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# ASIAN TRUCKER

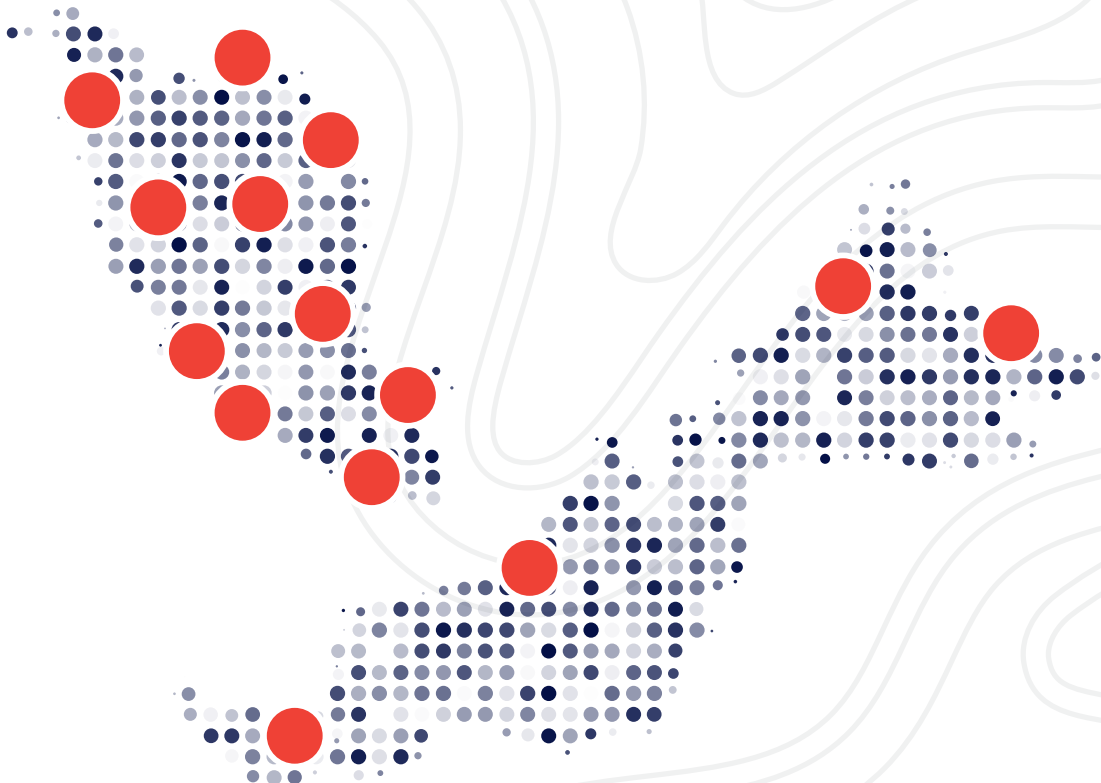
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AG. 9/16 speed

**Chassis**  
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**Rear Axle**  
Hub Reduction

6x4  
8x4

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EURO III

**Transmission**  
ZF Friedrichshafen  
AG.

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

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6x2  
6x4  
8x2  
8x4

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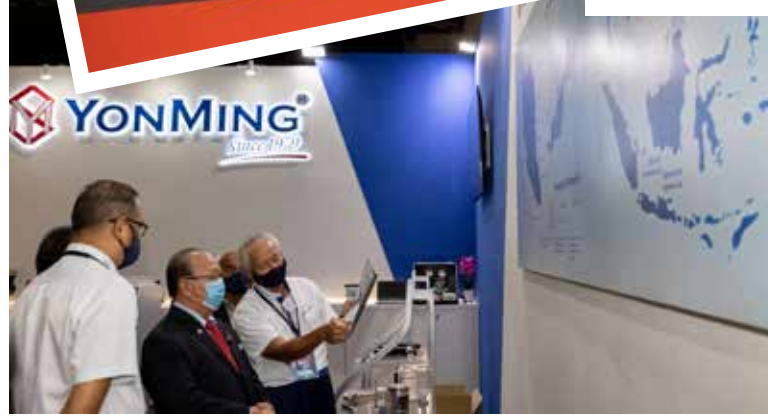
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**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction



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## Bolt-Ons, Accessories and Enhancements

I received an email from a fellow German in Thailand, looking for truck shows to attend. A trucker himself, he likes the colourful vehicles that ply the roads of our northern neighbour. This got me thinking. On our roads, there are three trucks that I am aware of having a special paint job: one tiger-faced and two in the colours of the Malaysian flag. However, there are accessories, enhancements and items we can bolt onto the trucks here too, beyond a shiny coat of paint.

Gearboxes have a major impact on the performance of a truck and Isuzu's "Smoother" is one such enhancement that will surely make a difference. As an alternative to a manual transmission, it is more expensive, but the benefits outweigh that. I am driving about 2 000 kilometres a week and I surely want the most relaxing drive I can have. Imagine now you would be sitting behind the wheel of a truck for 12 hours a day.

Our Trucker of the Month is supported by a sophisticated on-board system that detects fatigue while also monitoring his driving behaviour to allow for him to enhance his skills. This may not be a very visible for others, but these tools will be highly beneficial for him and his company. Similarly, Scania is adding more and more brands under their Ecolution offering, enhancing their offer beyond the hardware, the truck.

Filling a gap in the market is the HINO 200 series, which nicely complements their line-up to support local transporters with a solution for smaller loads. With the addition of Vehicle Stability Control (VSC) and Traction Control, the 200 Series has more grip when they enter narrow streets or tight corners. Even the smallest vehicles are now filled to the brim with amazing technology to make the work more joyful.

With a lot of excitement I learned about the brake wear sensors that are now being offered by local outfit Shinvengo. According to them, any skilled mechanic can fit these sensors and thanks to a display, drivers and workshop personnel can easily see what the wear of each brake pad on a truck is. This means that one would not have to climb underneath a trailer or dislodge the wheels to assess the status of the brake pads. By means of installing this tool, operators can not only save a lot of time and money, but also make their vehicles safer.

Speaking of trailers: the innovative solution from SSAB makes trailers lighter as they use thinner steel. Although the use of this specialist material requires skills, knowledge and specific machinery, the benefit for the user of having extra payload to offer is a huge argument for the use of HARDOX. You can actually identify trailers using this steel as they bear a sticker, which cannot be obtained from any other source than the authorised workshops SSAB has appointed. This bolt-on is a great way to inspire confidence in the product in my view, and a sign of trust by the producer in their partners.

One vehicle that keeps on being updated is the Unimog (Universelles Mobiles Geraet – Universal Mobile Machinery). Its own museum has now been re-opened with more displays and more information about this unique truck. The Unimog has been produced in a myriad of variations, some even capable of driving on train tracks, thanks to an additional set of wheels that can be deployed to grip the tracks.

A breakdown is always a hassle. However, the Allianz Road Warrior may just be the innovation we have been waiting for. I note that it is my fellow Germans that have introduced this offer to the Malaysian market, realising that getting trucks back on the road is a priority and that they could bundle this with their insurances. Innovations, bolt-ons and enhancements truly come in many shapes and forms.

