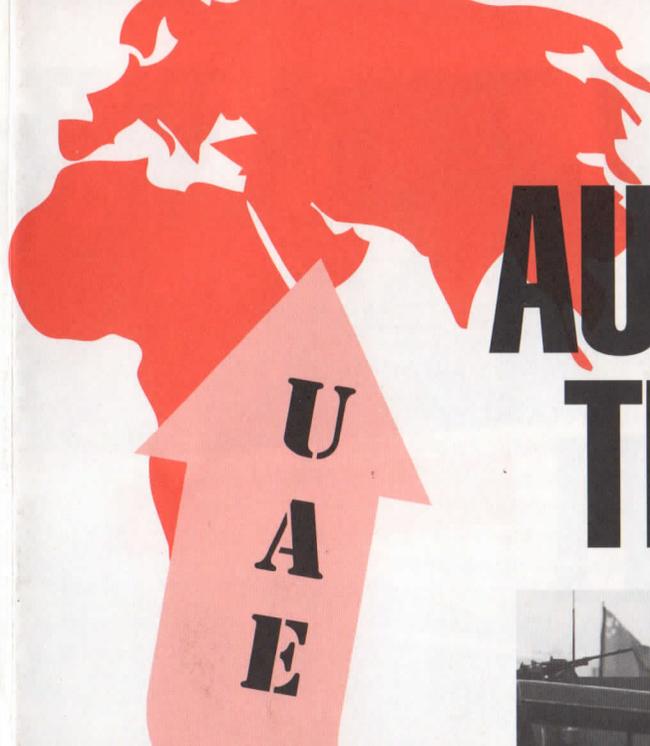




**OKA<sup>®</sup>**  
**MADE IN AUSTRALIA**

**NEWS**

Issue Number 4 APRIL 1995



# AUSSIE ARMY TRIALS OKA

**THE AUSTRALIAN ARMY HAS GIVEN  
OKA ITS MARCHING ORDERS.**

**OKA HAS BEEN DRAFTED BY OUR DEFENCE FORCE  
WHO HAVE PURCHASED SEVERAL VEHICLES FROM  
OKA MOTOR COMPANY IN WESTERN AUSTRALIA.**

The rugged four-wheel-drives are due to be delivered in May. Four will be used in an extensive one year trial, starting in June. The others will go to the SAS Regiment and Army Adventure Training team.

All will be fitted with a range of specialty Army equipment including Pintle towing hooks, camouflage canopies, map lights, fire extinguishers, and assorted recovery/protection items. The vehicles will be shipped to the Royal Australian Corps of Transport in Puckapunyal, Victoria, where Les James, OKA's Export and Military Manager, will conduct a "Train the Trainer" course.

This will ensure that all drivers of the OKAs are totally familiar with the vehicle and its all-terrain features.

For part of the trials, the OKAs will be put through their paces at the military's extensive training ground at Monegetta test track in Victoria.

The Army will also be investigating the air transportability of the vehicle, in addition to the maintenance and logistical support infrastructure which OKA has in place. As well, the vehicles will be field tested by 3 Brigade in Townsville, Norforce in Darwin and the Pilbara regiment. It will expose the vehicles to some



widespread acceptance in the region. Once again the mobility trial for OKA proved its reputation.

OKA repeated its 1993 performance on the difficult Tank Track Course, being the only wheeled vehicle to complete it. It received a standing ovation by assembled military experts at this year's expo.

Les James added that OKA's appearance at the expo further strengthened the company's credentials as a competitive military vehicle manufacturer. It was a great opportunity to re-establish old contacts, make new ones and offered a real selling opportunity for OKA vehicles.

"OKA doesn't have an equal as a military or commercial vehicle for its price and performance," said Les.

"The Arabians were also extremely impressed with the OKA's roll-over protection structure, overall safety, and the fact that OKA's gearbox, engine and other mechanical

# STARTER

Pinbara regiment. It will expose the vehicles to some of the harshest environments in the world proving their suitability as one of the best all-purpose four wheel drive vehicles on the market.

"This represents a major success for OKA Motor Company," said Les.

**"Potentially the market for OKAs in a military capacity in Australia could run into millions of dollars."**

OKA Motor Co. will liaise closely with the Army to oversee the OKA's performance. The information gathered from the trials will also assist OKA in its ongoing research and development.

## OKA RIDES HIGH AT IDEX

Australia also flexed its military muscle recently at the International Defence Expo (IDEX) in Abu Dhabi, in the United Arab Emirates, in the impressive form of OKA vehicles.

The expo which ran from March 19th to the 23rd, included exhibits from most Arab countries and other nations such as Turkey, Oman, Saudi Arabia, Egypt, India and South Africa.

