

MAN sharpens focus on northern states

PETALING JAYA — MAN Truck and Bus (M) Sdn Bhd (MTBM) is supplying fuel-efficient trucks to its customers in northern-Malaysia, thus significantly lowering the total cost of ownership, said the company in a statement yesterday.

MTBM sales general manager Dinesh Nair said the haulage industry plays an important role in the growth of the nation's economy.

"With the northern region being an important gateway for cross-border logistics for many haulier and transportation companies, we will continue to support our customers here with technologically efficient trucks and good service," he said.

MTBM currently supports 16 transportation customers in the northern region, including the Lee Ting San Group of Companies (LTS Group), Syarikat Jasa Selamat Sdn Bhd (Jasa Selamat) and Pro-Star Transport Sdn Bhd.

LTS Group is said to be the largest container haulier in Malaysia and has a fleet of close to 1,000 vehicles to support its nationwide and cross-border transportation services, while Jasa Selamat is one of the largest cement hauliers in the northern region.

MAN Truck managing director Hartmut Mueller said in light of the present economy and the rising cost of doing business, it is important for haulier companies to be able to maximise efficiency and minimise operating costs.

"Our trucks strike the perfect balance



One of the largest haulier in Malaysia, LTS Group, is a major client of MAN. — Picture courtesy of MAN

between performance, payload and decent fuel consumption, to help them achieve lower total cost of ownership," said Mueller.

He said with MAN's 26,600 square feet service centre strategically located at Prai, hauliers will have more

convenient access to schedule upcoming maintenance. MAN's service centre swift response time will also help ensure the trucks are back on the road as soon as possible.

"We recognise that convenient access to after sales service and ease

of obtaining genuine spare parts are crucial in keeping vehicles operational and maintenance costs low in the long run. We believe we are able to offer customers the highest level of service standards and care in the transport industry," said Mueller.