Drive safe, take care,

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Editor, Asian Trucker

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# KN Continues a 52-year Sustainable Partnership with Scania

**K**ontena Nasional (KN) and Scania have had a strong partnership for over 50 years, with over 400 units delivered. As part of KN's fleet enhancement of a total of 46 Prime Movers this year, this latest delivery of 16 Scania G410A6x2NZ trucks, will improve reliability, fuel efficiency, reduce CO2 emissions, and increase payload frequency for KN. Heba El Tarifi, Managing Director, Scania Southeast Asia, handed over the keys to, Nik Muzani Nik Abdul Aziz, Chief Executive Officer of KN at the company's headquarters in Petaling Jaya. The ceremony was attended by the management teams of both KN and Scania.

Established in 1971, Kontena Nasional (KN) is a leading logistics provider in Malaysia, offering various integrated logistical solutions and services such as haulage, warehousing, freight forwarding, transportation, and distribution. KN has branches in Port Klang, Johor, Penang, and Kuantan that cover the logistics requirements for customers across Peninsular Malaysia. KN was formed as a specialised container haulage company and expanded its operations to include container depot services and warehousing. In 1994, it established Kontena Nasional Global Logistics (KNGGL) as a subsidiary for international freight forwarding and logistics services. In 2016, KN became a part of the MMC Group of Companies. In 2020, KN announced plans to become the premier supply chain solutions services provider in Malaysia and has started a refresh exercise to replace its present fleet. This year KN will embark on a new venture for the future, the ISO tank cleaning depot at its facility in Pasir Gudang, Johor. And by June 2024, KN's new 100 000 square feet warehouse at Pandamaran, Port Klang, to bolster the current 500 000 sq feet of existing warehouse space.

"The Scania trucks have proven to be fuel-efficient and reliable, saving more for KN's operational costs. The partnership between Scania and KN has been a model of sustainable business relations, built on mutual trust, reliability, and a shared 'green' vision for the future," said Nik Muzani.

The Scania G410 trucks are fuel-efficient and designed to reduce CO2 emissions with advanced powertrain and aerodynamic solutions, while also providing safety features such as Electronic Braking System, and comfortable driving and resting options. With a pre-set Economy Mode and Fleet Management System Control 10 evaluating KN drivers' skills, further fuel savings can be expected, resulting in significant operational cost savings.

"Scania and KN have had a remarkable 52-year sustainable partnership that has stood the test of time. Founded in 1971, the same year when they received their first Scania truck, was also the first Scania vehicle in Malaysia. Over the years, KN has built a Scania fleet of over 400 units, custom-fitted for various logistical applications and continues to benefit from a wide network of Scania workshops across Malaysia. This is a testament of Kontena Nasional's sustainable partnership with Scania and for many more years to come," stated Heba.



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At the event, three companies that operated the previous generation MAN Trucks received their first units of the Euro V-powered New MAN TGS prime movers along with two first-time customers. Returning customers Sri Kulai Transport Sdn Bhd and Kiaan Yap Transport Sdn Bhd took delivery of the New MAN TGS 6x4 while Chain Hub Sdn Bhd received the keys to its New MAN TGS 6x2.

New to the MAN family are Modern Wong Transport Sdn Bhd and Soong Ki Trading Sdn Bhd. Both opted to invest in the New MAN TGS 6x4 that is ideal for heavy-duty cargo transportation. The motivation to opt for MAN trucks is diverse: Modern Wong, helmed by a young entrepreneur, Wong Kong Shyong, took advice from his more established peers and bought his first unit of European truck in a bold departure from exclusively using Chinese trucks. Soong Ki Trading's Novan Hing wanted to experience the benefits of Euro V first-hand and decided to invest in a brand-new MAN with a view of phasing out all his older reconditioned European trucks.

O'Brooks added that MAN Malaysia has been preparing itself to meet the demands of a growing pool of customers in the country with the move of both, administration and assembly, to be under one roof in Shah Alam and redevelopment of the Port Klang workshop to name just a few initiatives. After nearly three decades in Rawang, the company has relocated its headquarters to a modern and spacious integrated facility in Shah Alam that would eventually house its entire operations.

"Having a good product is not enough. We are moving forward with a clear direction, building and developing a great team who are always willing to go the extra mile for customers. Our new headquarters in Shah Alam underlines our determination to be a people company, a reliable partner that provides the best possible customer support at all times. We will continue to work closely with industry associations to champion issues and drive changes. We want to earn the respect of the industry and further strengthen the reputation of the MAN brand in Malaysia," he said. He further stressed that MAN trucks also feature valuable technology, such as lane departure warning, as standard for over a year. **F**

## Southern Region Key to MAN Malaysia's Growth this Year

*MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) continues to believe in the Southern region as a key growth area, contributing towards MAN's upwards trajectory in Malaysia.*

**A** growing number of hauliers are now opting for the New MAN Trucks with low emission Euro V engines as standard that have proven to be able to help businesses achieve both sustainability and profitability goals.

Speaking at the latest handover of New MAN Trucks to Johor-based transporters witnessed by more than 50 members of the Johor Trucking Association (JTA), MAN Malaysia Managing Director Andrew O'Brooks said that the company was grateful for the industry's support and the growing number of returning and new customers. Participants appreciated the in-depth explanation of how EURO V technology is not only enhancing their businesses, but also a welcome relief for the environment.

"We are delighted to see more and more Malaysian transporters, especially in Johor, commit to reducing their fleets' carbon footprint with lower emission MAN Trucks. 2022 was an amazing year of growth for us and with increasing support from key players in the industry across the country, we are looking forward to an exciting year ahead," he said.



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# Hino and Mara Liner Collaborate to Launch a New Service Outlet in Bandar Muadzam Shah

*The collaboration further expands mutually beneficial relationships between the two parties, besides providing more conveniently accessible services to Hino customers.*

## HASO Inspiration

Early in 2021, Hino developed a new service network program called HASO (Hino Approved Service Outlet). This program aims to give customers 100 percent after-sales support and covering all Hino operation areas.

Commenting on the newly launched HASO, Atsushi Uchiyama said, "In the commercial vehicle industry, we are not solely focused on product sales. After-sales service is our main focus where we strive to serve our best services and ensure customer's vehicles perform at their best and contribute to smooth logistics and business operation,"



**H**ino Motors Sales (Malaysia) Sdn. Bhd. (Hino) has officially launched its new HASO (Hino Approved Service Outlet) service outlet; a new authorized service centre under the company's dealer development program in collaboration with one of the major industry players, Mara Liner Sdn Bhd (MLS B).

MLS B is a company wholly owned by Majlis Amanah Rakyat (MARA), which specializes in public transport, logistics services, and bus services to all states in Peninsular Malaysia.

The high point of effort between Hino and MLS B was made possible when the two parties agreed to leverage on existing commercial vehicle facilities. This collaboration will also further extend their business capabilities whereby Hino can expand its dealer service network and MLS B will able to start commercializing, thus generating revenue through the development of its very own service centre.

