

CFAO Malawi markets new Nissan brand

One of Malawi's motor vehicle franchise dealers, CFAO Malawi last week started marketing the all-new Nissan Navara pick-up, which is expected to pile pressure on other pick-up vehicle dealers.



By [Gregory Gondwe](#) 6 Aug 2008

CFAO Malawi managing director Sieg Schulz said since last week when they unveiled the vehicle to now, the company has received overwhelming orders prompting them to double orders to meet the high demand.

Although this is just a pick-up, Schulz said it has facilities of a sports utility vehicle (SUV) and it is coming in 4x2 and 4x4 2.5 - litre turbo diesel.

"It is specifically designed for harsh conditions in Africa and it will therefore give those driving it peace of mind," he said.

Customers will be buying the Nissan Navara double cabin pick-up 4x2 2500 cc turbo diesel full house at K7,4m duty-paid and K4,1m duty-free while the 4x4 2500cc standard full house will be going at K8,1m duty-paid and K4,5m duty free. The 4x4 full house goes at K9m duty-paid and K4.9m duty-free.

CFAO Malawi is sourcing the Nissan Navara from Siam Nissan Automobile in Thailand, which has an independent front suspension to ensure comfort ability.

The other advantage of the vehicle, over others in its range on the market, is that it has a six-speed gear manual transmission while all its rivals have a five-speed gear manual transmission.

"The wide range of ratios enables the user a full use of engine performance," he said.

According to local technicians, the fuel consumption and noise reduction of the vehicle are improved by changing to a high sixth gear, which enables drivers to maintain acceleration while still at the top gear.

The vehicle's frame is based on the Titan concept. Titan is a Nissan pick-up for the American market.

ABOUT GREGORY GONDWE

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