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K. Perkapalan, Compaq Computer to set up parts centre

Sreerema Banoo

KONSORTIUM Perkapalan Bhd is keen on alliances as it enables the firm to service customers better in the long term, said group executive chairman Mirzan Mahathir.

This, he added, is more pertinent with regard to the country's current economic situation.

"Nobody can argue that our service is (more) expensive from a logistics standpoint.

"It is, therefore, important that we are more cost-effective and that we provide excellent service to customers," he told reporters after a contract-signing ceremony between Konsortium Perkapalan and Compaq Computer (M) Sdn Bhd in Petaling Jaya yesterday.

He added that while some sectors will see a reduction in volume, he does not feel this will have an impact on the overall operating performance for the year.

"Our operating performance continues to be strong, where we have significant market share in the container movement and distribution business," he said.

Under the agreement, Compaq and Konsortium Perkapalan will set up the Compaq Parts Distribution Centre.

"The centre is equipped to handle our multi-million ringgit spare parts inventory which is made possible with the computerised spare parts tracking system for storage and distribution.

"To ensure that orders are delivered on time, a fleet of vans is on hand to make deliveries twice a day to our customers," said Compaq managing director Wong Chun Fong.

Under the agreement described by Mirzan as "the first partnership between a Malaysian company with one of the world's largest multinational computer giants", Konsortium Perkapalan will provide Compaq with logistics solutions for a sum of RM1.2 million.

The agreement is for a period of two years and while services are confined to the peninsula, Mirzan said the extension of services to East Malaysia is being looked into.

"Konsortium Perkapalan will handle the movement of all Compaq computers and spare parts from the Compaq manufacturing plant in Yishun, Singapore to its network of distributors and partners nationwide," added Mirzan.

It expects to have six trucks assigned for logistics services.

Integrated Logistics Bhd will provide warehousing facilities for Compaq spare parts as it has an alliance with Konsortium Perkapalan.

Integrated warehouse operations started at end-October while the transportation service from Singapore began in early November.

Wong signed the agreement on behalf of Compaq Computer while Konsortium Perkapalan was represented by Mirzan.

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