



Hinged rear bumper for easy spill bucket positioning.



All signage is stainless steel with additional operational valve matrix sign.



Lowering ladder automatically raises handrails and applies brakes.



L-R: David Whitley, Hillside Haulage contractor; Ron Edmonds, Tieman Fleet Sales Manager – Tankers; Carl Kringle, Downer EDI State Manager, Plant & Equipment; and Brett Sheldon-Collins, Downer EDI Scheduler.

Keeping it hot

DOWNER EDI HAS HAD A LONG ASSOCIATION WITH **TIEMAN**, HAVING PURCHASED ONE OF THE VERY FIRST BITUMEN TANKERS BUILT BY THE MANUFACTURER ALMOST 20 YEARS AGO – AND IT'S STILL IN USE. WHEN THE DECISION WAS MADE TO ORDER SEVERAL NEW BITUMEN TANKERS, PROVEN RELIABILITY COUPLED WITH OPTIMUM HEAT RETENTION LED THE COMPANY STRAIGHT BACK TO TIEMAN FOR ITS LATEST 'NEW GENERATION' STAINLESS STEEL DESIGN.

For over a century, Downer EDI has designed, built and maintained essential transport infrastructure. Today, its services extend far beyond Australia, with operations in New Zealand, Asia and the United Kingdom; and a workforce of more than 21,000 in over 40 countries.

In Australia, Downer EDI has a national fleet of around 60 bitumen tankers, the majority of which operate along the east coast. There are currently several Tieman bitumen tankers in the fleet, and as Downer EDI has found, the Tieman product lives up to its corporate motto 'Built to last'.

While the original Tieman tanker purchased by Downer EDI isn't used quite as much as it used to be, Manager of Bitumen and Assets, George Panagiotou asserts that it has continued to stand up to the challenges it is faced with when out on the road.

Downer EDI recently made the decision to order six 'New Generation' stainless steel bitumen tankers from Tieman two of which were received in late November. A 30,500 litre stainless steel bitumen highway tanker was put to work in Victoria and another road train bitumen tanker was delivered to Adelaide. A further four pocket road

train bitumen tankers are scheduled to be delivered in Perth by February.

According to George, the heat retention offered by the innovative Tieman product was a key factor in the company's latest purchasing decision.

"Tieman has always offered a well-built product," says George. "But there have been huge improvements in heat retention when compared to the older tankers. Their point mounted suspension combined with their ring design has led to a superior insulated bitumen tanker that just keeps the product hotter for longer."

The new tankers are constructed from Tieman's special heat resistant grade of stainless steel. It is tougher and more ductile than standard grade mild steel and there is also no need for major future refurbishment costs caused by corrosion and metal thinning throughout the tanker's life. Heating is provided via a Kleenheat liquid withdrawal propane gas burner. To further improve heat retention, the tankers are insulated with a Rockwool grade 450 insulation blanket. Less time spent heating the barrel not only saves on gas costs but also reduces driver waiting time which assists in managing driver fatigue hours.

As with any transport operation, health and safety is of paramount importance at Downer EDI. The company believes that every workplace injury or disease is preventable and has implemented a Zero Harm policy. This policy means "sustaining a work environment which supports the health and safety of our people and minimises the impact our business has on the environment".

And as such, Downer EDI has welcomed the collapsible handrail system that has been introduced by Tieman and will have this safety feature fitted to each of the new

tankers. Not only are the pneumatically operated stainless steel handrails interlocked with the braking system, but they also lift automatically when the rear hinged ladder is lowered. "The second someone lowers the ladder to climb onto the top of the tanker, the hand rails lift instantly," explains George. "It's a new development by Tieman. These are the first trailers we have purchased with this feature, but it is something we will definitely continue to implement on all of our new tanker purchases. It's such an excellent safety initiative."

The tankers are also fitted with internally mounted hydraulically driven product pumps that allow both pressure discharge and product recirculation during the heating process.

Downer EDI has always been impressed with the service provided by Tieman. In addition to purchasing Tieman tanker products for many years, the company has also continued

to utilise Tieman's repair and maintenance services which George describes as "long established and well respected". Although the latest order is nearing completion, it appears that the long standing relationship between Tieman and Downer EDI is one that will stay strong well into the future. "We'll continue to purchase tankers from Tieman because not only are they well built and competitively priced, but they are made here in Australia – and I think it's important to keep manufacturing local and support Australian owned businesses," says George. "Tieman has always provided us with a great product and the service to match."

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