

# DN<sup>2</sup> Motoring

Inside:  
Special  
supplement



## Go on, take your pick!

The Mahindra Scorpio, ZZ Nissan Rich, Ford Ranger,  
Mazda BT-50, Suzuki Carry, Toyota Hilux, Isuzu D-Max... **P.2-8**

# Shopping for a pick-up? We've narrowed down the choices for you



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**Wisen up:** There is a pick-up for everyone - farmers, transporters, adventurers and executives who want the best of both urban and rural life

BY EVANS ONGWAE

Pick-ups have evolved over the last 50 years. From purely load-carrying forces, many of them are now stylish rides that aim for a good balance between workload and comfort across diverse terrains.

Now car makers are locked in a furious race to manufacture a pick-up that combines all these and what else they project for the future. Going by the enhanced performance, safety and designs of the pick-ups already in the market, arriving at that destination may be sooner than later. Bit by bit, the modern pick-up is adding new elements that take it closer to the future.

When one manufacturer tweaks a model's engine, competitors spend time fine-tuning theirs to gain an edge. If a design proves appealing, other makers strive to better that. Modern technology that enhances safety is now available in pick-ups across the board. Manufacturers are devel-

oping trucks with features such as "high-performance", "greater safety", "enhanced driver experience", and "fuel efficiency".

When it comes to comfort, today's pick-up has been edging closer to sedans and SUVs. The line is getting blurred with the passage of time. In this market, buyers will find powerful pick-ups designed to attract them right from outside, to mesmerise them when they set eyes on the interior and to excite them even more when they sit behind the wheel.

In this same market, buyers also find low-priced, light commercial vehicles that do the job of hauling cargo and towing, yet are still aesthetically appealing.

The choice is up to the buyer. Are you interested in a workhorse that will do the work without any fuss, but with lesser luxurious features? Or, are you more interested in a pick-up that announces status at first sight?

These and anything in between are available in the local market because dealers are busy intro-

ducing the models they believe will find favour with Kenyans, be they farmers, transporters or executives who want the best of both urban and rural life.

**It is now possible to get even up to 95 per cent financing for a brand new pick-up**

But, perhaps the hottest topic currently, regarding all vehicles is how soon it will be before the choice of electricity as fuel is added to the options of petrol and diesel.

Electric vehicles are being tested, and even though it is feared

that initially they will be costlier than the diesel or petrol types, they may soon become a reality.

Manufacturers and motorists will ultimately decide which fuel type vehicle to make or buy, respectively. For now, though, motorists have different reasons for choosing either petrol or diesel vehicles. That is why Kenya's roads have a mix of both types of pick-up trucks.

Some pick-up enthusiasts are more concerned with fuel economy. Others want a pick-up with the most powerful engine. Yet others consider the cargo space.

Various analysts project pick-up trucks to be the fastest and largest growing segment of the market, by vehicle type. Awareness of this fact has driven financial institutions, especially banks, to strike healthy partnerships with motor dealers, for instance, it is now possible to get even up to 95 per cent financing for a brand new pick-up. What are you waiting for? Now's the time to get yourself one.

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## Unique Nissan pick-up with a long chassis

Arrow Motors East Africa is the sole distributor for the Zhengzhou Nissan Rich RP300 XL products in Kenya, Uganda, Tanzania, Rwanda and the Democratic Republic of Congo (DRC). Zhengzhou Nissan Auto Co Ltd (ZNA), a Sino-Japanese joint vehicle manufacturing enterprise, makes a Zhengzhou Nissan pick-up with a long chassis.

The Zhengzhou Nissan Rich RP300 XL, available in East Africa, is highly affordable, with the double cabin 4x4 version going for Ksh2,974,138 plus value added tax (VAT).

The single cabin 4x4 version costs Ksh2,500,000 plus VAT. Double Cabin 4 X 2 version for 2,577,587 plus VAT.

Zhengzhou Nissan Auto Co. Ltd (ZNA) is a jointly owned subsidiary of Nissan Automobile Company and Dong Feng in China. All Nissan vehicles marketed in China are manufactured in that country via the Nissan Automobile-Dong Feng joint venture.

The vehicle is a genuine Nissan product through and through, including the engine (power unit), gearbox, chassis frame, interior components, electronics and all suspension parts. The operations all the way from management to production quality control are regulated by Nissan Automobile in Japan.

