A Smarter Way to Buy

Off-the-road truck tyres for the modern Australian mine
The market for mining vehicle tyres in Australia has long occupied a unique position, with many of the major players also focussed on the competitive on-road truck tyre and passenger car industries. Over the last decade, off-the-road (OTR) tyre selection has expanded in Australia; however, mine managers, maintenance supervisors and purchasing officers are still exercising caution when faced with new, unknown, or untested brands. In 2006-2008 there was a shortage of OTR tyres when the tier-one manufacture walked away from the smaller miner that didn’t have a contract in place. The mines had to find tyres anywhere in the world, which is when the unknown brands untested in the local market came to Australia costing miners production time and money when some brands of tyres wouldn’t last two days in the Australia heat and across the haul distance.

Today’s mining industry is facing some extremely challenging trading conditions, including low prices, high costs, a high Australian dollar, and weaker growth in export demand. With Australian mining investment reaching peak levels in 2013/14, investment in the sector is now forecast to slump 40% over the next four years. Meanwhile, the industry’s production levels are expected to surge by one-third over the same period, driving a corresponding increase in mining operations activities, maintenance, and exports.

Smart mining businesses are responding with increased efforts to work more efficiently – and reducing costs is high on the agenda. Not only are companies looking to save money throughout their day-to-day operations, but they are also looking to suppliers to work with them on their outlooks to ensure stock meets both their current and future needs.

In the case of mining vehicle tyres, there is huge scope for savings. However, this requires careful forward planning, and mining businesses and suppliers must work together to ensure tyre supply matches industry requirements.

While established, tier-one OTR tyre brands are well-known and trusted, contracts stipulating long-term tyre allocations are common – especially in the case of larger mines running ultra-class radials.

For mines that are experiencing production fluctuations, however, lock-in tyre allocation contracts can lead to a surplus of on-site tyre stock. For companies that are already financially-stressed due to lowering export margins, OTR tyre oversupply can lead to financial loss – and selling stock back in to an already-flooded marketplace can be problematic.
The best of both worlds

It is possible for mines to get the best of both worlds, with OTR tyres supplied by local distributors that source top-quality products made in state-of-the-art offshore manufacturing facilities.

Well-respected local Australian company Tyres4U with a long history in tyre distribution are offering the Australian mines a no lock-in contract.

Many smart mining companies are realising the benefits of sourcing tyres with fairer agreements, allowing them to buy what they need, as needed, when they need it – eradicating the problems associated with surplus tyre stock and tyre on-selling.

High-quality radial OTR and truck tyres purchased from Tyres4U can offer value-added outcomes and high serviceability, providing the perfect replacement tyres to save money – without compromises.

Tyres4U will also work with mining operations on forecasting, and offer one invoice for multiple sites, as well as online account monitoring.

The ability for mining companies to source top-quality, competitively-priced OTR truck tyres from reliable suppliers is paramount to the continued success of their operations

Your tyre partner

Tyres4U is the leading independent Australasian tyre distributor, headquartered in Sydney dedicated to providing tyres to help increase productivity and lower mining operating costs.

Established over 20 years ago, Tyres4U is a privately-owned company that works with customers to create solutions and monitor results.

The company operates 15 distribution centres and a network of 300 service centres across Australia, NZ and PNG, and are long term exclusive agent for well-known tyre brand Double Coin in Australasia.

Double Coin is a long established Shanghai-based specialist manufacturer of radial tyres for trucks and OTR vehicles, including earthmovers.

The company is majority-owned by Shanghai Huayi – a Chinese chemical enterprise group employing almost 40,000 staff members across over 20 subsidiaries in coal power, plastics, rubber products, and other areas of the chemical industry.

Shanghai Huayi boasts a long history in top-quality tyre production, R&D industry know-how and state-of-the-art manufacturing facilities to leading international companies including DuPont, BASF, Bayer, Cabot and Arkema.

Double Coin tyres offer premium quality without the premium price. They are fully-tested and accredited to ISO 9002 international quality guidelines, and are used by some of the leading mining companies in the USA and around the world.

Established in the 1920s, Double Coin is one of the longest-running tyre manufacturers in China, offering an extensive range of long-lasting earthmoving and mining tyres developed specifically for use in harsh conditions.

The brand's Double Coin REM (Radial Earth Mover) giant OTR tyre range in sizes 27.00R49, 33.00R51, and 40.00R57 are now available in Australia through Tyres4U.

Tyres4U offers no lock-in allocation contract, as well as value-added packages such as TPMS (Tyre Pressure Monitoring System) including in-cab heat alarm with every purchase of 4 Double Coin OTR tyres for rims 33" and above (offer as at 2015, subject to change).

Contact Tyres4U on 1800 788 688 to discuss how they can lower your mine tyre operating costs.
REFERENCES