

## Lessons that helped company grow

**LEE TING SAN**, who founded the Lee Ting San Group of Companies (LTS), passed on strong character traits to his family.

First lesson was to always remain “grounded” and humble. Second was working harder than competitors.

Next, he taught them to constantly innovate, and finally, to have a vision of how to grow the company so that it remains relevant.

Vision and innovation became LTS’ core strengths. Lee’s son, Kah Chye, decided to add value to the company’s fleet by purchasing 70 MAN TGS truck prime movers.

In time, the company plans to

replace its older trailers with these so that the MAN TGS prime movers make up one-third of the logistics specialist’s vehicle fleet.

Kah Chye points out that the German trucks have low fuel consumption and a good after-sales service.

TGS also has an inbuilt CCTV to monitor the shipment and consignment security.

“The TGS strikes the perfect balance between performance, payload and fuel consumption. Eventually, we can reduce operational costs,” he says.

This, he stressed, is crucial to coping with the economic climate where every component in the supply chain is getting more expensive.

MAN Truck and Bus (Malaysia) Sdn Bhd, which plans to sell about 300 units of the vehicles this year, is a subsidiary of the Munich-based commercial vehicle maker.

Managing director Hartmut Mueller says the principal objective of MAN is to

supply fuel-efficient vehicles.

“Our vehicles can lower total ownership costs, and it is encouraging that LTS finds that MAN TGS fulfils its purpose,” he says.

Kah Chye says LTS’ trucks are installed with GPS chips so their entire movements are monitored.

An app has also been developed on the Android platform to allow smartphones to track the movement of the trailers.

The same system enables LTS to spot traffic congestion throughout the country and advise drivers on alternative routes.

Kah Chye emphasises incorporating safety and security standards as part of the LTS’ identity.

Its drivers regularly attend safety and security training, and refresher courses while the company works with the Land Public Transport Commission, the Road Transport Department and police to further inculcate this.