

Tieman stays true to its word

WHEN TIEMAN FOUNDER NEIL TIEMAN BEGAN MANUFACTURING MILK VATS AND TANKS IN THE BACKYARD OF HIS HOME IN 1953, BEFORE MANUFACTURING HIS FIRST ROAD TANKER IN 1955, IT MAY HAVE SEEMED SOMEWHAT OPTIMISTIC TO BELIEVE THAT THE COMPANY WOULD GROW INTO WHAT IT HAS TODAY. NOW, MORE THAN 4000 TANKERS LATER, TIEMAN CONTINUES TO DEVELOP INNOVATIVE DESIGNS THAT REALLY DO ABIDE BY ITS LOGO AND CORPORATE DNA – ‘BUILT TO LAST’.



O.M.E.P.S aluminium dry bulk tipping 25m B-double combination

From its Keon Park and Campbellfield facilities, Tieman either manufactures in Australia or imports a wide range of tankers for bitumen, milk, chemical, emulsion, fuel, food grade and dry bulk products which can be found operating all over Australia and Papua New Guinea. The company has strategically aligned itself with market leaders around the world, forming exclusive distributorships with Dhollandia Tail Lifts, Whiting truck roller shutter doors, 4front Dock Products, Marco Scissor Lifts, Focal fuel tankers, O.M.E.P.S aluminium dry bulk tankers and Big Ass Fans. Tieman

also supplies its own range of proven tail lifts, dock leveller and dock products, freight hoists, scissor lifts and vehicle access equipment. Tieman has nearly 60 mobile service vans based nationally offering 24/7 mobile service with a company branch in every mainland capital city. Throughout its history, Tieman has remained a true Australian family owned company with two of Neil's sons, Colin and Dale Tieman, today being joint managing directors. The strength of the business lies in its strong management team and depth of experience amongst its people who have years of expertise

in their fields that Tieman says is second to none. Made from stainless steel, the first road tanker built by Tieman was designed for milk collection. The company soon expanded its offering to include food grade stainless steel tankers. Through much hard work, growth paved the way for the company to open its site at Keon Park, Melbourne in 1961. The early 1970s saw Tieman acquire Howell Engineering who then had the licence to manufacture dock levellers and tail lifts. This was the start of the Tieman Materials Handling, Tail Lift and Mobile Service businesses.



Stainless steel chemical rigid and dog trailer



28,500 litre aluminium 'Fuel Shifter'



Founder Neil Tieman (centre) with sons and joint managing directors Dale (left) and Colin Tieman.

1973 saw Tieman introduce the 'ringed' tanker to the dairy, food grade and chemical industries, offering greater capacity, reducing tare weight and reducing manufacturing time. Tieman's first aluminium tanker was manufactured in 1988, as was Tieman's first mild steel bitumen tanker.

While Tieman's tankers have continued to evolve over the past 55 years – becoming lighter, safer and more efficient – one thing that hasn't changed is the quality of workmanship that goes into every single tanker that leaves the gates of the Keon Park factory. The staff at Tieman take great pride in the tankers they produce and ensure that every detail is completed to the highest standard before the unit is handed over to the customer. Tieman has invested heavily in state-of-the-art 3D design software which allows customers to visually assess and approve the layout of their new tanker prior to being built. Even complex pipe work can be viewed in 3D, ensuring complete customer satisfaction once the unit is complete. Tieman prides its engineering strength as one of its key points of difference. Innovation has always been high on the agenda at Tieman and the company has continued to deliver many 'firsts' to the Australian tanker industry.

Tieman was the first to develop a stainless steel bitumen tanker, its 'New Generation' design eliminates barrel thinning through corrosion as can occur with the old mild steel designs. The ringed construction with a point mounted suspension allows better thermal

insulation saving customers thousands of dollars in heating time and gas costs each year. This 'New Generation' point mounted design concept has now been introduced to Tieman's range of stainless steel chemical tankers and some food grade tankers to offer customers better payloads over standard designs. Other innovations such as the 'Split Shifter' and 'Fuel Shifter' fuel tankers with front of tanker mounted hose reels were released into the market four years ago, providing increased flexibility, greater safety, better access to tight delivery areas, more stability and better payload compared to rigid and dog trailers. Another key advantage to this design is that fuel distributor tankers are independent of the truck with no need for relocation of reels and pumping equipment in the future as everything is located on the tankers.

Tieman released the DirtE Dog in early 2009. Designed to achieve maximum stability, the DirtE Dog is an extremely low profile fuel dog trailer. The innovative milk 'Free Reeler' follows a similar concept to the 'Fuel Shifter'. Designed for bulk milk collection, this tanker also features all hose reels and pumping equipment at shoulder height at the front of the tanker and offers high pumping speeds, better access to farm vats and no relocation of equipment as with truck mounted pumps and reels. To further its offering, Tieman decided to expand its expertise into the dry bulk pressure tanker market two years ago. Tieman teamed up with O.M.E.P.S in Italy, one of Europe's leading aluminium dry bulk tanker


manufacturers, resulting in an exclusive distribution arrangement for Australia and New Zealand. O.M.E.P.S builds a full range of non-tipping and tipping aluminium dry bulk tankers which feature several world patents. These tankers are now all available through Tieman and can be manufactured and delivered into Australia in a competitive timeframe.

At this year's International Truck, Trailer & Equipment Show in Melbourne, Tieman revealed the world patented O.M.E.P.S 'Topless' cement tanker. The name of this tanker is an abbreviation of 'Top Payload, Less Cones'. The unique bottom discharge design of this tanker features two oval shaped cones in lieu of three standard cones, thus providing faster discharge times.

Also released into the market this year is Tieman's new XTO tapered fuel tanker. Due to the low centre of gravity of this design, the risk of rollover is reduced by 10 percent. Driven by a determination to provide its customers with tankers that are both safer and more efficient, Tieman remains committed to developing innovative new designs that go the distance, offering the 'lowest life time' cost tankers that really are 'Built to Last'.

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