OKA, who shared the stand with a prominent American truck company and the British lifting company Multilift, won praise for its design. Three OKAs were on display, all finished in a desert beige colour to suit local conditions.

Military and Export Development Manager, Les James, said IDEX gave OKA considerable exposure and assisted with more



OKAs ready for action in their multi-purpose military role in the U.A.E.

parts are already used in most Islamic countries in other vehicles."

OKA's performance at IDEX also caught the attention of the Omani Special Forces who are negotiating buying a fleet of OKAs in the next six months. Kuwait, Saudi Arabia, Oman and the Dhahi Army are all in discussions with the Advance Group about the possibilities of establishing OKA dealerships in these countries.

## OKA SET FOR THE SKIES

Dutch company FOKKER Aircraft want to set-up a deal with OKA to manufacture the vehicle with the Masood Group in Abu Dhabi and use them in their surveillance aircrafts as drop-vehicles.

Preliminary costings, sites and a suitable factory and workforce are being considered. Operation is expected to start in late 1996 with an estimated 500 OKA vehicles being produced annually.

Armoured conversions company Penman Engineering from the UK, are also discussing the possibilities of using OKAs for armoured vehicles.

Les James predicts the huge success of OKA at IDEX could see 200 vehicles being sold to the military in that area within the next two years. "Since it is the biggest market in the world, OKA will be looking at ways to develop this area," he said. OKAs international market recognition is expanding with interest from the American-British-Canadian-Australian (ABCA) military markets, all with common Share Defence Standards now considering OKA vehicles.

## MALAYSIAN MARKET THE NEXT ROAD FOR OKA

OKA vehicles will soon hit the roads in Malaysia after the company recently signed a memorandum of Understanding with Scott & English (Malaysia) Sdn. Bhd.

Scott & English is OKA's agent in Malaysia and a Hicom subsidiary, distributing motor vehicles throughout a nation wide dealer network.

Under the terms of the Memorandum, OKA will provide Scott & English with the training and support required for local assembly of OKA vehicles in Malaysia. OKA will also provide training to assist in the development of military and commercial vehicles in the country.

Scott & English will reciprocate with full after sales service for OKA vehicles in Malaysia and will continue to promote OKA in its role as the exclusive OKA distributor in Malaysia.



Honourable Bob McMullan Minister for Trade with Mike Walker

According to OKA Managing Director, Mike Walker, the MOU marks a critical phase in the company's ongoing export drive.

"Our military vehicle presence is growing by the day along with Australian forces in overseas markets," Mike added.

"We have now sold vehicles to the Australian Army, Navy and RAAF and our marketing agreement with Hicom will see an initial export order to Malaysia of five vehicles in completely built up form.

"Beyond this point we intend to export completely knocked down vehicles (CKD) to Malaysia and our military models will be part of this programme."



(L to R) Mr Ng Kong Chin, Chief Executive officer of Scott & English with Mr C K Lai

# EXCLUSIVELY OKA AND PROUD OF IT!

Hunter Vehicle Services, in Singleton, N.S.W was the first exclusive OKA dealership appointed in Australia in December 1992. Owner Doug Padman and his team have sold a number of OKAs, principally to the open cut coal mining industry.

Doug sees an excellent future for Australia's only purpose built four wheel drive vehicle.

"We have three vehicles presently on order and expect a further ten to be confirmed in the next month", said Doug whose mining and earth moving background give him excellent credentials to talk to potential customers in language they understand. "We also sell to the Queensland coal mining industry, and see a huge potential for the OKAs in that area."



OKA customers include the state electricity department, local government, State Fire and Rail services all of which have traditionally used Japanese four wheel drive vehicles, but have experienced problems with payload sizes and comfort factors. "Some of the advantages of the OKA, aside from its price are its ruggedness, carrying capacity and excellent comfort", cites Doug.

## BROOKLANDS VALLEY CHALETS HEAD BUSH WITH OKA

Deep in WA's south-west bush land, OKA is in use in one of its many versatile roles....as a tour bus.

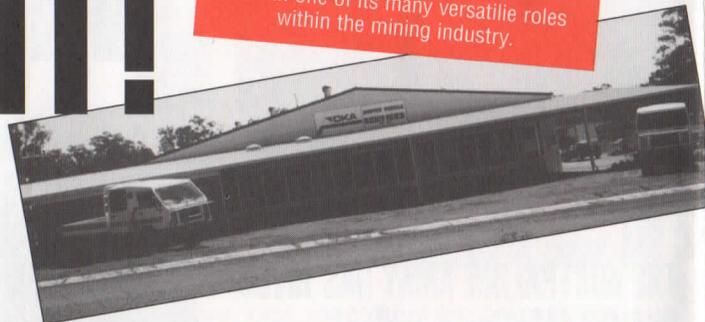
Brooklands Valley Eco Tours, operated by Ian and Margaret Hepton in the scenic Brooklands Valley in Balingup, use the OKA because of its

The vehicle has been fitted out as a tour bus, with a bus body, 14 seats, bull bar, trailer hitch, dual battery system and a host of other useful features.

