



Terry Koutsouras, State Sales Manager, Victoria

## Easy does it

NEW FEATURES, WEIGHT ADVANTAGES AND OPTIMUM STRENGTH ARE AMONGST THE FACTORS THAT LED **LINFOX** TO PURCHASE A NEW **TIEMAN** TT755 TAIL LIFT TO SERVICE AN EXISTING CONTRACT WITHIN THE TYRE INDUSTRY.

Linfox has been a long time customer of Tieman and understands the importance of using quality equipment. In fact, all of the units in the fleet requiring a tail lift are fitted exclusively with Tieman's range of tail lift products. The new Tieman TT755 that was delivered at the start of March will

operate throughout Melbourne and will be used to load and unload car tyres. A key feature of the new TT755 is its hydraulic close which eliminates the need for manual closing and has been designed to specifically cater to the tyre industry. Released into the market in December last

year, the TT755 is a three ram unit with one lift cylinder and two closing cylinders. As these cylinders are resealable, they are also low maintenance. "The hydraulic close definitely addresses the OH&S issues that were apparent with manual closing and having two lifting

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cylinders also enhances reliability,” says Alex Brincat of Linfox.

The TT755 has a lightweight galvanised mesh platform measuring 1200mm deep and 2010mm wide. A steel chequer plate platform option is also available. Weighing only 270kg, the TT755 has a lifting capacity of 750kg and Alex says that this is a great lifting capacity for the type of work it will be used for. He adds, “The tail lift is so lightweight, yet durable, which really enhances our payload. Every kilo we save in tare weight equates to extra tyres that can be carried in the load. Being only 270kg, it is much lighter than some of the other models on the market, so the weight advantage is definitely there.

“The other important factor in dealing with Tieman is that the company has a national

service back-up system and that’s a big plus. Tieman also has a great spare parts retention system in place, so you never get held up if the need for spare parts ever arises. We have a good working relationship with Tieman and we’ve always found that our Tieman tail lifts enhance the value of the equipment when the time comes to sell or update the equipment. I have been dealing with the National Sales Manager for Tail Lifts – Paul Jackson – for almost four years now and the service is just excellent,” states Alex.

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**New staff appointment**

Terry Koutsouras has recently been appointed as the new State Sales Manager Victoria – Tailgates and is now based in the Somerton facility. A mechanic by trade, Terry brings a wealth of industry experience to Tieman. Officially moving into his role with Tieman in December last year, Terry has spent the last 16 years working for a leasing company where he was involved with repairs, maintenance and operations before moving into a customer service role. He also worked with tail lifts whilst employed in various areas of the business. Terry says that he saw the move to Tieman as a great opportunity. “The scope of work and flexibility were amongst the factors that attracted me to Tieman,” he says. “I’m hoping to gain a good understanding of how the business operates and am looking forward to building strong relationships with body builders and dealers. I enjoy being out on the road and talking to people and this position gives me that opportunity.” He continues, “In comparison to our competitors in the tailgate market, I believe we have a much wider variety, so we have something to suit almost any application.”