technology. Whenever we have any questions on the tankers, we have full receipt of all of the information that is required by the next day," says Vince.

As a result of the company's rapid expansion, both its customer list and reach have grown dramatically. O.ME.P.S now provides tankers to countries all over the world, including Italy, Poland, the Czech Republic, Croatia, Russia,



Colin and Dale Tieman, Joint Managing Directors with Vincenzo Munzio, Chairman O.ME.P.S (shown centre) at the Hanover Truck Show.

Spain, the UK and Ireland, Morocco, and Venezuela. And thanks to its new partnership with Tieman, Australia and New Zealand have now been added to that impressive group. "The fact that O.ME.P.S is present in so many different countries shows its flexibility in tailoring its output to a country's specific needs, legislation and conditions," says Vince. Colin agrees, adding, "O.ME.P.S builds an average of between 500–600 dry bulk tankers each year and supplies those tankers to all of these different countries.

"O.ME.P.S only builds aluminium dry bulk tankers. Even in countries where the roads are very arduous, with many of them dirt roads, the tankers have a reputation for standing up to the test. We believe they have the best quality design and finish in Europe and these tankers are working in some of the harshest conditions – you can only imagine the roads

and the temperatures they would endure in some areas of a country like Russia."

Benefits of the O.ME.P.S dry bulk tanker
O.ME.P.S's output ability is quite significant. Orders generally can be built within a 30-day timeframe, with the company averaging more than one vehicle per day. "If we give O.ME.P.S an order then we're basically able to receive it in Australia within approximately 12 weeks. That's a pretty competitive timeframe," says Colin. "These days, local manufacturers mainly only build steel dry bulk tankers and can take up to 18 weeks for this type of tanker, so the benefit in importing is found in the quick turnaround." Of course, the main advantage of aluminium is found in the tare weight savings, something transport operators quickly transform into increased payload and extra revenue.



O.ME.P.S has been making dry bulk bulk tankers in its high-tech factory since 1997.



Lightweight full aluminium subframe.

"O.ME.PS doesn't build steel tankers at all. I believe there has been some hesitation in the market around moving to aluminium because of uncertainty around structural integrity, but these guys build such a good, reliable product because of their design and automation in welding and application," says Vince.

"I think that the industry in Australia will accept going to aluminium more and more, especially as Europe has adopted it without a question." O.ME.PS bases its reputation on impeccable standards, highly flexible services and absolute quality, which is guaranteed by a constant checking of the manufacturing process. There are more than 80 staff currently employed by O.ME.PS and the competencies and skills of these staff are certified according to the standard of Uni En Iso 9001 and Vision 2000 with IQNET and CSQ.

Further, specialist engineers examine not only the raw materials such as the aluminium, but also all the tankers' components.

"There are a lot of issues being experienced currently with Chinese-built dry bulk tankers imported into Australia. Whilst they are



National Dry Bulk Tanker Sales Manager Vince Niceforo.

“Over the past few years, people have begun to see the benefits of using aluminium dry bulk tankers and we're confident that O.ME.P.S will be a big success here.”

cheaper, people are willing to pay extra for the reliability and on-road performance of a European-manufactured dry bulk tanker. Also, these aluminium dry bulk tankers are approximately 1.5 tonne lighter compared to a steel dry bulk tanker, and over time they'll reclaim that initial cost in the higher payload they can carry," says Colin.

O.ME.PS in Australia

Tieman will be importing O.ME.PS tankers from Italy for use on Australian and New Zealand roads. Fully manufactured in the facility at Battipaglia, they will meet all Australian regulations. Despite the current exchange rate between the Australian dollar and the Euro, the O.ME.PS dry bulk tanker is still a competitively priced product and Tieman is proud to be in partnership with the company.

"My brother Dale and I initially met with the O.ME.PS people and owner Mr Vincenzo Munzio in Hanover at the truck show. When we looked at the quality of their build at the show, where their full range of dry bulk tankers was on display, we were very impressed.

We now have the sole distribution rights for Australia and New Zealand," says Colin.

Tieman will be offering 19 metre B-Double combinations, 25 metre B-Double

combinations, road trains, pocket road trains and single articulated vehicles, with the first O.ME.PS tanker scheduled to arrive in Australia by the end of May 2009. All tanker components will be readily available in Australia to guarantee the best after sales service.

"There is a growing market for these types of tankers in Australia. Over the past few years, people have begun to see the benefits of using aluminium dry bulk tankers and we're confident that O.ME.PS will be a big success here," adds Colin.

Tieman has the sole distribution rights in Australia and New Zealand for O.ME.PS dry bulk aluminium tankers.

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A dry bulk tanker in Solid Works 3D, the software both O.ME.PS and Tieman use to design tankers. Clients can view the design prior to the start of the building process.



Latest innovation from
 Mathew Jenkins
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L.E.D. trailer lights

Unique design with built in water proof connection system for easy installation & maintenance

Lights for side clearance, side supplementary indicator, front and rear outline markers. With a range of unique mounting options. Multi Voltage Operation (Multi Volt)

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Rope Rail Mount with Reflector Base for side marker units.

Finishes on bezel mount products from Matte Black or High Gloss Chrome.

Option for easy mount products. No mounting brackets required.



Rope Rail Mount for side marker and indicator units.

High Impact Acrylic Lens.



A range of accessories are available including covers which clip over the rear of the light, attaching a 7mm corrugated sleeve to the light assembly.

Many more accessories to come.

Flat Panel or Outrigger Mount with Reflector Base for side marker and indicator units.



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