With the business branching out into the overseas market, the OKA



OKA in one of its many versatile roles within the mining industry.



### MINE HIRE - A HUNTER INITIATIVE

Hunter Vehicle Services operates a complete vehicle management and maintenance service.

This includes service scheduling maintenance for all vehicles.

In addition, most vehicles are tailor made to customer specifications. In the mining area, this includes lube trucks, shot firer vehicles, man haulers, boiler makers and vehicles for various other mining tasks.

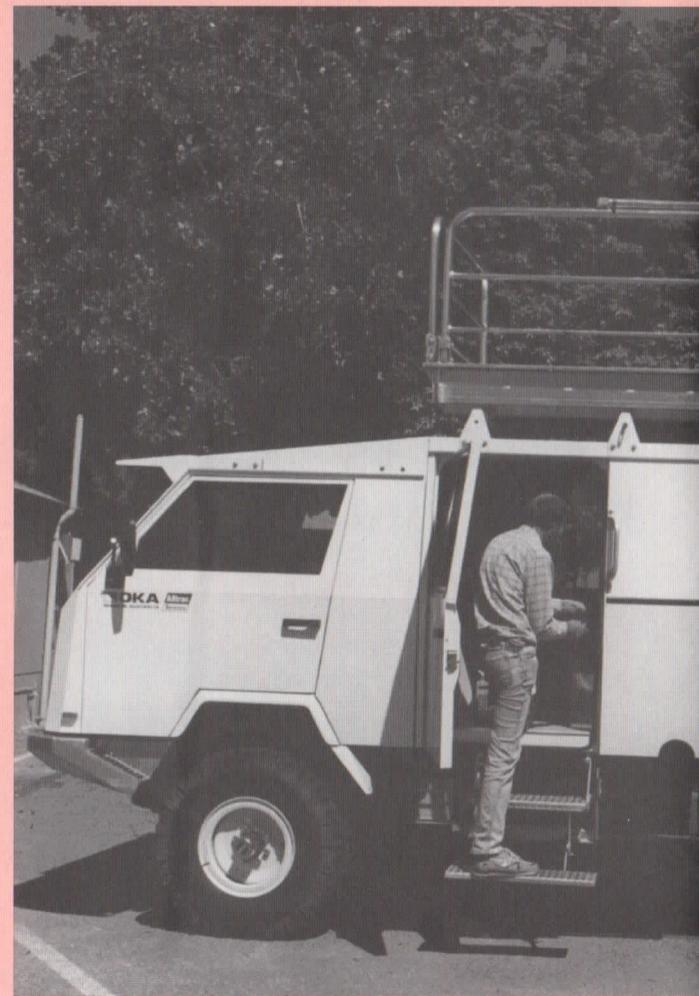
Doug also operates a unique vehicle hire business called Mine Hire, dealing specifically in OKAs, for the mining industry.

It is a short and long term hire business, which fills a need when extra vehicles are required or in the event of a breakdown where a vehicle is needed urgently.

It also enables customers to trial an OKA before they make a decision to purchase.

The problem Doug has however, is that most customers are actually buying the vehicles he's hired to them!

## CHANNEL 9 TAKES



### OKA'S STARRING TELEVISION ROLE

Channel 9 Adelaide (Southern Television Corp) has taken delivery of a purpose built OKA as part of its news fleet. The OKA is being fitted out by the NWS9 technicians as a "go anywhere..Live Eye vehicle". An aluminium roof rack with a collapsible safety fence and a hydraulic mast with television transmission dish take the height of the OKA to 3.7 metres.

The gestation and birth of the NWS9 OKA hasn't been easy. Because

the scenic Brooklands Valley in Balingup, use the OKA because of its unique design and unrivalled performance. Having taken delivery of their first OKA tour bus on February 27, the Hepton's who also own and run Brooklands Valley Chalets, are thrilled with their vehicle.

"The off-road handling is simply exceptional, it is remarkably comfortable and quiet," said Ian delightedly.

The couple's newly formed Eco Tours business provides a rare pick-up service at Perth Airport and takes guests through the panoramic Blackwood River Valley region, D'Entrecasteaux National Park and the "Valley of the Giants" in the Pemberton Karri Forrest. All guests are provided with accommodation in upmarket chalets.

