



GENERATOR REVENUE

Malayan Motors had a pile of leftover Gardner diesel engines and spare parts, which were used in heavy commercial vehicles. Royston K S Tan, then the Parts Manager of Progress and Malayan Motors, was wondering what to do with them when, on a trip to Hong Kong, he noticed that all the bumboats were powered by Gardner engines.

Apparently, the engines and spares came off buses that had been scrapped. The bus companies sold these items off as “scrap iron” to spare parts retailers, who in turn sold them cheaply to bumboat owners who then modified them for marine use.

So, through a contact, Royston sold all his Gardner engines and spare parts in Hong Kong. “We didn’t lose a cent. In fact, we made more profit than we would normally make,” he quipped.