



The European quality lightweight alternative

LOOKING FOR A TANKER TO CART DENSE SUGAR FREIGHT, **CRT GROUP** HEARD ABOUT THE **O.M.E.P.S BY TIEMAN** RANGE OF ALUMINIUM DRY BULK TANKERS. AFTER EXAMINING THE QUALITY OF ONE OF THE ITALIAN MADE TANKERS ON SITE, THE TRANSPORT COMPANY DID NOT HESITATE TO PLACE AN ORDER FOR THREE TANKERS.



"In Australia people often think that steel constructed vehicles are the only way to go, but Tieman is able to provide an aluminium alternative that is reliable and robust enough to work in Australia's harsh environment," says Marty Horell, CRT Group National Account Manager. "First, CRT's engineering department was quite sceptical, but in the end, the entire team was impressed by the build quality."

Ordered to meet the requirements of a new contract carting sugar around Australia, the aluminium tri-axle dry bulk tankers had to fulfil two key conditions. "One quality we were looking for was a distinct payload advantage," Marty says. "We've compared two companies – and Tieman was able to offer good value for money with outstanding quality. The next criterion was lead-time. Since we only had limited lead-time to commence operation, Tieman's capability to deliver in a narrow timeframe was an advantage."

Italian company O.M.E.P.S began

manufacturing lightweight aluminium alloy dry bulk tankers in 1997 and in 2009, Tieman signed an exclusive distribution arrangement to represent the O.M.E.P.S range in Australia and New Zealand. Today, O.M.E.P.S is Europe's third largest manufacturer of dry bulk aluminium tankers, delivering the innovative



Left to right: Vince Niceforo (Tieman's National Sales Manager – Dry Bulk), Graham Day (Engineering Manager - CRT Group)

aluminium series worldwide. "If we give O.M.E.P.S an order, we're able to receive the tanker in Australia within approximately 12 to 14 weeks. That's one competitive timeframe," says Colin Tieman. "Local manufacturers only build steel dry bulk tankers, which can take up to 18 weeks to build and are anywhere between 1.5 to 2 tonnes heavier; so the benefits of importing aluminium O.M.E.P.S tankers are significant as they offer better payloads combined with a quick turnaround. "Look at the fact that years ago all fuel tankers were made from steel and today they are all made from aluminium; still strong, but with huge payload advantages. Transport companies just won't be competitive in the future if they don't maximise payloads with full aluminium dry bulk tankers." Renowned for containerised deliveries, CRT Group – which maintains a fleet of bulk tankers, skels, and tautliners – is a customer experienced in the field of engineering. Developed in-house, the CRT Pod Trailer is able to convey bulk, powdered or granular

product directly to a silo using a domestic or import container. Mounted with a stainless steel chamber that rapidly transfers the product using a vacuum pressure cycle, the Pod Trailer eliminates employee exposure to industry hazards. "This technology has revolutionised the logistics industry and demonstrates our commitment to innovation and our leadership capabilities," says Marty Horell. "Hence the O.M.E.P.S aluminium dry bulk tanker by Tieman had to fulfil the highest standards."

The new tri-axle tanker provides a capacity of 42m3 in two compartments. The 5mm aluminium alloy shell has been designed in accordance to AS 1210 Class 3 standards, providing a working pressure up to 1.4 bar. The vehicle features Jost Module 2 Speed landing legs, SAF Holland Tri-axle airbag suspension, and SAF 10 Stud 285PCD disc brake axles – including a Knorr Bremse EBS system. Tieman have also introduced the light weight, side under run safety feature to the dry bulk industry for protection from cyclists and pedestrians.

"We haven't used Tieman before, but we're confident that they will help us to provide premium service in the future," says Marty Horell. "In recent years, O.M.E.P.S products have gained renown all around the world, so I expect the product to keep up with CRT's in-house standards."

The CRT Group was established in 1981 by Colin and Phil Rees. The brothers were given a solid foundation to base their business on, following in the steps of their mother Betty Rees, who pioneered the family's involvement in the transport industry with South Suburban Radio Taxi Trucks.

From humble beginnings, CRT Group soon became a specialist in bulk haulage for the plastics industry. Subsequently, the company expanded operations to include packaged products, intermodal freight and supply chain management.

In 2005, the company became a subsidiary of QR National, one of Australia's largest railway operators. Ever since, the CRT Group has grown to become a national transport and logistics company employing over 300 personnel, with branches in Victoria, New South Wales, Queensland, South Australia and Western Australia.

Today, CRT Group is planning to expand operations in the food transport and mining sector. CRT's mission, however, did not



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change. "Our mission is to be a leader in the provision of specialised transport and logistics solutions to our customers in the polymer, food, specialty chemical and industrial sectors throughout Australasia," says Marty. "Our company slogan is 'better ways', so we always try to find better ways of transporting freight and finding innovative supply chain solutions. In the future, Tieman will definitely be a part of CRT's innovative network, as the product they deliver is of high quality and good value," says Marty Horell.

"Tieman and the CRT Group speak the same language. As a haulage company, we purchase transport equipment to fulfil a contract, nothing else. Hence the material has to be lightweight and efficient, otherwise it will only waste fuel and decrease payload. Tieman has recognised the industry's requirements and delivered a dry bulk tanker suitable for a new, different, competitive world.

"And after placing the order, Tieman always kept us informed about the progress of

building and shipping. As we have to stick to a tight schedule, we value such close communication."

Meanwhile, Vince Niceforo, Tieman's National Sales Manager for dry bulk tankers, is convinced that the CRT Group will not be the last fleet to integrate aluminium tankers into their portfolio. "I believe that there has been some hesitation in the market around moving to aluminium because of uncertainty around structural integrity. Aluminium dry bulk tankers have been manufactured in Europe since the mid 1940's. And with O.M.E.P.S investing in the latest manufacturing technologies, they are capable of providing the best customised European design that matches with Tieman's 'Built to Last' corporate promise."

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