### A SMOOTH RIDE WITH OKA

The OKA has proved invaluable to the Hepton's business. "Despite travelling on some exceptionally rugged dirt tracks and back roads, the OKA performs superbly, with everyone on board commenting on the vehicle's outstanding qualities," added Ian.

Seating 14 people in air-conditioned comfort, the OKA allows travellers to view the surrounding areas in complete comfort, with the minimum of engine noise.

With the business branching out into the overseas market, the OKA has become a major draw card for tourists. OKA's uniqueness and individuality have drawn favourable comments from their Singaporean guests.

**"One day I was completely amazed when an elderly Chinese man walked up after I had parked and started raving on about the OKA, what a fine vehicle it was. He then proceeded to tell me all the specifications of the vehicle, before walking off again!"** said a stunned Ian.

"We are definitely looking to expand our Eco-Tour operations in the region and are already considering the possibility of purchasing another OKA before the year's end," he said.

He added that with large groups of visitors from places such as Singapore, Malaysia, Borneo and beyond all requiring transportation, the OKAs will help him to expand his tour operations.



# OKA TO PLAY A VITAL SUPPORT ROLE IN HISTORIC MOBIL 1 ROUND AUSTRALIA TRIAL

OKA will be part of the country's historic Mobil 1 Round Australia Trial, as support vehicles to prominent Western Australian entrant Joe Caudo and team co-ordinator Barry Gray.

These two motorsport veterans will use two OKAs to provide support throughout the three week event.

The Citroen has been extensively rebuilt to rally specifications and has been strengthened in places where constant stresses could cause cracking and breakage. It is also fitted with hydro-pneumatic suspension with 4 ride height settings for creek crossings.

With these modifications to the car and OKAs in support, Joe and Barry look set for a good placing.

Barry estimates some two tonnes of equipment will be stowed on board the OKAs at any one time.

"They'll be carrying virtually everything we need to keep the Citroen running," said Barry.

The OKAs will be driven day and night and will be required to keep pace with the rally cars as well as preceding Joe's arrival at key service points.

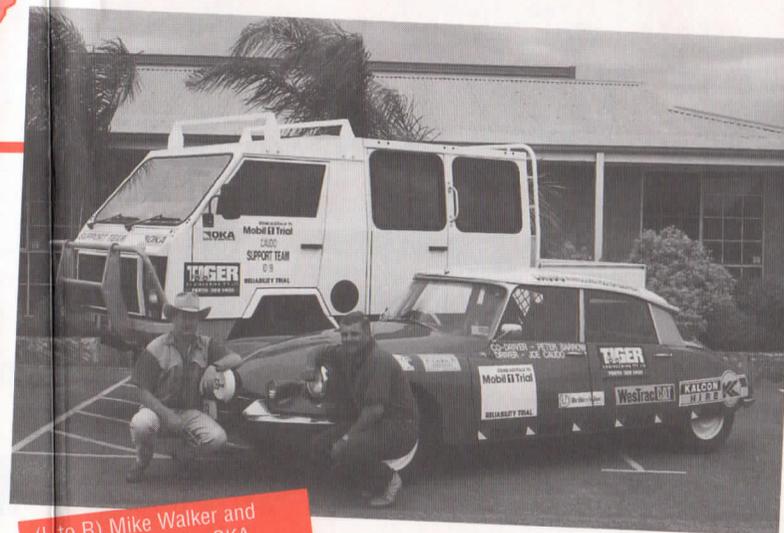
"The OKAs will be taking more of a bashing than we will in the Citroen.... they'll be carrying big loads and will be pushed all the way," Barry added.

"The OKA will come up trumps and we're all aiming for a similar result from the old Citroen".

of the amount of electronic equipment to be "rack mounted", engineers working in conjunction with South Australian Department of Road Transport staff have gone to extraordinary lengths to ensure the safety of staff who will travel in the vehicle.

## OKA EQUIPPED FOR THE RATINGS WAR

The two back seats face the rear and between them the equipment rack engineers called for a roller shutter and two solid beams running from floor to ceiling. "If war breaks out, the safest place to be will be in the back of the OKA," says Bob Perry, NWS9's News Operations Manager.



(L to R) Mike Walker and Joe Caudo with the OKA Mobil 1 support vehicle and rally car



# MAKES OKA TO AIR



Channel Nine on the road with OKA

The coach version of the OKA has been divided into three, the driving cab, the transmission area and camera /equipment storage.

With the mast extended to ten metres, the dish antenna can be fitted and panned remotely, to line up with the receiving antenna on Mount Lofty which overlooks Adelaide.

"We can transmit television pictures and audio live to air from any location where we have line of sight to Mount Lofty," says Perry.