All models come with a three-year or 100,000km warranty, whichever comes first. A one-year service plan is included as an introductory offer. Finance is available via DTB with 10 percent deposit.

Arrow Motors East Africa is the sole distributor for the Zhengzhou Nissan Rich RP300 XL products in Kenya, Uganda, Tanzania, Rwanda and the Democratic Republic of Congo (DRC).



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# Ford: Home of smart technology, superior off-road capabilities, power and luxury

BY EVANS ONGWAE

People who want Ford pick-ups of all kinds, for different situations, are assured of getting one locally. CMC Motors Group Ltd, the Ford Motor Company sole authorised dealer in Kenya, supplies this top quality brand of pick-up trucks.

Ford Motor Company makes and sells technologically advanced, reliable and fun-to-drive vehicles. It also leads the way in manufacturing and business innovation.

The pick-up truck, as we know it, can trace its roots to 1925 when Henry Ford came up with the first popular pick-up, the Ford Model T. With about a century in research and development of the pick-up truck, Ford has the strongest product offerings available, with a vehicle to suit every type of business – regardless of industry, location or fleet size.

Motorists who want single cabs, double cabs or even the luxurious version of these pick-ups can pick up what their hearts desire, says

Ben Okoth, senior sales manager at CMC Motors.

## Ford Ranger Raptor

The Ford Ranger Raptor is the go-to hard-core off-roading vehicle on the planet, with a valid manufacturer's

warranty. This high-end, masculine pick-up truck is now available on the Ranger nameplate and comes with a 10-speed gear box, 177kW power and torque of 500NM – the very definition of power. With 18-inch rims on all-terrain tyres, this vehicle is an invitation to enjoy the sheer joy of driving pleasure on whatever terrain you can throw at it.

There is an out-of-this world 283mm of ground clearance, coupled with specially designed Fox Racing 46.6mm piston front and rear shock absorbers that pack an internal bypass, which allow you to make those eye-popping off-road jumps. Meaning, this car just loves staying in the air.

The Raptor is the first pick-up truck to come with a Watt's link system. What this means is amazing ride and handling characteristics on and off the tarmac.

Safety and security features are key on all Ford vehicles. The Raptor includes an engine mobiliser, six airbags, pre-collision alert, and roll mitigation system. It has the very latest in technology courtesy of the Ford Sync3 communication capability with local maps as well as Apple Car Play and Android Auto.

## Wildtrak

A luxurious double-cab, this fast-mov-



ing model that has been selling in the country since 2014 is ideal for family transport and as a workhorse.

Who said you cannot teach an old dog new tricks? The Wildtrak continues being the reason why you can have the best of both worlds: practical as well as luxurious; a workhorse as well as comfortable ride; tough build as well as epitome of refinement in feel, fit and finish.

Luxury and liveability can be traced down to the detail by having the lightest tailgate in the market. You can lift the rear tailgate with your little finger

quite literally, this is thanks to the ingenious spring damping done.

It packs several safety features that include adaptive cruise control, roll mitigation system, proximity sensors in the rear and front, reverse camera, seven airbags, collapsible steering in case of impact and ABS, among others.

## Single Cab 4X4

This model comes with a 2.2-litre turbo diesel engine. It boasts bigger cargo area of 2,317mm in length by 1,560mm in width and 511mm depth. It has a gross payload of 1.2 tonnes. The vehicle

comes with air conditioning, Bluetooth connectivity and dual airbags.

## Ford Protect service

CMC Motors Group offers all Ford vehicles with a Ford Protect service and maintenance plan for three years or 100,000km, free-of-charge. This can, however, be extended to a whopping, unmatched and mind boggling seven years.

As a top global motor brand, Ford delivers on key criteria, including safety, low-cost of ownership, fuel efficiency and reduced carbon emissions.

The Ford brand is built on four pillars: drive quality, drive green, drive safe and drive smart.

CMC Motors supports owners of Ford pick-ups to get the most out of their Ford fleet, with a reduced cost of ownership and comprehensive servicing. For any business with a fleet, the health and safety of its drivers is paramount. Ford's Intelligent Protection Systems use sophisticated technology designed to help prevent an accident and, if one should happen, to protect both driver and passengers.

The calling card of Ford vehicles is smart technology, ranging from Bluetooth® connectivity to exceptional off-road and towing power.