Present to launch the HASO was Hino Managing Director, Atsushi Uchiyama, Hino Director, Ahmad Yasmin Yahya, MARA Chief Director, Yang Berbahagia Dato' Sri Azhar Bin Abd Manaf, as well as Chief Executive Officer of MLS B, Zachary Ismail.

"We aim 'To be Malaysia's most Customer-Centric and reliable Commercial Vehicle company and make our country a better place to live by providing Best-fit Products and Total Support'. With this mission,





we came up with the idea to develop HASO with the main objective to provide total support and give our best after-sales services to customers," he continued.

"Currently, we have three operating HASO. There is one in Sungai Petani, one in Pulau Pinang, and one located in Semenyih. Started in early 2021, and we are now in the development to open more HASO in other states as well," he continued.

After studying the demographic of Bandar Muadzam Shah, Hino sees the location as being convenient for customers around suburban and rural areas of the Rompin area. Also, in supporting the government's direction and approaches towards the development of rural areas, Hino and MLSB believe, that the establishment of HASO will create good employment and career opportunities for people in rural areas.

Hino is confident that MLSB, with its good track record, capabilities, and credibility, will effectively expand the reach of its objectives to benefit existing and potential

customers. Both parties have mutual interests and individual strengths to synergistically develop, deploy, and provide comprehensive solutions and support to the customers.


**HASO Facilities in Bandar Muadzam Shah**

Located at Lot 27 Kawasan Perindustrian Muadzam Shah, the outlet spans 43 560 square feet. The vast space is ideal for customers as there is ample parking space for vehicles that come in for servicing.

Equipped with five service bays, including two pit bays, and an extensive list of the latest equipment and tools available, the outlet is able to service up to 12 vehicles at the same time. The available equipment includes the latest HINO Diagnostic system, DX II.

While waiting for the work on their truck or bus to be completed, drivers can relax at the customer lounge area within the facility, which offers complimentary refreshments and free WiFi. The service outlet is headed by Maintenance Repair Overhaul (MRO) Manager, Mohd Adam bin Mohd Idris,

and his team of ten staff, who are well-trained to provide a comprehensive range of HINO services, including 24-hour breakdown support.

With HASO, Hino believes their service network will be further strengthened and enhance standards across the current network. At HASO, customers can enjoy the same service programs that are offered in other Hino Service Centres such as Free Service Programme (FSP). 



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# Isuzu Confirmed as Malaysia's Most Favoured Truck and Light Duty Brand for 2022



Isuzu Malaysia Sdn Bhd (IMSB) announced today that the Isuzu brand has once again led Malaysia's top-selling commercial vehicles last year, cemented by the company's historic triumph in having achieved the highest combined retail sales of 6 546 units, including light, medium and prime mover trucks.

This achievement has extended Isuzu's market-leading position again as Malaysia's top-selling truck brand for the 9th consecutive time and as the top-selling light-duty truck for the 13th time.

Chief Executive Officer of Isuzu Malaysia Sdn Bhd Shunsuke Okazoe said, "All of us at Isuzu Malaysia are extremely honored and privileged to have retained the top spot in the country's competitive truck market continuously year after year. The total number of truck sales we recorded for 2022 was a historic and unprecedented success, and which outperformed our previous record of 6 391 units of sale in 2015 by an increase of 155 units or 2.43 percent."

"The Isuzu brand have been dominating the market for many consecutive years and much of that strength comes from our light-duty ELF trucks. However, in the middle of last year we further made a significant impression with the entry of the new generation Isuzu GIGA truck range, comprised of the 'C&E' series in five new models for high-demand customers in the heavy-duty and prime mover segment.


"These new generation trucks, which emphasized reliability, aerodynamic design and higher performance for increased efficiency, have captured the interest of our customers and proved to be a promising business contributor. This had further strengthened the Isuzu brand and enabled us to record an outstanding overall sale figure last year." Despite the market's nascent recovery phase after battling the negative effects of the pandemic, IMSB shared that the business had managed to remain resilient and continued to stay on top of the curve.

"Several crucial elements that we have executed well have definitely ensured the stability of our competitive edge. Having an extensive and close rapport dealership network is definitely one of the important factors here. Our

dealership network is in fact, the largest from a truck brand with 48 centers spread across every state and at strategic locations in Malaysia to deliver quality products and technical expertise and services to all our customers," said Okazoe.

IMSB said the company was not spared from these challenges but they were able to overcome any long-term or major obstacle as a result of well-coordinated efforts between key stakeholders, especially with local assembling partner, Isuzu Hicom Malaysia (IHM). This has enabled IMSB to ensure a continuous and sufficient supply of Isuzu products and superior quality control to customers, which keeps the Isuzu brand and business stable and ahead in the market.

"The year 2022 started out with renewed demand after a few years of market doldrum. During the market downturn, we felt compelled to remain optimistic and continue to be a nimble player within our operating environment. On this note, IMSB had rolled out several strategic initiatives such as partnering with new dealers, opening of new centers, and of course the introduction of new truck models such as the new generation Giga trucks. These efforts are important as Malaysia is a key market for Isuzu and we take pride in having been operating here for over 19 years, contributing to the logistics sector and the economy of the country."

"IMSB is very honored to share this success with all our stakeholders be they employees, dealers, customers and business partners because without their dedication and support for the Isuzu brand, achieving a market-leading position year-on-year would be difficult. As such, we look forward to continue forming close relationships by providing excellence and value in our products and services to all of our customers," concluded Okazoe. 

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## Jasico Express Services is First to Acquire the Scania Battery Electric Truck



**J**asico Express Services, a local transportation and freight-forwarding company, today signed a sales agreement to acquire a Scania battery electric truck. The company would be the first to deploy the Scania battery electric truck in Singapore's logistics sector.

"Jasico Express Services' decision today is sending a strong signal to the industry that operators can adopt sustainable transport solutions early, ahead of Singapore's plan for all vehicles to run on cleaner energy by 2040," says Heba El Tarifi, Managing Director of Scania Southeast Asia.

"Scania has been working very closely with fleet owners and operators to drive this shift towards reducing Scope 3 emissions, under the Science Based Targets initiative," she adds, observing that the Scania battery electric truck has been gaining more market interest and acceptance among fleet owners and operators since its launch in 2022.

The new battery electric truck for Jasico Express Services can cover up to 180 km range on a single charge. It features nine lithium-ion batteries, with an installed capacity of 300 kW, capable of peak propulsion of about 295kW, 2,200 Nm and continuous propulsion of about 230 kW, 1300 Nm. Direct

current charging is carried out by the European-standard CCS type 2 plug-in connection at up to 130 kW/ 200 A.

It comprises an L-series cab equipped with a box and tailgate to transport logistics cargo. When delivered in mid-2023, the new truck joins a fleet of more than 40 vans and trucks, including several battery electric vans.

"Going electric is part of our strategy to better serve global logistics customers while differentiating ourselves from our local competition," says Neo Leong Chok, Managing Director and Owner of Jasico Express Services. "We have already started to electrify our vans, but when choosing our first battery electric truck, we put our trust in Scania as an established and reliable brand."