"In some cases this is up to 100km, if we can find a good high spot." Finding such a spot shouldn't pose problems given the exceptional

# TAKE A SEAT WITH OKA

Ongoing demand for seats saw OKA set up its own seat production line in late 1993 to provide immediate response to customers. Under the leadership of Production Manager, Wanye Smith, three full time employees build the seats from scratch using the renowned Holdsworth fabric imported from Britain. The seats have passed the toughest industry requirements. OKA seats are used on **tour buses, recreational vehicles, fire fighting, police and general haulage, through to heavy industrial and mining applications** and have to cope with extremes in temperature and environmental conditions. The wide range of OKA seats all feature a wear and stain resistant fabric moulded to an ergonomic design and supported by an engineered internal steel space frame. Seats currently manufactured, include:-



**Fixed Seats** which are ergonomically designed to provide maximum support and comfort to help minimise driver fatigue by providing excellent lumbar support. They are easily adjusted to suit all driving positions.

**Reclining Seats** are fitted with lift-up arm rests for maximum room and comfort. They have been specially designed for long journeys, allowing travellers to feel fresh and relaxed.



**Mining Seats** have been developed to endure rough and constant treatment amidst harsh climatic and environmental conditions and are finished in a heavy grade vinyl.



# LIFE IN THE FAST LANE AT SURFERS



OKA has made its mark in motor racing after it joined the crew from the Nascar team, PLP Motorsport, at the recent Surfers Indy Car Grand Prix Carnival. Waving the flag for OKA as well as long time sponsor Slumberking, was Western Australia's Neville Lance, who recruited OKA to his pit crew during the pre-race carnival. Nev and team owner Bruce Peacock, sought the support of OKA's Mark Whittaker who quickly came to the party with an OKA coach.

Just the ticket for having an entire Nascar team, their ten storey toolboxes.

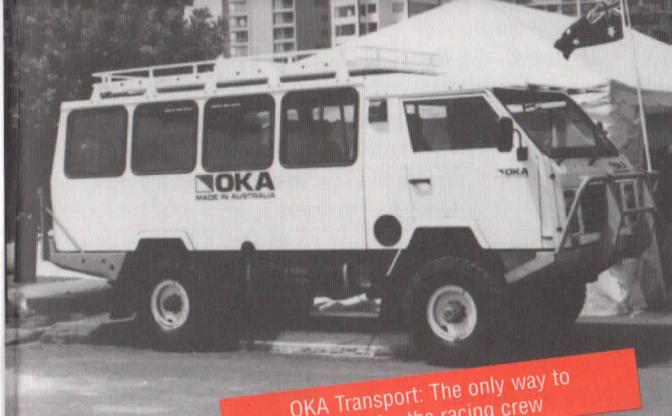


Finding such a spot shouldn't pose problems given the exceptional off-road capabilities and performance of the OKA.

As well as the TV link equipment, the vehicle is fitted with two mobile phones (one for use as a studio talk back, the other for incoming off-air programmes), a UHF two-way radio, and scanner for monitoring the emergency services. Switching will allow for 2 cameras to be controlled for "live" news feeds and the roofrack will provide a stable camera platform three metres above the ground.

The OKA's dual batteries will keep the power flowing, but there are two 240 volt circuits which can be used if external power is available, either from the mains or a generator.

Once the vehicle has been tested in the field, Channel 9 Adelaide intends to demonstrate its capabilities to other television and radio networks.



OKA Transport: The only way to travel for the racing crew

Nascar team, their ten story toolboxes, wheels, tyres, jacks and seemingly endless mountains of race gear.

The OKA soon proved a hit, not only for Nev and the PLP crew, but also for the thousands of Nascar race fans who saw the big white bus "live" at trackside.

According to PLP Team boss, Bruce Peacock, "The OKA was the perfect vehicle for our needs...large, roomy and easy to live with."

"We've put one on our shopping list for when we land a major sponsor for the team next season."

