

LTS Group buys big from the MAN

Logistics and transportation heavyweight, LTS Group has recently added 70 MAN TGS 19.360 4x2 prime movers to its fleet. Fuel efficiency, performance, and reliability of MAN trucks were key factors in the purchase.

By Kenneth Joseph
kennethjoseph@malaysiasme.com.my

Leading local transportation services provider, Lee Ting San Group of Companies (LTS Group), recently expanded its existing fleet of transportation trucks with 70 new prime movers from MAN Truck and Bus (M) Sdn Bhd.

These trucks from MAN will serve to supplement the existing fleet in the LTS Group. This will ensure that LTS Group continues to provide top notch transportation services for a variety of needs and specialisations to various Malaysian companies.

This collaboration between MAN and LTS Group underlines the long-standing relationship between the two industry heavyweights in further expanding and growing their respective businesses through mutual business opportunities.

These 70 trucks are all MAN TGS 19.360 4x2 prime movers – one the finest trucks in MAN’s range, specifically meant for long-haul transport operations.

This investment by LTS Group will serve to further strengthen its core capabilities in long haul transport for a variety of purposes and specialisations, allowing it to improve on the quality and efficiency of its various long haul operations.

With strong features such as the 4x2 truck tractor with a single sleeper cab and D20 common-rail engine, the MAN TGS 19.360 4x2 prime mover is a reliable and efficient vehicle, uniquely suited to the needs of logistics and transportation providers.

In fact, following the purchase of these 70 trucks, MAN will now make up one-third of LTS Group’s existing fleet of trucks – a stamp of trust by LTS Group in the capabilities of MAN Trucks.

LTS Group CEO Lee Kay Chye said, “At LTS Group, we pride ourselves on being able to provide top notch services to our various clients. As such, we have a healthy track record of service that we intend to maintain and indeed, improve upon in the years to come.

“With various changes in the local and regional logistics scene, the market has become competitive,

and so logistics and transportation providers such as ourselves must improve in our specialist services in order to acquire a competitive edge.

“With the fleet of TGS prime movers from MAN trucks, we are confident that we have the right product to be able to excel and grow within the logistics industry; the strong capabilities of MAN Trucks will provide us with long-term product efficiency.”

Lee added that the company is confident in the ability of the TGS prime movers to meet its specific needs. This was because MAN Trucks excels in three key areas: performance, payload and fuel efficiency.

“When it comes to looking around for prime movers for our fleet, these are the top three characteristics that we look for in a truck designed for long haulage services. When we are confident in the ability of the prime movers to deliver on these three key areas, we are also then confident in our cost-efficiency and long-term durability of the trucks.

“Essentially, we want the trucks to be on the road most of the time with marginal incidences of breakdowns and difficulties; this is the ultimate goal of all logistics companies when it comes to their trucks – to have as much ‘uptime’ as possible.

“Also, we have received feedback from our fleet drivers that the TGS prime movers from MAN are more comfortable and boast higher levels of drivability, making them a hit with our drivers,” he said.

Lee added that another strong selling point for the TGS trucks from MAN was the low total cost



MAN Truck and Bus (M) Sdn Bhd managing director (fourth from left) presenting a mock key to Lee (third from left) as Suruhanjaya Pengangkutan Awam Darat (SPAD) CEO Mohd Azharuddin Bin Mat Sah (fifth from left) and other board members of LTS look on

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— Lee

of ownership, which made the trucks a strong investment choice for LTS Group.

He said, “Frankly, the overall economic performance of Malaysia and the surrounding ASEAN countries have not been very positive in 2015, so making such an investment puts us in a more secure position for the year ahead.

“The costs of doing business are constantly on the rise from quarter to quarter, and so it made sense to decrease our long-term costs by increasing and strengthening our internal inventory.”

Based in Prai, LTS Group is a strong player in the market when it comes to long haul logistics services, with substantial industry experience spanning over a 40 year period.

Today, LTS Group boasts haulage and distribution centres throughout the country, allowing it to provide quick and efficient services for a variety of clients by leveraging on strong geographical networks, and an even stronger fleet of prime movers.

Lee said, “This strong base of

haulage and distribution centres have allowed us to grow steadily over the years, and even amid relatively tough economic times, these distribution centres provide us with a safety net on which we can fall back.”

The company serves a variety of customers across the region, and across a wide range of industries and specialisations, making it a strong regional player for both basic logistics services as well as specialised and niche transportation requirements.

To date, the company has built a strong reputation which has allowed it to gain many large multinational clients.

Some of these clients – DHL, Schlumberger, Dell, and KLM – have entrusted LTS Group to manage their various specialised transportation and logistics needs, both in Malaysia and regionally.

Lee said, “When working with such multinational giants, having a strong service track record over the years is extremely important in order to keep up with their needs and requirements.”



The TGS range from MAN trucks provide top notch capabilities in performance, fuel efficiency and payload



Lee says that LTS Group drivers have supported the drivability of the MAN TGS truck range for long haul transport