To ensure peak performance, the truck would be acquired as a total solution with charging infrastructure, vehicle optimisation and repair and maintenance services.

Established in Singapore in 1988, Jasico Express Services provides transportation, freight forwarding and warehousing services to international logistics and freight forwarding customers. The company is a founding member of the Global Logistics Network. 



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# Events & Exhibitions

## Spot the Fake

Date : 18 May 2023  
Venue : Courtyard by Marriott, Setia Alam, Malaysia  
Contact : Tel. +60 10 271 2610

Sometimes a deal seems too good to be true when it comes to spare parts, components or wear and tear items. When you fall victim to fake or counterfeit items, your assets are at risk and so could be your company's reputation. Join this a full day seminar on the subject of fake and counterfeit products sold in the commercial vehicle market. Network with your peers and share experiences and gain invaluable knowledge about this topic.

## Brisbane Truck Show 2023

Date : 18 - 21 May 2023  
Venue : Brisbane Convention & Exhibition Centre, Brisbane, Australia  
Contact : <https://www.brisbanetruckshow.com.au/contact/connect/>  
The Brisbane Truck Show will return to the Brisbane Convention & Exhibition Centre.

The show, recognised internationally amongst the world's leading industry business events, is owned and run by national industry association, Heavy Vehicle Industry Australia (HVIA), who have produced the Brisbane Truck Show, on behalf of our members and the broader industry, for over fifty years.

The event promises the biggest line-up of trucks, trailers, components, equipment and technology in the Southern Hemisphere – the big brands under one roof.

## Automechanika Ho Chi Minh City 2023

Date : 23 – 25 June 2023  
Venue : Saigon Exhibition and Convention Center, Ho Chi Minh, Vietnam  
Contact : <https://automechanika-hcmc.hk.messefrankfurt.com/hochiminhcity/en/contact.html>

In 2022, Vietnam retained its title as Southeast Asia's fastest-rising economy, with GDP increasing by eight percent, well above earlier forecasts. The 8.1 percent expansion of the manufacturing sector was the main driver in this growth, and further analytics suggest the automotive industry will be a key segment of advancement in the years ahead.

In fact, many international companies are turning to Vietnam as an upswing of comprehensive Free Trade Agreements and the cost-competitiveness of operating through the country. Statistics from 2022 indicate a 13.5 percent year-on-year increase in disbursed FDI, to which the manufacturing sector saw some of the biggest gains.

The synergy of local and overseas exhibitors with showcases in the Automotive Manufacturing & Automation, Auto Service & Maintenance / Accessories & Customising, and EV & IoT zones will become an integral part of the collaborative platform.



## Truck & Trailer Indonesia

Date : 24 – 26 May 20  
Venue : JIEXPO Kemayoran, Jakarta  
Contact : <https://iibt-exhibition.net/event-info/>

After the great success held Busworld South East Asia in 2019, GEM Indonesia will return to present Truck & Trailer Indonesia . This event has become a quality network platform from the land transportation industry to generate more qualified and potential visitors. This is a special zone for buses, trucks and supporting industries that will optimize for the exhibitors to meet the companies are connected to their business and to facilitate professional buyers to find their special needs.

## Malaysia Commercial Vehicle Exhibition 2024

Date : 9 – 11 May 2024  
Venue : MIECC, Mines International Exhibition & Convention Centre, Malaysia  
Contact : [www.mcve.com.my](http://www.mcve.com.my)

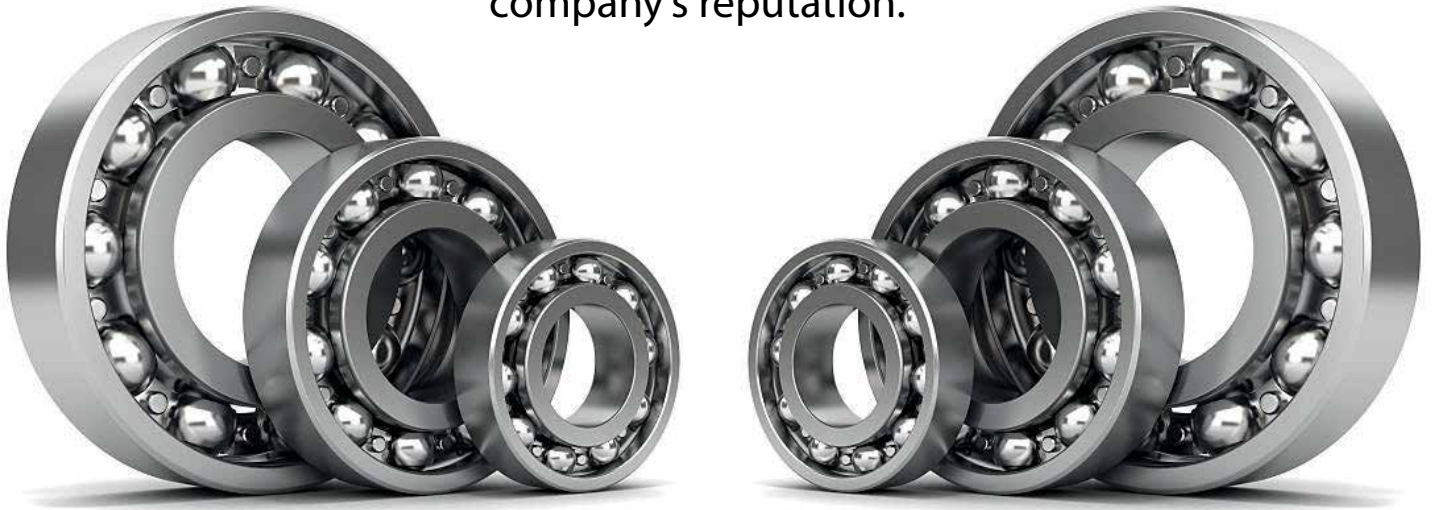
Over 8 000+ square meters of exhibition space: MCVE is the largest exhibition dedicated to commercial vehicles in South-East Asia. Back for the sixth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in May 2024 with a new, more exciting fringe program.

Buyers, purchasers and operators have the opportunity to review the latest offers in terms of trucks, busses, services and components. During the show, relevant government agencies, professional societies, and associations will join the organizer to hold seminars and updates on their products, services and the latest in trucking.



# Spot the Fake: Protect Your Assets

Sometimes a deal seems too good to be true when it comes to spare parts, components or wear and tear items. When you fall victim to fake or counterfeit items, your assets are at risk and so could be your company's reputation.



Join us for a full day seminar on the subject of fake and counterfeit products sold in the commercial vehicle market. Network with your peers and share experiences and gain invaluable knowledge about this topic.

<b>Date</b>	: 18 May 2023, 9:00 – 21:00
<b>Venue</b>	: Courtyard by Marriott, Setia Alam
<b>Register</b>	: <a href="mailto:info@asiantrucker.com">info@asiantrucker.com</a> <b>Tel:</b> 014 264 3267
<b>Join</b>	: Participation is free of charge, but seats are limited

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## PULSE Joins Ministry of Transport's Task Force

*Dialogue session a success with critical issues being presented to the regulatory bodies.*

**H**eld on 18th of February, Persatuan Usahawan Logistik Semenanjung Malaysia (PULSE) brought the industry together during a dialogue session.