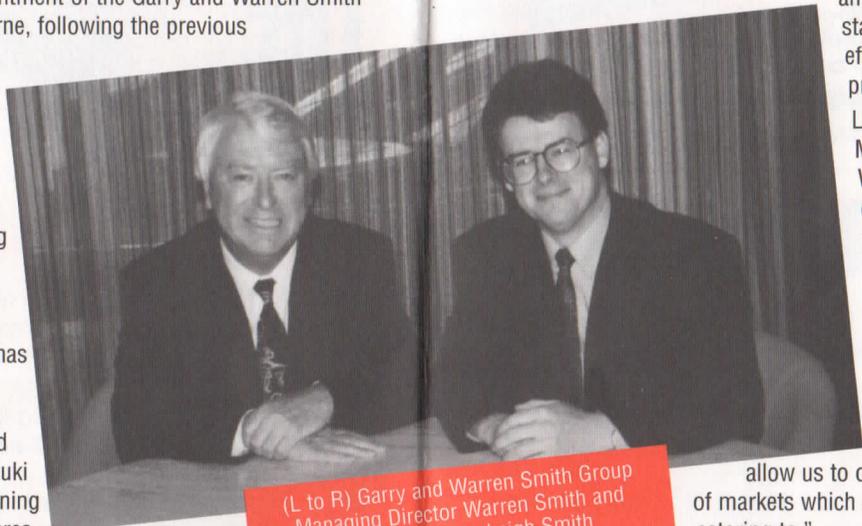


# OKA - CONTINUING A 65 YEAR TRADITION

## GARY AND WARREN SMITH GROUP WELCOME OKA

OKA have finalised the appointment of the Garry and Warren Smith Group as a dealer in Melbourne, following the previous appointment of Slattery's Truck & Bus Sales.

The company, which is one of the largest automotive dealers in Australia, has automotive roots stretching back to the 1930's, when Reg Smith, Garry and Warren's father, started a general automotive business. Since 1969 one of the businesses has been in Dandenong Road (Princes Highway), Oakleigh, Melbourne and is a combined Holden, HSV, Honda and Suzuki dealership, with OKA now joining those ranks. Situated on 6 acres, well located near to the geographical centre of Melbourne, Garry and Warren Smith have established



(L to R) Garry and Warren Smith Group Managing Director Warren Smith and General Manager Leigh Smith

an excellent reputation for stability and highly efficient operating practices.

Leigh Smith, the General Manager of Garry & Warren Smith Group is enthusiastic about his company's future plans for OKA. "The OKA is something new, different and of course Australian made, which is a real bonus. It has a variety of applications and will

allow us to offer vehicles in all sorts of markets which we are presently not catering to."

Leigh said, "The potential for this vehicle in Victoria is unbelievable! We see it filling all sorts of roles in a

number of tourism, mining, and other areas - it should complement our operations enormously."

### ALL TRADE-INS ACCEPTED

Garry and Warren Smith Group is a truly integrated dealership, offering full backup and service capabilities with all vehicle sales. An important aspect of the business is their willingness to take any trade-ins on the OKAs and to quickly arrange competitive financing on all vehicles sold.

The business presently caters to the private, corporate, local government and state government sectors offering a range of light commercial and normal private vehicles. However, with the addition of the OKA franchise, they will be targeting heavy industry and other associated but non-competing areas of business.

Delivery of the first OKA is expected shortly, underscoring the highly proactive approach Garry and Warren Smith Group intend to adopt in marketing and selling the OKA range.



SMARTER

 **OKA**<sup>®</sup>  
MADE IN AUSTRALIA

# HAND THAT GIRL A SPANNER!

It seems OKA vehicles like a "woman's touch", after the Campbellfield, Melbourne OKA dealership of Murray's Bus & Boat Service recently downed tools to welcome their first female apprentice mechanic. Joanne Mez, an 18 year old from Deer Park was awarded her position over a large number of competitors.

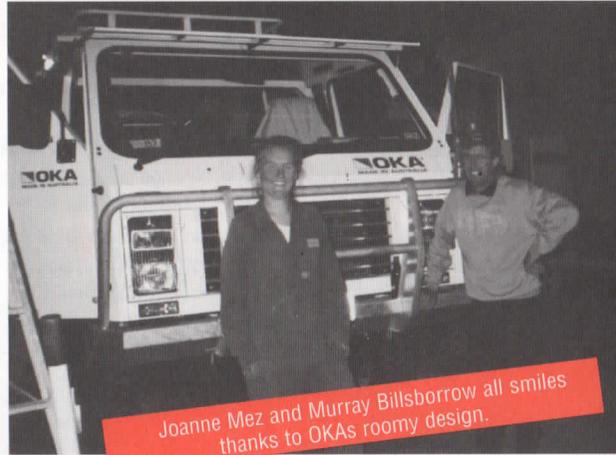
"Of all the youngsters who came in for an interview, Joanne was the only one who actually bothered to listen, and she was extremely enthusiastic from the start," said owner Murray Billsborrow. "I'm more convinced each day that I made the right choice."

After completing year twelve last year at Sunshine Secondary College, Joanne started a six month pre-apprenticeship at Bateman College of T.A.F.E.

However the offer of a traineeship was too good to refuse and she left after six weeks to pursue her first love, 'all things mechanical.'

## KEEPING IT IN THE FAMILY

Describing her hobbies as 'reading, and generally fiddling around with anything mechanical' Joanne's entry into the mechanical world follows in the tradition established by her grandfather and uncle. "My dad's not really very mechanical at all," she laughed, "but I think he's thrilled to have someone who's mechanically minded in the family!"