Buyers are eligible for Ford Finance, offered in collaboration with Ford and Stanbic Bank at subsidised interest rates. Under this arrangement, buyers get up to 90 percent financing across all Ford models.

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FORD PROTECT

# Suzuki's no-nonsense approach to your pick-up desires

BY EVANS ONGWAE

The Suzuki Super Carry pick-up truck distributed in the country by CMC Motors Group Limited is a modified version of the previous one. Its strong, built-to-last petrol-driven power, 760kg load-capacity, and load box that's the widest in its class, are all implemented with a no-nonsense approach to your business.

Cyrus Maingi, the sales manager at CMC Motors' Suzuki division says the manufacturers have refined the engine and made it compliant in terms of emissions.

This light commercial vehicle runs on a G12B 1,200cc capacity four-cylinder engine. Each cylinder has 16 valves. The previous Suzuki was fitted with an earlier generation of the G12 engine.

It produces a power of 54kW at 6,000rpm and a torque of 101NM at 3,000rpm.

Mr Maingi says the Suzuki Super Carry offers reliability. "Business is about margins or profits and an affordable, small workhorse with efficient fuel consumption makes a difference," he explains.

It has a rack and pinion steering system for easy maneuverability.

This model was first launched in the country in 2018. The new pick-up truck with additional features was re-launched this year.

It is a 5-speed manual transmission truck with a 30-litre capacity tank. On average, the truck does 17-18km per litre, allowing motorists to make savings on fuel.



A robust brake system is part of the pick-up truck's safety features. The front has disc brakes, while the rear has drum brakes.

The vehicle's minimum turning radius is 4.3 metres. The loading deck is 2,153mm, allowing more cargo to fit in. The width is

1,458mm. The cargo space comes as an open body, giving the owner the option for specialised conversion.

As Mr Maingi explains, owners of the Suzuki Super Carry can customise the body, depending on what they want to transport.

"Some people use it to transport vegetables or fruits," he says, adding that others use the vehicle to carry gas cylinder, beverages or even bales of clothes.

The Suzuki Super Carry, he says, has been performing well since CMC Motors brought into the country the first unit in 2018.

"This vehicle is quite popular in Nairobi and Mombasa among people in the distribution business and starting at Ksh1.4 million, it is highly affordable compared to others within its class," says Mr Maingi.

The Suzuki comes with a 5-speed manual transmission.

The ground clearance is 175mm, allowing motorists to drive the vehicle on tarmac and off-road.

Buyers enjoy a service package of one year. The warranty is three years or 100,000km – whichever comes first.

After-sales service for the model is available countrywide at CMC Motor Group Limited service outlets.

CMC has partnerships with several banks for financing purchases of the truck.

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# Here comes strength wrapped in a new, stylish truck

BY EVANS ONGWAE

Mazda has totally revamped its all-new BT-50 pickup truck, rebuilding the model's second generation from the ground up. This has resulted in a stylish, strongly built pick-up truck that offers a characteristic work-horse performance as well as driving enjoyment and pleasure.

Local motor dealer CMC Motors Group Ltd promises to bring this fully redesigned BT-50 model into the Kenyan market in the last quarter of this year.

Robert Gichuki, the Mazda brand manager at CMC, reveals that people are already placing orders for the all-new BT-50 pick-up, given the brand's proven track record, which has been known to tackle all kinds of driving, as it offers solid reliability. This is confirmed also by the latest stringent consumer reports that usually rank Mazda as top in overall reliability.

Mazda Motor Corporation of Japan produced the first BT-50 generation in 2006. The pick-up model was popular in the United States, Middle East, Australia, and Africa – and sold well in the Kenyan market. Four years later, Mazda, in conjunction with Ford, co-produced the second generation, which became an instant global success and has been selling well locally too.

The third generation BT-50 expresses the unique beauty of Mazda's KODO – 'Soul of Motion' design – which is synonymous with Mazda as a brand and gives that unique aesthetic quality seen in the brand's latest SUVs model lines. The confident, planted stance of the new BT-



50 exudes strength, capability, and uncompromising quality. The new two-tone alloy wheel design gives the BT-50 a striking and unique look. LED headlamps punctuate the completely redesigned front grill.