The dialogue session was the biggest PULSE event thus far, with representatives from the government agencies such as Transport Ministry, APAD, RTD, Puspakom, Malaysia External Trade Corporation (MATRADE), Malaysian Investment Development Authority (MIDA), Malaysia Industrial Development Fund (MIDF), SME CORP, Customs Department, and the Royal Malaysian Police. The event was supported by sponsors from the industry, which are also affected by the issues raised during the dialogue. Over 500 people participated in the dialogue session held at Shah Alam.

The dialogue sessions include (1) Grant and Facilities for the Service and Logistics category, (2) Compliance and Enforcement category and (3) Policy and Regulatory category.

Following the successful dialuge, PULSE will soon be part of the Transport Ministry's task force, an opportunity which gives the association the platform it needs to highlight the issues and challenges faced by small and medium logistics players in the country.

Speaking at the press conference after the dialogue session with government agencies, PULSE president Dr Puvaneaish Subramaniam said the association's acceptance into the task force was a testament of its commitment to improving the livelihood of small and medium logistics industry players.

"PULSE is happy to announce that we have been accepted into the task force after a six months' period of waiting. Through this, PULSE can access the relevant agencies under the ministry and at the same time disseminate relevant aid and information to our members," she added.

PULSE Deputy President Joshua Ravi said among the issues raised and discussed at the dialogue session include drivers be given direct training for Land Public Transport Agency (APAD)'s I-Cop courses instead of going through safety officers as the current practice.

"From the logistics companies' point of view, we want the drivers to attend the courses themselves before they are given driving permits. This is because

we believe they will be getting the guidance from the relevant authorities themselves instead of engaging with a third party," he said. "On the issue of overload of cargoes, we have suggested in the memorandum to not just issue summons to the driver and the logistic company when such incidents happen but also to the cargo owners as most of the time, they are also at fault, intentionally or unintentionally. When everyone is subjected to the same system of law, only then will we be able to form a more responsible network," Ravi added.

Apart from that, PULSE also called upon government agencies such as the police, Road and Transport Department and APAD to create an online system that contains drivers' records as it will help the logistic companies to identify good and unproblematic drivers before recruiting them.

Another issue highlighted at the dialogue session was online and mobile apps that offer lower transport prices as they use private vehicles and without having to adhere to the same regulations as the local players. "This has resulted in many logistics companies unable to compete and forced to lose business," he relayed.





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# Automechanika Kuala Lumpur Re-charges the Automotive Aftermarket

*Malaysia's leading trade fair for the automotive aftermarket returned, recharged, with its unique 'S.E.T.' (Sourcing, Training and Entertainment) concept. The show hosted 330 exhibitors across 11 071 sqm of the Kuala Lumpur Convention Centre.*



This year's event saw a strong participation with a record-breaking 330 exhibitors from 17 countries and regions, including Australia, China, Germany, Hong Kong, India, Italy, Korea, Lithuania, Malaysia, Mauritius, Oman, Poland, Singapore, Taiwan, the UAE, the UK and the US.

Ms Fiona Chiew, General Manager of Messe Frankfurt (HK), said: "Since the last edition in 2019, we have continued to analyse the Malaysian industry closely in view of wider automotive developments. The country is on the cusp of a wide-scale transformation; therefore, Automechanika Kuala Lumpur remains as important now as when we first stepped into the market some 20 years ago. It goes beyond a trading platform with the fringe programme navigating new opportunities from trends like digitalisation and electrification in the supply chain."

## Reflecting the Rapidly Developing EV Market

This year, the show incorporated a higher focus on products, services and technologies that relate to the overall direction of the industry. For instance, the EV & IoT Zone featured showcases on charging facilities, batteries and cloud-based connectivity solutions. TechAlliance is one such exhibitor bringing their aftermarket data solutions to the show. The company's product range supports service providers through the information tools that optimise business processes and the access to technical data from manufacturers for repair, maintenance and diagnostics.

Mirroring themes across the show floor, the Digitalisation and Electrification Conference and Automotive Manufacturing and Transformation Conference explored the potential of electromobility and digital solutions in the market. The conferences hosted stakeholders from the government and private sector exploring policies, charging and battery systems, and best practices in the local electric vehicle industry.

Elsewhere, the Commercial Vehicle Zone revealed solutions that are continuing to optimise commercial transportation. Showcases include Caltex's Diesel that improves fuel efficiency by up to three percent and Delo Engine Oils for cylinder wear protection. The combination of the two products offers greater reliability, durability and efficiency. Another exhibitor, YonMing Group, a leader in the sale, distribution, maintenance and service of heavy goods vehicle parts, provides a one-stop shop for fleet and individual owners.

## Events and Highlights

Accompanying the commercial vehicle zone, the Fleet Management Conference featured best practices to ensure profitability and sustainability. Speakers addressed a number of challenges with solutions for the sector's overall modernisation, including fuel efficiency, tyre management, IoT, as well as manpower and training in line with new tech applications.

Country pavilions scattered throughout the venue highlighted the capabilities of individual regions. For instance, the Hong Kong pavilion showcased digital transformation in the commercial vehicle industry, highlighting smart solutions that enhance public and goods transport. Meanwhile, the Singapore pavilion demonstrated how the strategic location of the country can be utilised to support local warehousing and spare parts distribution as the city state is placed in the centre of ASEAN. **T**





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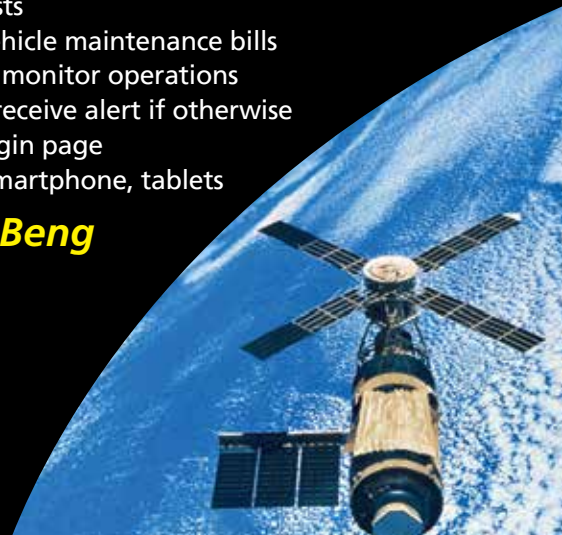
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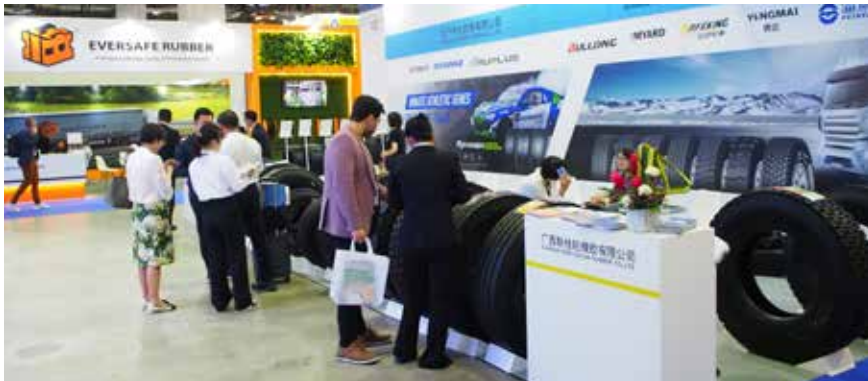
On the first day, the exhibition was supported by a conference that ran the entire afternoon. Best use scenarios, new technology and market statistics were discussed in detail. In one such session, Kit Loong Tyre presented an in-depth analysis of how retread tyres can save transporters money. According to the calculation, a retread tyre going through three lifecycles has the potential of saving 250 USD compared to four cheap, non-retread tyres. The figure would be even higher, if downtime and other factors would be added to the equation.

