



MALAYSIAN GIANT RIDES WAVE of success with Cummins

Over the last five years, more than 50 vessels with Cummins engines – ranging from the KTA19 to QSK60 – have been built by Shin Yang.

Malaysian industrial giant Shin Yang has spread its tentacles into many industries but its core business remains shipping and ship building – a business in which it has forged a strong relationship with Cummins.

Shin Yang was established by four brothers in 1983 when it started forming its shipping fleet, a fleet today that comprises over 300 vessels – container and cargo ships, tug boats, anchor handling tugs and landing craft.

The company initially bought its vessels from local shipyards but eventually decided to set up its own ship building business to cater for its own needs. Over time, Shin Yang has evolved into one of Malaysia's largest ship building companies, constructing vessels for itself and other companies.

Shin Yang has three shipyards in Miri, Sarawak, and apart from building conventional workboats such as tugs, cargo ships and landing craft, the company also constructs offshore support vessels for the global oil and gas industry.

“We don't operate our own fleet of offshore support vessels for the oil and gas industry,” says Vincent Ling, executive director of Shin Yang's shipyard business. “The decision was made not to compete against our own customers.”

Partnership with Cummins delivers results.

The magnitude of Shin Yang's ship building activities, and its partnership with Cummins, emerges when you look at the company's build statistics over the last five years.

More than 60 vessels, ranging from 26.8-metre tug boats with twin 600 hp Cummins KTA19 propulsion engines to an 83.8-metre offshore support vessel with twin 2300 hp Cummins QSK60 engines, have been built in Miri.

In total, Cummins Sales and Service has supplied over 90 propulsion engines for these vessels along with over 60 generator sets in the past five years. A large number of mechanical Cummins KTA19, KTA38 and KTA50 engines have been installed in vessels built by Shin Yang.

Before switching to Cummins engines, Shin Yang was almost 100% with a competitor brand.





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Cummins 'robustness' key to success.

“The robustness of Cummins' mechanical engines along with their ease of maintenance and competitive pricing are the key reasons we decided to partner with Cummins,” says Vincent Ling.

“The fact we can source mechanical engines from Cummins that are Tier 2 emissions compliant is very important. Troubleshooting is easier with mechanical engines in our operating environment.”

He points out that Cummins' commitment to warranty and aftermarket support are other key factors that have helped Shin Yang's competitiveness as a ship builder.

Shin Yang's ship building activities have been impacted by the plunging oil price and its effect on the oil and gas industry.

However, Vincent Ling points out that the company's strong foundations, its reputation as a service company and understanding of customers' needs, will see the company through the difficult times.

“We are focusing on our assets... our assets are our people,” he says. ■



From top:

Shin Yang's shipping and shipbuilding headquarters in Miri.

Vincent Ling, executive director of Shin Yang's shipyard business (second from left) with, from left, Tommy Quan (Cummins Asia Pacific), Meuthat Chong (Cummins Sales and Service) and Eugene Chan (Cummins Asia Pacific).

One of Shin Yang's three shipyards in Miri.



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