



Tieman Triple Aluminium Fuel Road Train.

On the road to success

ACCORDING TO MITCHELL CORP, A SUCCESSFUL LOGISTICS OPERATION IS BASED ON DEDICATION TO SERVICE AND QUALITY EQUIPMENT. "A GOOD PRODUCT IS BACKED BY A STRONG AFTER SALES SERVICE, ACCESS TO SPARE PARTS, A MANUFACTURER THAT IS WILLING TO MEET REQUIREMENTS AND CHANGE SPECIFICATIONS, AND OF COURSE, OUTSTANDING DESIGN AND BUILD QUALITY."

Mitchell Corp, which has signed a sale agreement (subject to ACCC approval) with the Toll Group in March 2011, is a major supplier of transport and logistics services to and from mining sites in Western Australia. "Looking for 17 trailers to fulfil a Shell fuel distribution contract in WA, we knew that Tieman's range would tick all the boxes," says National Assets & Maintenance Manager Rob Hodges. "We've been working with Tieman for several years and jointly developed a specification that meets Mitchell's specific requirements."

Being the second largest player in its sector in the Western Australian market, Mitchell Corp



Tieman manifold allowing quick discharge at mine sites.

does not accept subprime products. "There are endless outback roads in WA that the trailers have to use to supply the local mines," Rob explains. "In fact, we are operating

in some of the most remote locations in Australia. Therefore, we were looking for a heavy-duty specification to stand up to the harsh environment. "In December 2010, Tieman delivered 12 off-road fuel road train tankers, one 36.5m B-double combination and a pocket road train, all delivered on time to meet our contract requirements – and they are operating nonstop without any problems." Built to withstand rough treatment, Tieman's 45,000litre off-highway aluminium petroleum road train features a 5mm side/6mm belly aluminium alloy shell, BPW's resilient tri-axle OM airbag suspension and Fuwa K-Hitch

off-highway axles. "Running on 22.5" Alcoa wheels, there is no obstacle it cannot overcome," says Rob. "A Tieman tanker is a premium quality product. Their maintenance cost is rather low, whilst their resale value is high. On average, we will keep a Tieman tanker for more than 12 years before we sell it," says Rob. "And meanwhile, we can bank on Tieman's local WA support, which is 100 percent reliable." In the future, Mitchell Corp is anticipating distinct growth in the mining sector. "And Tieman will be our weapon of choice," says Rob Hodges. "We aim to become the most professional logistics company in Australia." Therefore, the incorporation into the Toll Group – one of Australasia's leading providers of integrated logistics solutions – is just another milestone on the road to success. "Mitchell Corp will be an important part of our Global Resources Division where it will provide Toll with a strong base in the WA resources market complimenting our mining services operations in other states and creating service opportunities for other



L-R: Rob Hodges, National Assets & Maintenance Manager, Mitchell Corp Australia; Calvin Ridley, WA State Manager, Tieman.

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Toll businesses," says Toll Group Managing Director, Paul Little AO. "Mitchell Corp has a strong reputation as a quality innovative resources transport provider. It has a premium customer base and a unique range of well maintained assets." Founded in 1997 by Craig Mitchell, the company immediately found its niche in bulk logistics focusing specifically in the energy, resources and dangerous goods industries. Today, Mitchell Corp generates annual revenue of around \$175 million. It maintains 250 prime movers and 800 pieces of trailing equipment, including tankers, side tippers, belly dumpers and other specialised equipment. "A lot of our tanker equipment has been built by Tieman," says Rob. "They provide Mitchell with the tankers to maintain a strategic market position in a growth sector and give us the opportunity to further improve and grow the business." It is no surprise that Tieman is an important piece in the puzzle when it comes to future fleet development. "In 1999, Mitchell

developed the world's first fully integrated code fuel tanker and chiller curtainsider, the Fatboy, in conjunction with Tieman. Ever since, we continue developing the latest in road transport technology," says Rob. "That's why we need a competent partner by our side to be creative and constantly improve what we do."

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