With a globally growing demand for transportation, demand for tyres is bound to go up in tandem. To address the need for tyres, retreaded tyres are the way forward, as presented by several speakers. Maximising capacity was one topic that was highlighted. Another German organisation, Azur, presented a European network of industry players that are set to reduce carbon emissions from tyre manufacturing altogether. One of their main concerns is that tyres are not recycled, but rather shipped to deserts in the middle east to be simply burned.

Overall, visitors and exhibitors were optimistic about the market and current demand levels as the world economy is getting back on its feet. **T**

# Tyrexpo Asia

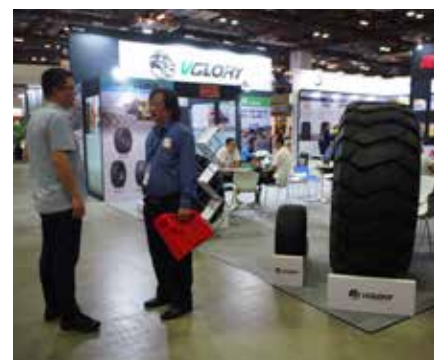
*After a four-year break, Tyrexpo Asia was held in Singapore, attracting an international crowd with a line-up of global players.*



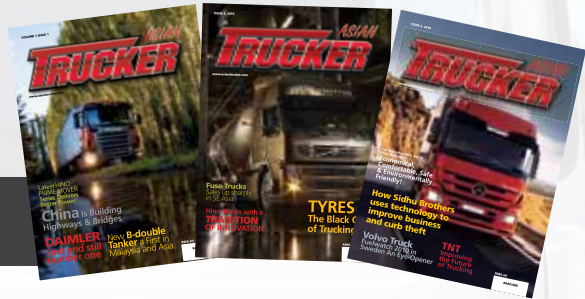
**T**he highly anticipated event was held 8 to 10 March 2023 in the Marina Bay Sands Convention Centre. With 200 exhibitors, the line-up was showcasing the global market for tyres. Industry-leading Malaysian brands were making a strong impression with their presence, while organisations, such as the Malaysian Rubber Council where also present.

Delegates arrived from all over the world to get the inside scoop on the latest trends in tyre manufacturing and top snap up offers from the exhibiting brands. Ranging from bicycle tires to highly specialised truck tyres, every market segment was covered. German trader Tyreworld showcased their services, which is a highly specialised delivery service, whereby customers can order tyres in small quantities to be shipped anywhere in the world.

Speaking to a number of exhibitors, it was learned that they are indeed selling high volumes of tyres at the show. For this event, organisers appointed Asian Trucker as partner to invite interested transporters for a hosted buyer programme, whereby interested parties were flown into Singapore to attend the exhibition. A number of Malaysian transporters could be seen in discussion with exhibitors. As part of the programme, hosted buyers were meeting pre-arranged exhibitors in private.



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**Tel : 03 7886 5313**



# Indicating the Health of your Brakes

*Local outfit SHINVENGO offers brake wear indication systems that are easily retrofit to your vehicle, offering a convenient way to assess the remaining life span of your brake pads and linings.*

**B**rake failure (or just the possibility of it) is costly and time consuming for car manufacturer. According to National Highway Traffic Safety Administration (NHTSA) (2020), General Motors is recalling an additional 14 620 trucks and SUVs because their brakes may suddenly become difficult to use. In June 2022, Mercedes-Benz recalled nearly one million older vehicles worldwide because of a problem that could cause a potential problem with the braking system.

There are vehicle owners out there who don't consider brake maintenance a priority until something goes wrong. In most vehicles, the front two wheels have a braking apparatus that depends on what are known as rotors: metallic discs found behind each wheel. Above each of these is a clamp-like device called the calliper. When you hit your brake pedal, the callipers start to close, squeezing the disk from both sides. This action produces friction, which causes the wheels to spin slower until they come to a complete stop. Brake pads are the removable surfaces that callipers use to make contact with the rotors during this process.

## *But when is the right time to replace your brake pads?*

These brake pads won't last forever. The friction will inevitably wear the brake pads down over time. Let the brake pads get too thin, and your brakes won't work as effectively as they should. For safety's sake, it's imperative that you get new brake pads installed at the first sign of trouble.

The presented invention is a brake pad wear indicator, which is a smart indication system for vehicle brake pads or brake shoes. SHINVENGO Brake Pad Wear Indicator provides a simple solution, replacing manual checks, saving you and your drivers

time, and is thus reducing delays of deliveries. Using this system's indicators of accidents caused by poor brake performance can be prevented by scheduling on-time maintenance.

The key features of this brake pad wear Indicator include:

- Both drum and disk brakes can be retrofit with the system
- Alerts to the driver when brake pad wear reaches a critical point
- Reduces additional repair costs caused by disc or drum damage
- Avoids time spent performing monotonous, time-consuming manual checks
- Using full service life, lowers maintenance costs
- Easy planning of maintenance periods
- Reduces risk and costs related to potential accidents caused by poor brake performance

### **Easy Installation, Effective Functions**

The electronic control unit extracts the wear and thickness of the friction material of the brake pad or brake shoes from the sensor, and the wear level provided by the display is divided into different levels. Each brake pad equipped with a sensor sends an alert to the smart board. The driver is alerted via a warning light on the smart board. As the brake pads on each axle wear differently, the system

will indicate the thickness of the pad / shoe that is worn out more. Once one of the pads on one axel has reached the replacement level, both sides would then need to be replaced.

*And imagine, if this system prevents an accident, it has more than paid for itself.*



According to Bernard Pang, Director, Sales & Marketing, SHINVENGO (M) Sdn Bhd, the system introduced by the company would be best suited for trailers and older trucks. "Modern trucks might already be equipped with such systems by the OEM. However, many trailers have multiple axles and most likely, these do not feature such systems." He told Asian Trucker that the ease of installation and the resulting timesaving when checking the brakes of a trailer will be strong arguments for the addition of this system.

