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**CAPABILITY STATEMENT**





<b>Company</b>	Nu-Tank LP.
<b>ABN</b>	39 402 880 856
<b>Business</b>	Manufacturer of polyethylene tanks, feeders and troughs. Retailing water tanks, molasses and dunder tanks, diesel storage tanks, transport, industrial tanks, firefighter units, wet and dry lick feeders, water and molasses troughs, pumps and accessories, septic and grey water tanks, round steel tanks and self bunded tanks.
<b>Year Established</b>	2008
<b>Office &amp; Factory</b>	873-881 Yaamba Rd, Parkhurst Q 4702
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<b>Fax</b>	07 4936 4211
<b>Postal Address</b>	PO Box 5462 Red Hill, North Rockhampton Q 4701
<b>Website</b>	<a href="http://www.nutank.com.au">www.nutank.com.au</a>
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#### About Us

In 2008 the nu-kid (in his 20's, though a second generation tank manufacturer) was to turn the liquid storage tank manufacturing process on its head. Stephen Trail leased a shed in Parkhurst, on the northern outskirts of Rockhampton, and a steadily growing team started designing and making tanks a little bit differently, appropriately under the name Nu-Tank.

The polyethylene liquid storage revolution had begun with the belief there had to be a better way to make tanks that last. Computer controlled ovens, not open flames, would do the cooking. Only proven raw materials would be used. Roofs stayed on, as one with the tank and made strong, not needing internal support poles. And the bane of many tank buyers was to be eliminated, no fitting split. Splits caused by ill-fitting outlets, normally brass, eliminated by poly fusing then welding a poly outlet to the inner and outer walls of the larger tanks.

Nu-Tank purposely set out to make better tanks. Clean, Strong, Reliable tanks. And continuous improvement would be the underlying catch-cry.



## **CASE STUDY BRAVUS (PREVIOUSLY ADANI) 2020**

280 fittings across 50 tanks. That was the original order. Tanks of various sizes and grades. Purposes ranged from storing potable and non-potable water as well as raw and treated sewerage.

The industrial customisation of the tanks included certified lifting lugs and tie down points.

In addition to the customisation of the tanks, they had to be delivered to a remote location by a specified date. A deadline that was met despite rain delays and road closures.

In filling the initial order, more sales orders followed, culminating in another 60 tanks being installed along a rail corridor. These tanks were used to supply water for general needs and for dust suppression.

On site customisations were also made including pigeon pairing tanks to enable a 'quick fill' of 70000 litre road train water carts.

Our client was extremely satisfied with our product, service and knowledge. Which has led to Nu-Tank being invited to quote for other mining related projects they are primary contractors for.



### **Community**

Written into our original business plan, in preparation for opening the business in 2008, was the premise to give back to the communities that support us. Corporate Social Responsibility is the marketing jargon, simple recognition that business is a 2-way street is how the Directors of the business view it.

Over the years Nu-Tank has supported, either financially or with product, a large number of Queensland organisations, events and initiatives, including:

Alpha Golf Club  
Ballyneety Rodeo Club Inc  
Beef Capital Cares Drought Appeal  
Blue Mountain Campdraft Committee  
Borghero Mini Buckers  
Brangus Youth Camp  
Callide Dawson Beef Carcase Competition  
Central Queensland Capra's  
Dingo State School  
Foundations Care  
Kalapa Hall Horse Sports Day  
Marlborough Campdraft  
Middlemount State School  
Mount Morgan Rodeo Association  
Northern Beef Producer Expo  
Richmond Field Days and Races  
Rockhampton Special School  
Rockhampton Tennis Association -  
Town & Country Carnival  
Valkyrie State School  
Westech Field Day, Barcaldine  
Whitsunday Australian Stock Horse -  
Society  
Wowan Hack and Pony Club  
Gymkhana

### **Clients**

Nu-Tank has over 3000 clients. Majority of which are involved in the agricultural industry. Our growing reputation in the quality and fit-out of our industrial tanks has led to Nu-Tank being awarded major mining contracts. Below are some of our major clients.

#### **Mining**

Adani - Moray Carmichael Mine  
Anglo American - Dawson Mine  
BHP Billington - Peak Downs Mine  
Glencore - Oaky Creek  
Golding Contractors  
Jellinbah Mining  
Peabody Energy  
Sibelco  
SMW Group  
Sojitz MDS Mining - Meteor Downs  
South  
Stanmore Coal - Isaac Plains Mine  
Thiess

#### **Agricultural**

Ballard Industrial  
Orica Australia  
Simmons Cattle Co  
Stanbroke  
Viper Water Solutions

#### **Civil Construction**

Cap Coast Sand and Soil  
JRT Group

#### **Transport**

Bells Transport  
National Water Carts



## Quality

The polyethylene tank industry is relatively new in water storage solutions. Concrete and steel were once the main construction materials. As the market for polyethylene tanks started to grow, new manufacturers popped up believing there were cheaper ways to build the tanks and make more margin. Being a 2nd generation tank manufacturer, the Director of Nu-Tank knew what he didn't want to create when he started the business in 2008. Nu-Tank would be about quality and reliability.

If the customer does the right preparation for the installation of the tank, Nu-Tank provides a full 20 year warranty, not pro-rata.

Only quality raw materials are sourced. Round tank walls are made thicker towards the base where the most pressure is. To do this tanks are made in computer controlled ovens, not cooked over an open flame, a practice that continues in the industry especially with larger tank sizes. All this requires a greater initial, and on-going, investment in equipment and machinery, but Nu-Tank is committed to the long run. While a number of the pop-up operations have now since disappeared, Nu-Tank has grown, especially from support of an expanding dealer network who want to sell good tanks, tanks that they won't have their customers complaining.

## Key Contacts



**Frank James**  
Product Consultant

**1300 36 11 10**  
f.james@nutank.com.au

Are your ears ringing? That's just the sound of the sales bell echoing nonstop. Frank is a true sales champion, driven by his deep, all-round knowledge of the products—tanks, SG ratings, fittings, bases, and, importantly, costs. If you're looking to achieve your water conservation goals, he's the person who will guide you every step of the way.



**Stephen Trail**  
Managing Director

**1300 36 11 10**  
stephen@nutank.com.au

Steve is Homehill's wellspring of knowledge that never runs dry. As the mastermind behind Nu-Tank, he built the business from the ground up. A second-generation tank manufacturer, Steve understands every detail of the process—from the very first particle of resin to the finished product.



**Raelene Holland**  
Senior Accounts

**1300 36 11 10**  
r.holland@nutank.com.au

Originally from Tamworth, Raelene proves you can take the girl out of the country, but not the country out of the girl. With a strong grasp of finance and farm operations, she knows that accounts are rarely as simple as  $1 + 1$ . Still, she manages it all with remarkable grace and expertise.



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