

Tieman and Dhollandia – lifting the bar



Australia's Tieman has teamed up with Belgium's finest and Europe's premier tail lift manufacturer to bring an extensive new range to its customers.

Dhollandia is the welcome and deserving recipient of the new contract for Tieman's future tail lift products.

Belgium is known as the source of many of the world's finest products: chocolates, diamonds, beer, waffles and more. However, in Australia, few people know that tail lifts can also be added to that list!

Dhollandia is Europe's leading manufacturer of hydraulic tail lifts - no small achievement – and it holds the superior market share in most major European countries. It boasts state of the art production facilities in Belgium, France, Ireland and Slovakia and a yearly output of over 25,000

units. Such a wealth of experience has resulted in products of unsurpassed quality, reliability and flexibility, and simply means you can depend on Dhollandia tail lifts to perform all day, every day.

Tieman is proud to be the exclusive Dhollandia tail lift distributor in Australia. In early November, Tieman invited many clients to attend an information session at its Melbourne premises. T&M attended the successful event at which Johnny Jonckheere - Dhollandia's International sales manager – gave an informative presentation on

the company and its new range, available exclusively through Tieman.

Although Tieman first introduced the Dhollandia product range to Australia 18 months ago, the range has now been greatly expanded and these sessions were the official launch of this expansion.

"We are delighted that our full evaluation is now complete and it is full steam ahead," said Marcel Wynn, Tieman Group sales manager.

"Dhollandia has been excellent to work with



as we developed the range to suit Australian conditions, providing full technical support and tremendous flexibility in its range of specifications available to us.”

Tieman chose Dhollandia as the manufacturer of choice for its tail lift department because it felt Dhollandia was on the same wavelength when it came to product design and innovation.

“We had commenced looking about four years ago for innovative tail lift options as we recognised the limitations of our product range at that time and wanted to partner with a manufacturer whose business philosophy was consistent with ours,” said Marcel.

“Having many year’s experience in tail lifts ourselves, we considered several brands, but found that Dhollandia has superior products with outstanding reliability.

“We are all very excited at the opportunity to offer some of the world’s best products to the Australian market place.”

Although some of the slower moving and dated design products will be removed from Tieman’s range, Marcel assures customers the company will still keep a number of low volume

models available on special order and Tieman will continue its exceptional service and support to every tail lift it has ever sold as well as the products of competitors.

Choosing the right manufacturer

As the Australian tail lift market is fairly small compared to other countries and major economic regions of the world, some of Tieman’s suppliers were struggling to meet the company’s high expectations. After exhaustive investigation and preliminary discussions with several suppliers around the world, Tieman concluded that Dhollandia could meet the needs of the company the most, with a fantastic product range and greater responsiveness to client expectations and needs. Dhollandia has a product to suit virtually every client application with quick lead times and a true willingness to assist.

Now with its full range of Dhollandia equipment Tieman will offer customers the equivalent Dhollandia tail lift in place of all models previously sold so that clients will be able to experience the real benefits of their comparable or better specifications at a competitive price, and fully backed by the team at Tieman.

With 18 months of research into the suitability, reliability and specifications of the product, Tieman feels confident that Dhollandia is the right choice, with a comprehensive range of well engineered, robust models in a wide variety of platform sizes, arm lengths and options, tailor made to specific vehicles, as well as supporting the product and providing detailed engineering information and specific fitting diagrams for special customer orders.

Tieman will only sell products it can support and conducts risk assessments on all products, evaluating them for safety, reliability and suitability

for Australian conditions. Consistent with its commitment to customer service, Tieman will continue to provide service and handle the warranty for all superseded models sold by the company as well as train your company’s staff to use the new Dhollandia tail lifts to get the best from this exceptional product.

Gerry O’Leary, owner of O’Leary’s Materials Handling Services – the largest tail lift seller in Western Australia and distributor of Tieman products – says the Dhollandia tail lifts have been received very well in WA.

“There is a large range and choice of products with fitting for different vehicles,” says Gerry.

“Feedback from customers is that they are very satisfied with the reliable Dhollandia product.”

Dhollandia’s in-house production

Over 90 per cent of the hydraulic, electrical and mechanical components used in Dhollandia lifts are manufactured in the company’s own factories.

Dhollandia’s philosophy of maximum in-house production gives the company the ability to ensure the highest levels of quality control, as well as the flexibility to implement new ideas and projects quickly.