Currently looking for distributors in Malaysia, SHINVENGO is ready to take orders. Pang states that the installation is easy and the replacement of the sensors can be done by any qualified workshop personnel handling the servicing of commercial vehicles. "And imagine, if this system prevents an accident, it has more than paid for itself." **F**

**Numbering the Problem**

According to Department of Statistics Malaysia (2022), 4 539 and 4 634 deaths were recorded in 2021 and 2021 respectively. Selangor recorded the highest number of road accidents with 108 564 cases followed by Johor and W.P. Kuala Lumpur with 49 559 and 40 237 cases, respectively.

The number of road deaths in Malaysia this year is set to surpass that of the pandemic era, with the figure for January - September recording a 52 percent increase over last year. (FMT, 2022)

Malaysia has the third highest death toll from road accidents in Asia and Asean, behind Thailand and Vietnam. (Asia Insurance Review, 2019)

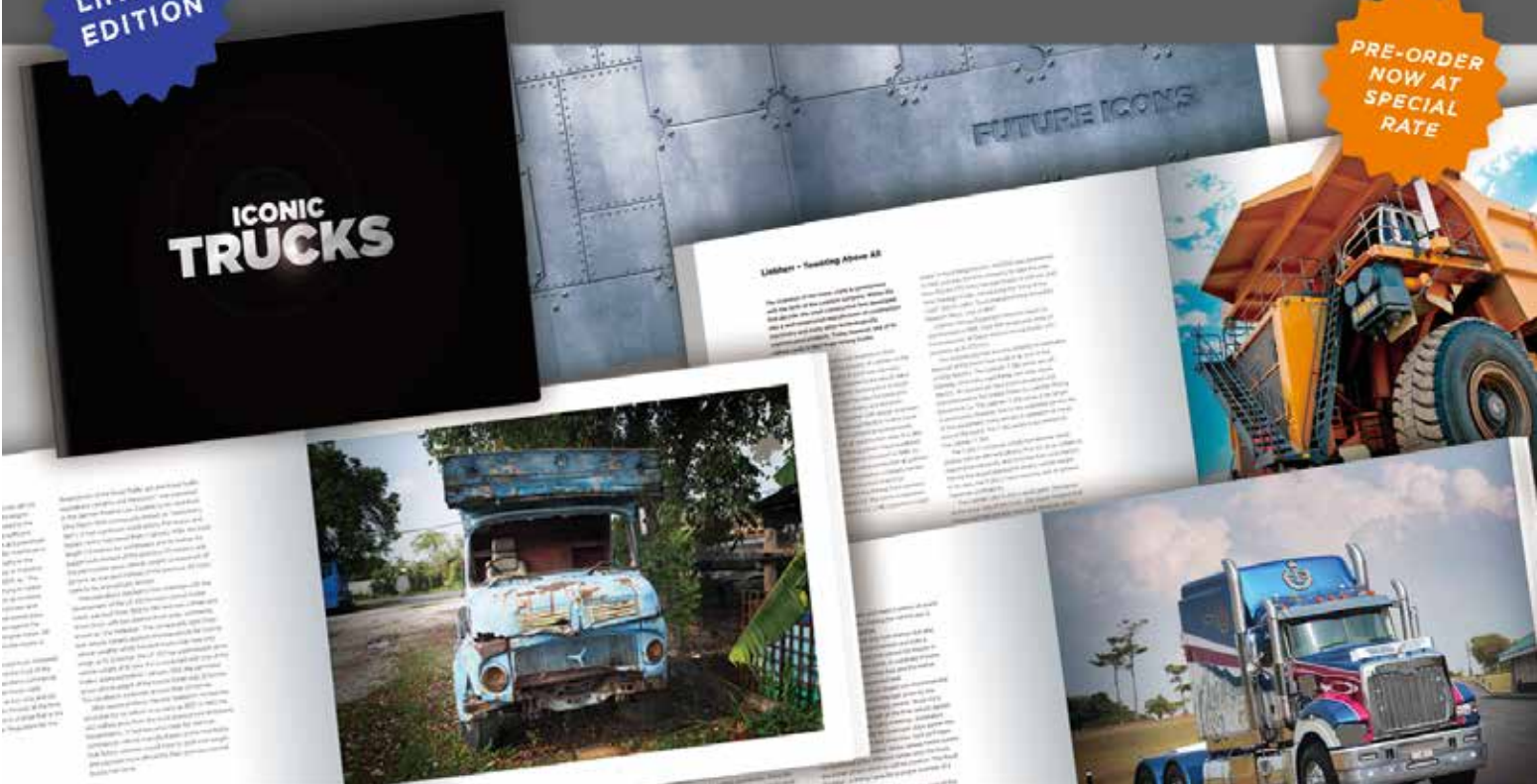
Between July 7 and Aug 17 this year alone, 10 fatal accidents involving heavy vehicles were reported. As reported, brake failure was cited as the main cause of the accidents concerned.

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## How Smooth is Isuzu's Smoother?

*The easier a truck is to drive, the better it is as a workstation for the driver. Isuzu's vehicles promise a smoother ride, which we tried to experience the feeling first hand.*



Technological advances in the design of modern trucks have focused on making operating a vehicle easier for the driver. Gearboxes have advanced by leaps and bounds, being one of the major components that have tremendous impacts on the performance of a truck. Not so long ago, a 16-speed splitter gearbox might have been something to highlight in a movie, signifying the skills it takes to move cargo. Today, truck OEMs are aiming to deliver vehicles that support drivers and allow them to concentrate on driving, rather than shifting.

Recently, Isuzu invited for a driver experience to highlight the advantages of their AMT, which can be found in the current models of the ELF and Giga.



### Challenges and Isuzu's Answers

Gathering feedback from the market, Isuzu has found out that operators lament that there are not enough skilled drivers. Isuzu's answer to this issue is to offer the AMT Smoother transmission to reduce the friction here. With an easier way to operate trucks, drivers that are lacking the years of driving can perform equally well.

One of the cost positions that has been identified to be adding significantly to the operating cost of trucks is the need to change clutches. Drivers may not always drive in the most effective and material-preserving manner, resulting in an increased need to replace the clutch of manual transmissions. As the AMT is managed by the vehicle management system, the clutches are putting through less stress, lasting longer and thus improving uptime.

Traffic jams add to the stress that truckers are facing every day when they go about their jobs. With a pedal-less gearbox, drivers have less work to do as they can leave the shifting to the AMT.

High fuel cost and vehicle downtime add to the woes of the industry. Travelling long distances, the ECON mode can be used to drive more fuel efficient, with an average of nine kilometres being possible on one litre of Diesel in the ELF. Overall, the Smoother transmissions help to preserve the components, stretching their lifespans while offering a healthier drive for the user.

### The Isuzu ELF

The Isuzu ELF light-duty truck "Smoother" comes equipped with the automated manual transmission (AMT) featuring smoother and efficient shift operation, Isuzu Safety Plus platform featuring a combination of crucial safety system upgrades, plus with B20 biodiesel compatibility and greater warranty benefits which all are designed for low operating costs and could be one of the more versatile trucks offering with various tonnage and drivetrains to suit customers that are targeting for inner city deliveries, light cargo transportation, small business owners and also food truck operators.