The tough and fuel efficient 3.0L four-cylinder

turbo diesel engine develops 140kW of power and an impressive torque of 450NM. It is also available in a 1.9-litre TC Generation2 diesel power plant, with both power trains coming with either the six-speed automatic or six-speed manual transmission. "It has impressive

fuel economy," Mr Gichuki says.

The new BT-50 boasts a length of 5,280mm and a width of 2,051mm. Its ground clearance is an impressive 240mm designed to tackle any serious off-road challenge.

The all-new BT-50 pick-up truck has a spacious, comfortable cabin, which has been built using high quality materials. This pick-up truck is luxurious and durable, thus combining descent power, toughness and utilitarian functionality suited to an everyday use pick-up truck.

Its other modern features include touch screen panels, front and rear USB charging ports, latest connectivity technologies that include Apple Car Play and Android Auto capability.

Overall, it boasts excellent 5-Star rated safety features, including eight airbags and automatic braking. The headlights are automatic and offer high beam.

The truck's overall towing capacity is 3.5 tonnes, braked with an impressive payload capability of up to 1,196Kg. The 4X4 is available with a shift to 4WD while in motion.

All new BT-50 pick-ups sold by CMC Motors Group will come with the three-year/100,000kms bumper-to-bumper mechanical warranty, together with a well-tailored service package backed by well-equipped service outlets in major towns across the country. This is guaranteed to give customers total piece of mind throughout their motoring journey with this model.

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## THE ALL NEW 2021



## BT-50 4X4



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# Mahindra Scorpio Pickup, the Complete package for you

The 3rd Generation Mahindra Scorpio Pickup was introduced late last year, and the changes to its design has made it strong and very practical.

The New Mahindra Scorpio comes with a 2.2-Litre, four cylinder M-hawk Turbo diesel engine with a new contemporary look that includes a restyled signature Mahindra front grille with chrome inserts.

A large load box with a maximum payload of 1,200kg, and a braked towing capacity of 2,500kg, make it the hard working, dependable team player you've always wanted. All variants come with side steps, rear roll bar and an additional rear sidestep as standard features, lustrous paintwork and 16-inch alloy wheels.

The changes are also on the inside, and on this new Mahindra Scorpio Pickup, they are quite something. The interior is well appointed with carpeted floors, soft-touch fabric roof lining, a well thought out dashboard with clear instrumentation, high tech infotainment systems, high-quality plastic on the doors and dash.

The tech features include Bluetooth connectivity, a multi-functional steering wheel with controls for audio and cruise and climate control, plus multiple USB ports, and an auto stop function that helps you save on fuel, especially while in traffic.

The Mahindra Scorpio Pickup comes loaded with a lot of safety features. It has electronic stability control (ESC), anti-lock brakes (ABS) and electronic brake distribution (EBD).

Aside from these, it also has three-point seat belts on all seats, and airbags to make sure you always have maximum protection.

From as low as Ksh2.9 million, (+VAT), the Mahindra Scorpio Pickup comes with a five-year/150,000km warranty from Simba Corporation and their different dealerships across the country.

Additionally, we have a network of over 12 authorised garages across the country for any mechanical or even service needs.

With all this different technological innovations and redesign, it's no wonder the new 3rd Generation Mahindra Scorpio Pickup was voted car of the year 2020.



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# You, the D-MAX, and the task at hand

Take a trip upcountry and count the number of pick-ups on the windy murram roads, proudly driven by our retired fathers. You will notice that these pick-ups boldly bear the Isuzu badge.

The Isuzu D-MAX has been on Kenyan roads for over 44 years, earning a reputation of durability, reliability, and versatility, hence the name D-MAX, which stems from Maximum Durability.

The Isuzu D-MAX perfectly tells the story of how to build an empire from the ground up. It offers exceptional value for money and matches the dynamic needs of discerning business and private customers.

Hailed by Kenyans as the number one best-selling pick-up, with a market share of 36.7 percent in 2020, the D-MAX lives up to its slogan, "D-MAX Means Business". Available in both the single and double cabin variants, it demonstrates the versatility of the Isuzu light commercial vehicle range in both the luxury and commercial segments of the market.

"Woven into the fabric of the Kenyan economy, the single cabin pick-up range has played its role for decades in transportation of fresh agri-produce, building homes, delivering news every morning and distribution of pharmaceutical products



through its diverse body applications. The spacious cargo box ensures that every trip makes economic sense," says Mr Wanjohi Kangangi, the Director, Sales and Marketing, Isuzu EA.