Reliability of the product comes from:

- Strict quality control facilitated by in-house production
- Intelligent simplicity in design
- Accurate dimensioning of components based on the function and capacity of the lift
- Electric control unit without electronic components is less susceptible to failure and easy to maintain without specialised knowledge
- Compact exterior power pack is less susceptible to failure and easily accessible for

Tieman History

Founded in 1953, Tieman is a family owned business that began in the backyard of the founder’s home, building tanks and vats for the dairy industry. The first road tanker, built in 1955 from stainless steel, was used for milk collection and the company soon experienced rapid growth as it decided to manufacture stainless steel equipment for the food industry in 1958.

In 1972, Tieman diversified into materials handling equipment through the acquisition of Howell Engineering before the introduction of the innovative Tieman ‘ringed’ tanker the following year, offering greater capacity, reduced manufacturing time and ease of service and repair.

Over the following two years, Tieman decided to also specialise in material handling equipment and tail lifts and the company soon expanded into New South Wales, followed by South Australia in 1984 and Western Australia in 1986, while a mobile service division was introduced in 1982.

The company has continued its expansion and today is a market leader in sales, design, manufacture, distribution and service of materials handling equipment, liquid road tankers, vehicle disability access products and tail lifts.



periodic maintenance

Quality and durability of the product comes from:

- Intelligent choice of materials and powder coating
- All pins and small steel components are zinc plated and chromed
- All pivot points are equipped with heavy duty, low maintenance bearings
- Hydraulic cylinders are manufactured with hard-chromed stainless steel INOX piston rods, offering unequalled protection against corrosion
- All larger mechanical structures are powder coated, and hardened in specially built ovens at 180 – 200 degrees Celsius

Safety is paramount with:

- Superior load centres
- Electrical safety valves mounted to all cylinders
- Automatic platform tilting at ground level
- Manual emergency operation on all electric safety valves
- Simple electric two hand control with joystick and battery switch emergency stop
- Electric motor with thermal cut-out fuse to protect against overheating
- Two lift and two tilt cylinders for maximum lateral platform stability and product life on most lifts in the range

Product range and features

Tieman's extensive Dhollandia range includes:

- Tail lifts for factory built panel vans

- Cantilever lifts – Aluminium or Steel platform
- Slider lifts
- Tuck-away lifts
- Special Application lifts such as the DHIV - meat hanger
- Column lifts

General specifications:

- Lockable Control units for external lifts with battery isolation
- High quality hydraulic cylinders
- Synthetic rollers to protect platform on the ground
- Low-noise compact power pack
- Automatic tilt at ground level
- Bolt-on mounting plates

Main options:

- Wander lead with spiral cable
- Panel controls able to be built into the vehicle body
- Foot controls
- Platform lights
- Spring-loaded automatic or manually operated pallet stops
- Fixed three-piece bumper bar
- Round bumper bar, mounted to the lift arms
- Hydraulic stabilising legs for 10 tonne/4tonne
- Torsion spring for folding platform
- Safety hand rails in either folding or drop – in mountings

Dhollandia History

With production in excess of 25,000 units per year, Dhollandia is the leading manufacturer of hydraulic tail lifts in Europe.

Since the family company formed in 1968, it has produced over 250,000 tail lifts for a wide variety of applications – all with extremely diverse technical characteristics and lifting capacities from 300 kg up to 16,000 kg.

Dhollandia prides itself on offering a complete and unrivalled range of tail lifts - the result of almost 40 years of experience and continual focus on product development.

Dhollandia distinguishes itself through:

- Intelligent simplicity and superior quality
- Optimal adaptability to different vehicle characteristics and customer requirements
- Improved fitting times
- Rationalised maintenance
- Improved safety and operational reliability
- Quicker and more user-friendly controls

Today, Dhollandia is a successful multi-national company with production in four countries and representation in more than 30 countries in Europe and beyond.

Everything but...



Not all tail lifts are created equal. Tieman has teamed with Dhollandia, Europe's leading manufacturer of hydraulic tail lifts, to offer a range with so many desirable features it'll seem they have everything but the kitchen sink.



Superior strength & durability

- Market leading load centres on all models
- Load centres remain the same whether the platform is steel or aluminium
- Wide lift arm mechanisms for maximum platform stability
- Large diameter lift and tilt cylinders
- Long lasting powder coating on frame and arms for maximum protection

Choice & flexibility

- Whether you want additional strength or greater weight savings – Tieman have a model to suit
- A comprehensive range of Cantilever, Slider, Tuck-away and Van tail lifts
- Cantilever platforms are interchangeable between steel and aluminium

Exceptional reliability & safety

- Fully comply with strict European Safety Standards
- Thermal cut-out fuses to prevent motor burn out
- Solenoid check valves on cylinders for hose burst protection
- All cylinders are serviceable to reduce your maintenance costs

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