



Loading position from boat to Tieman fish tank



Unloading fish feed pallets

Talking 'bout a revolution

BASED ON THE FATE OF THREE VALIANT DUTCH CHILDREN, THE HISTORY OF **DE BRUYN'S TRANSPORT** IS A TURBULENT TALE OF DARING THE ALMOST IMPOSSIBLE AND REDRAWING THE BOUNDARIES OF ROAD TRANSPORT. UP TO THE PRESENT DAY, THE FAMILY OWNED COMPANY HAS NOT LOST THE INVENTIVE SPIRIT THAT LED TO BECOMING ONE OF TASMANIA'S LEADING TRANSPORT OPERATIONS.

In late 2010, De Bruyn's Transport approached Tieman to develop a unique tank designed to revolutionise the way of carting fish and fish feed. "Usually fish are carted in plastic bins," says John de Bruyn, General Manager of De Bruyn's Transport. "But we tried to find an alternative way to transport salmon one way and fish feed on the return – so we decided to involve a reliable affiliate and jump in at the deep end. "After all, nobody had ever done it before, so we had to be inventive." In cooperation with Tieman's strong engineering department, the company developed a stainless steel tank that would manifold the payload a common curtain sider is able to provide. "It's a whole new concept that will change the fish transport industry. There is no

need for plastic bins filled with fish and ice anymore. The new system can mix up fish, ice, and water in a spacious tank and in conjunction with the fish feed, it is equating to two and a half conventional loads," says John. "The whole tank is a unique construction. I don't want to reveal the company secret, but it's quite evolved regarding pipe work, circulation equipment, pumps etc. At the moment, we are finalising the work, but I am confident that we are talking about a revolution. Taking fish feed one way and fish the other, we have found the perfect solution." Developing an innovative fish transport system is not the first open-ended challenge the de Bruyn family faced. The saga began in Holland in 1910, when John de Bruyn's great grandfather purchased a boat to

transport sand, gravel and heating fuel to customers along the inland waterways. In 1924, he tragically died at the age of 37; and his three eldest sons – aged 13, 11 and 10 – were forced to continue the family business to support the rest of the family. "The little boat was pulled along the waterway by hand, transporting around 12 tonne of product at the time," says John. "In 1930, trucks slowly started to emerge in Holland, and the brothers were forced to venture into the road transport industry." Just before World War II the brothers' fleet had grown to seven trucks; but the German army force confiscated the vehicles because the family refused to work on Germany's behalf. "Yet they managed to hide one truck in a barn, and started from scratch in 1945," says John. After the death of John - the eldest son - in

1956, the three families went out on their own – with one migrating to Tasmania and eventually buying a local transport company, West Coast Transport, which serviced the mining communities on west coast of the island. In 1978, the two remaining families followed and took over West Coast Transport. Today, De Bruyn's Transport is still a privately owned Tasmanian company, operated by brothers John, Dirk and cousin John de Bruyn. "De Bruyn's Transport currently has a workforce of some 180 people and a fleet of about 110 trucks plus 150 trailers and other specialised equipment," says John, who can draw on 30 years of experience in equipment design. Looking back, it is no surprise that he did not hesitate to redraw the boundaries of specialised transport, as innovation and audacity are family heritage. "We've just purchased six of the new stainless steel tank combinations, five demountable tanks inside Barker curtain sided trailers and a conventional articulated stainless steel tank," he says. "We have developed a specialised tanker in cooperation with Tieman before, so we had the confidence that they were able to come up with an innovative solution again," he says. The result, Tieman's food grade demountable transport tanks, can cart up



Tieman fish tank lowered to deck level



Salmon loaded onto conveyor



57 CM aluminium 4 compartment O.ME.PS by Tieman grain tanker.



Left - Mark Nelson (Technical Manager Tankers – Tieman) John de Bruyn (General Manager – De Bruyn's)

to 25,000 litres in one single compartment. The inner shell is based on a 2.5mm AISI 316 stainless steel barrel featuring a 3mm belly, a 3mm front dished end and a 4mm rear dished end. A 75mm medium density fibreglass blanket ensures thermal insulation, covered by a polished, 0.7mm stainless steel outer jacket.


The articulated 'New Generation' tanker can cart 30,000 litres and is based on BPW axles fitted with EBS brakes and BPW's AL2 Series airbag suspension. "We've only chosen quality equipment," says John. "A good trailer has to be built in a solid way to withstand the Tasmanian road network, which is winding up and down steep hills and goes around sharp corners.

"We see trailers as a long term investment, so we trust in Tieman's 'Built to last'

promise." On this account, De Bruyn's Transport has also taken delivery of an O.ME.PS by Tieman aluminium grain tanker. "Next to general freight and mine logistics, which include carting dangerous goods, explosives, ammonium nitrate etc., we also cart bulk freight, cement, grain, and fertilizer," John explains. "And Tieman's tri-axle dry bulk tanker is an ideal vehicle to complete the fleet."

The 5mm aluminium vessel is able to carry 57m³ of grain in four compartments and is equipped, with BPW AL 2 series airbag suspension, and 22.5" Alcoa Diamond Brite wheels. "An unbeatable combination," says John, whose experience combined with an understanding of customer requirements has allowed De Bruyn's Transport to become one of Tasmania's leading transport companies.

"We're always looking for new opportunities to expand the business. But at the end of the day, we simply offer solutions and a good, personalised service. We do what we commit to; and if we say it, we will do it – even if we have to re-invent the way fish and fish feed are being transported."

De Bruyn Transport also use Tieman tail lifts and dock equipment – a true "Aussie" partnership between two companies providing a vast range of transport solutions. 

Contact

Tieman Industries Pty Ltd
4-10 Keon Parade
Keon Park VIC 3073
Ph: 03 9469 6700
Fax: 03 9462 1814
Web: www.tieman.com.au