Joanne Mez and Murray Billsborrow all smiles thanks to OKAs roomy design.

Established in March 1994, Murray's Bus & Boat Service have been an official OKA service dealer since October 1994, having previously done some work for Bill Slattery's OKA dealership down the road.

Joanne has no hesitation in voicing her enjoyment at all the room and simplicity of design which make the OKAs such a pleasure to work on.

"There's so much room in and under the vehicle, it's great being able to work on it without being cramped."



He has had extensive experience in Malaysia, UK and Australia including merchanting, construction and financial institutions.

**Three new directors, Mr Mohamed Saufi Abdullah, Gordon Hill and Steven Pynt have also joined OKA.**

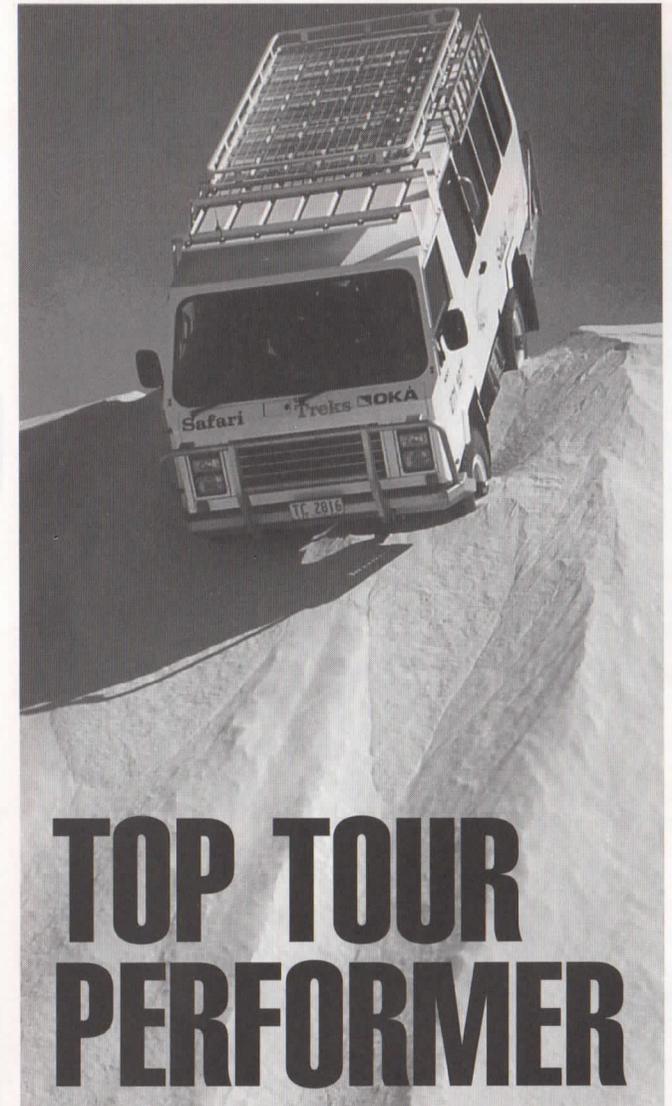
Mr Abdullah is Senior Vice President of Hicom Berhad and is a Director of a number of publicly listed companies in Malaysia.

Gordon Hill was elected to State Parliament in 1982 and was the youngest man ever to have held the senior Police & Emergency Services portfolio in Western Australia.

Gordon is Chairman and Director of Transcan Pty. Ltd., a manufacturing company and is a Council Member of the WA Chinese

## NEW DIRECTORS AND SECRETARY FOR OKA MOTOR COMPANY

OKA Motor Company Limited is benefiting from the vast experience of four new recent appointments.



# TOP TOUR PERFORMER

Safari Treks - taking the plunge in one of their six OKAs.

**PUTTING THE OKA THROUGH ITS PACES IS WHAT SAFARI TREKS TOUR OPERATOR NORM CRANE DOES DAILY.**

**NORM OPERATES TOURS TO THE PINNACLES IN THE DANDARAGAN SHIRE IN WA'S NORTH EVERY DAY AND COVERS 500KM PER TRIP, A RELATIVELY SHORT TOUR COMPARED TO THEIR 24-DAY KIMBERLEY TRIP WHICH STRETCHES OVER 7500KMS.**

So when Norm boasts about the reliability and performance of his OKA four-wheel-drive vehicles, you can take his word for gospel.

"The OKA is a very good and comfortable tour vehicle," said Norm "It's a reliable long trip coach and one of the best factors of the bus

Senthilahnathan Rajah has joined as Company Secretary and Financial Controller.