The double cabin is available in

the 2.5L and the 3.0L variants. It provides the perfect blend of a workhorse and luxury. It is the vehicle that states, "Look, am ready to roll up my sleeves", for project managers in aid and development, engineers de-

veloping Kenya's infrastructure and corporates with operations across the country.

On the other hand, it beckons when adventure calls. Its bold exterior styling, coupled with D-MAX exclusive

colours, gives the model a distinctive appearance, guaranteeing you will stand out in any setting.

If you are cut out for the real African Safari, its 4x4 capability ensures conquering different terrains is a task for which it is ever ready. Additionally, the unmatched levels of interior comfort and conveniences, as well as enhanced safety features, guarantees you and your loved ones a comfortable experience.

"In 2020, Isuzu EA started assembling the D-MAX locally in line with government priority of Buy Kenya Build Kenya. Locally assembled Isuzu pick-ups are creating employment, facilitating technology transfer, and positively influencing employee morale through the enhancement of their skills.

Last November, Isuzu EA attained a special milestone when the 1,000th pick-up rolled out of the Isuzu EA Assembly Plant. This was an extremely proud moment for the organisation.

The D-MAX is truly a Kenyan vehicle, built by Kenyans, for Kenyan terrains. As we continue to build on the existing strengths, our commitment is to always keep your D-MAX on the road," says Rita Kavashé, the Managing Director, Isuzu EA.

**Tusonge Mbele Pamoja.**

## D-Max MEANS BUSINESS

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# Bold new look for the Hilux that still delivers on performance

In 2006, the machines at the Toyota Hilux assembly plant in the country went silent. But as the demand for the Hilux pick-up continued to soar in the years after, Toyota Kenya made the decision to once again start locally assembling the single and double cab Hilux pick-up at the Associated Vehicle Assemblers in 2019.

The Hilux is a leader in the new vehicles market in Kenya, and hence the local assembly benefits more consumers in this fast-growing segment that supports B2B, B2G, B2C and Small and Medium Enterprises.

The resumption of the Hilux single and double cab local assembly was informed by the model's rising popularity among Kenyans, since the pick-up is affordable, especially for start-ups, and can be used for both personal commuting and commercial purposes – hence aptly referred to as “Shujaa wa Kazi”.

The Toyota Hilux, currently in its 7th generation, has for over 50 years gained a reputation for its tough-

ness on the road, suitable for every kind of terrain. The latest 2021 Hilux Double Cab comes with a new 2.8L turbo-diesel engine that is churning out 201bhp of power and 500Nm of torque. This makes it the most powerful Hilux yet, by maximising power and fuel efficiency, while significantly reducing noise levels. The newly developed GD engines feature vastly improved fuel economy of up to 14 percent savings, compared to the previous generation of engines.

To top it up, the 2021 Hilux Double Cab has a new bold look that ensures it stands out of the crowd. The front bumper has been re-shaped to have an all-new front face and larger mesh-pattern front grille, new fog lamp enclosure and revised headlights.

Its rugged design, full of strong shape and sharp corners, reinforces the Hilux's toughness and power. The new look has also incorporated re-designed LED headlights with daytime running lights, as well as slimmer LED tail-lights. Yet despite



the toughness associated with the Hilux, it still delivers comfort with the interior, offering a ride that feels as smooth as in a premium SUV.

Through Toyota Kenya's network of 31 branches, dealerships, and authorised Toyota Service Centres across the country, Hilux customers are assured of comprehensive after-sales support as well as provision of genuine spare parts.

With the Hilux assembly line

churning out over 1,200 units annually, Toyota Kenya is demonstrating support to the government's implementation of the 'Buy Kenya Build Kenya' initiative, which is intended at realising a bigger contribution by the manufacturing sector to the national economy.

The assembly line continues to be a boost to the local economy as a catalyst for job creation in line with the 'Big Four Agenda' by creating more jobs out of the annual production.

In addition, the local assembly will continue providing opportunities for localisation of the components used in the assembly of vehicles, which will further develop the local content supply chain through the manufacturing of local parts. The assembly also provides technology transfer and skills upgrade for local technical staff in line with Toyota best practices.


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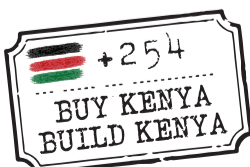

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