Senthi is an Associate of the Institute of Chartered Accountants of Australia, an Associate of the Chartered Institute of Secretaries and an Associate of the Australian Society of Certified Public Accountants of Australia.

## OKA RELEASE HALF YEARLY REPORT

OKA recently released its Half Yearly Report for the half year to December 1994. Having consolidated its position in the market as a serious manufacturer of four wheel drive vehicles, OKA is ideally positioned to expand its operations and gain markets in a number of national and international markets. The half yearly report showed a nett operating loss of \$918,000 following a loss, as projected in the Company's Prospectus, of \$851,000 to 31 December 1994.

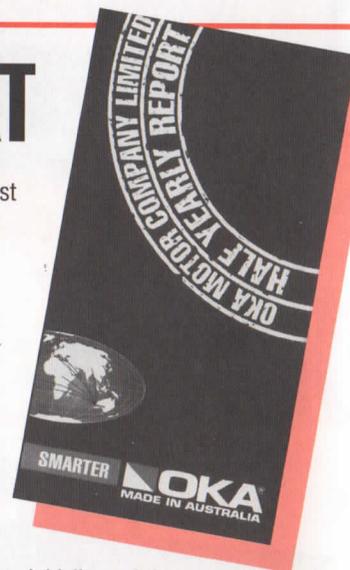
Since the issuing of the prospectus in September 1994, the company has increased its distribution network to 22 dealers in all states in Australia and has appointed 12 dealers in specific overseas countries. There has also been a significant increase in the manufacturing capacity which should ultimately result in shorter delivery times to end users. There has also been an 11.1% acquisition of the Company by Hicom Berhad of Malaysia, allowing OKA to further expand its operations overseas. Hicom which is 48% owned by the Malaysian Government has a market capitalisation of AUD\$3.46 billion,

manufacturing company and is a Council member of the Chinese Chamber of Commerce.

Steven Pynt recently established his own law firm, practising primarily in commercial law. He also serves as Deputy Chairman of the Commercial Tribunal and has previously served as a Director of Public Companies in the mining, property and media industries.

making it one of Malaysia's largest industrial enterprises. Hicom's subsidiary, Scott & English (Malaysia) Sdn. Bhd. is OKA's agent in Malaysia.

The half yearly reports also confirmed the signing of a 'Memorandum of Understanding' with Hindustan Motors Limited (India), in January of 1995. This will result in the Company having increased potential to extend its operations in India through exports initially, and the possibility of a local assembly structure in the future.



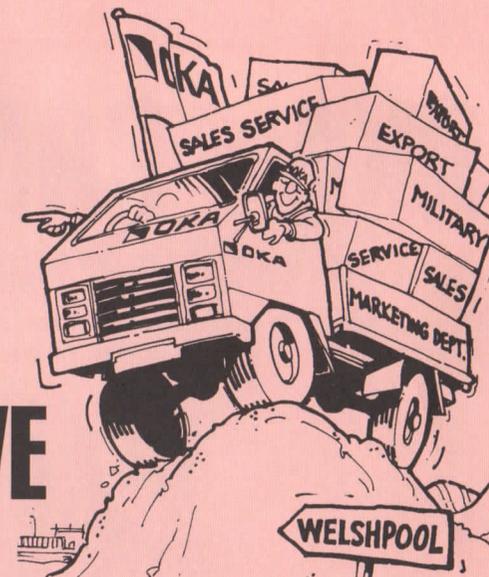
It's a reliable long trip coach and one of the best factors of the bus is its great visibility because of its height."

Safari Trek tours started in 1990 and after using other 4-wheel-drive vehicles, Norm quickly switched to OKAs.

The business has six OKA vehicles which take hundreds of tourists per week to various locations throughout the state's north and south-west regions.

Norm has also been inspirational in helping OKA engineers in the design and development of future OKAs for use in the tour industry. For more information call Norm Crane on:- (09) 271 1271

# OKA ON THE MOVE



OKA is making another smart move by relocating their marketing operations. OKA Marketing Division is now at 178 Welshpool Road, Welshpool with their Sales department now operational there. Both the Service and Parts departments will also be functional at this address on May 1. OKA **Manufacturing** facilities will remain unchanged at 45 Miguel Road, Bibra Lake. OKA **Sales** new phone number is (+61 9) 356 2511. Service telephone is (+61 9) 356 2667. **Parts** can be phoned on (+61 9) 356 2646. The fax for all these departments is (+61 9) 356 2522.

For your free copy of OKA News please phone (+6 19) 434 1300 or fill in the reply coupon and fax us on (+6 19) 434 1659.

We'll put you on the mailing list for all future issues.

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