The automated manual transmission (AMT) coined by Isuzu as "Smoother" provides more efficient shift operation that guarantees smooth gear shifting pattern from start, to acceleration, to cruising, to hill climbing, and to stop. Smoother transmission series offer various benefits, including reduced lifecycle

and maintenance costs, improved fuel efficiency and less driving fatigue for a higher level of safety, thus contributing towards the cost-effective operation of companies. There is even a secondary ECONO Mode that the driver can select to automatically change gears at lower engine revolutions, providing even greater fuel savings.

Then, the ISUZU Safety Plus platform is supported by four main safety features which include Anti-lock Braking System (ABS), Electronic Brake Force Distribution (EBD), Anti-slip Regulator (ASR) and Supplemental Restraint System (SRS) Airbag. Featuring active safety aspects for maximum protection, the ABS safety feature efficiently reduces the risk of skidding by preventing the wheels from locking up during braking on slippery surfaces. Such slippery surfaces may occur in Malaysia when it rains, and





The SRS Airbag which reduces impact and injuries to the driver in the event of a head-on collision with a stationary or moving vehicle or object. On top of that, Isuzu ELF range comes with the best-in-class spacious and quiet cabin with ergonomically designed and placed interior panels positioned for improved visibility makes driving more comfortable with ample room for three adults. The cabin is also equipped with the seat belt system that presents two key functions to ensure utmost safety. Firstly, the Seat Belt Pre-Tensioner operates by retracting the belt instantly and removing the slack in the belt to firmly secure the driver. Secondly, the Seat Belt Load Limiter releases the webbing force gradually so as to not exert too much pressure on the driver's chest, thus minimizing bodily injury in the event a frontal accident occurs.

### Driving the ELF

The ELF is designed to operate in urban areas. Payload is the most important currency for any transporter and the vehicle is designed accordingly: the cab is big enough to offer a comfortable ride while not taking away any space that can be used to transport goods.

Entering and exiting is easy, thanks to an uncluttered and tidy interior. The controls are placed in a manner that they are not in the way when moving about the cabin. Isuzu's ELF sports a functional console that offers no-frills operations of the vehicle. Levers and switches are all within easy reach and placed where one would intuitively expect them to be. The cabin could be improved with the addition of more storage spaces.

The ELF has ample power to move a full load. At the same time, it is highly agile, making it a perfect vehicle for tight urban spaces. With the purpose of the test drive being to find out just how smooth the AMT works, the ELF is a fine example of how this technology can support the driver. In a typical urban environment, the many manual shifting cycles take a lot of energy out of a driver. As such, the AMT is a valuable addition to the functions of the vehicle. Compared to a manual gearbox, the AMT Smoother will set buyers back a little further, however, the extra investment will surely contribute positively to the bottom line.

dusty roads turn muddy for example. It helps to maintain traction with road surface, thus giving a more secure directional stability and solid handling for the driver.

The EBD which functions by automatically distributing the ideal brake force for all wheels based on the weight of the load, road condition and speed. This feature maximizes stopping power by enabling a precise brake force distribution, giving the driver greater vehicular control. The ASR function, which has an on/off option that can prevent the wheels from spinning during slippery road conditions and cornering by increasing road traction. This increases the life span of the tires too.



### The Isuzu Giga

The newly launched Isuzu trucks EXR420 4x2 model is available in up to 16-speed manual transmission and automated manual transmission (AMT). The truck have Euro 3 emission standard with 15.6-litre 6WG1 engine capable in producing pulling strength at 420 horsepower.

Models with the AMT Smoother-GX transmission ensures a smooth start by reducing the gear shift shock. This feature also automatically controls both the accelerator and shift changes to improve fuel economy and to provide a much more comfortable driving experience and less driver fatigue. With higher power, performance and stature, which is ideal for demanding operations for the construction, heavy haulage and bulk delivery industries. For maximum safety, the trucks are also equipped with the Isuzu Safety Plus platform which offer key safety features including anti-lock braking system (ABS), SRS airbag for driver and brakes override accelerator (BOA).



The cab shape has been optimized to a cubic form to achieve the best-in-class aerodynamics which significantly reduces the coefficient of drag and air pressure on the body or trailer front by gently diverting the air flowing around the cab. Thus, there is better cooling performance which is an important component of clean exhaust gas, reduction of noise from strong winds, safer driving journey and lesser amount of fuel being consumed by the trucks.

Putting a strong focus on truck drivers, the cab interior of the EXR420 features an ergonomic design with more driver-friendly features, better operability and increased comfort. A key feature for the models is the ISRI brand high-performance seat with an integrated seat belt produced by the prominent German company ISRINGHAUSEN. This seat is highly popular in Europe especially for very long-distance driving and its flexibility to accommodate a wide array of body types. For example, this seat can accommodate people with up to 2 meters in height and 150 kg in weight.



Other features include seat warmer and cooling ventilation, and various adjustments such as tilt structure, reclining angle, shoulder adjustment, lumbar support and more to better fit different body shapes and preferences. The dashboard is designed with a semi-round instrument panel which aggregates switches near the instrument cluster and panel. The farthest edge of the instrument panel has been extended forward by 160 mm at a 20° angle to improve usability without the driver feeling cramped. As the various switches are neatly arranged in zones based on usage frequency, this enables a more efficient and smoother operating environment. The instrument cluster graphics have been carefully deliberated on with regards to the division of space priority placements and font type to ensure easy viewing and comprehension of information at a glance for the driver. On the instrument cluster is a 4-inch LCD multi-information display meter which displays various important information for the driver such as the driver assistance, transmission, utility and always-on display areas. The main display is arranged on a compact T-shaped guideline to ease viewing and increase safety.

On top of that, the multi-information display meter and cruise control can also be operated via the steering wheel which now contain relevant switches. This is a new feature in Isuzu trucks which can significantly improve operability and safety while driving. The size of the steering wheel has also been reduced by 20 mm, as compared to other previous Giga models, by decreasing the steering operation force to improve manoeuvrability. The cab interior is also optimized and is more spacious with ample storage compartments to keep items safely and neatly stored, such as the header tray, cup holders, centre console box with lid for storing items like keys, centre top tray for storing items like handphones and large door pocket on the driver side which is useful for storing items like handy sized maps and notepads. Both the opening height and width of the driver and passenger doors have been increased to significantly expand the area of the opening for ease of entry and exit. In addition, serviceability is improved with designs such as larger cab tilt angle and easy-to-remove headlight rim without having to detach the bumper.

### Driving the Giga

As a workstation for long-distance drivers, hauliers or inter-city transport, the Giga's interior is offering a similar uncluttered cockpit as the ELF. Here, Isuzu has added a bunk bed that should be sufficient for the occasional overnight stay in the truck. With its 440 hp power the truck may look small, compared to his European brethren, however, the pulling power should be enough to handle most heavy-duty jobs. With a 550 litre tank, the Giga is able to operate for long times without the need to refill too frequently.

The AMT shines here as the gearbox handles the shifting through the 16 gears. If it was not for the AMT, a driver would have at least one hand full with managing the truck to be in the right gear. Thanks to this, the driver can focus on the road and manoeuvring the vehicle. The gear shifts are fast and, as expected, smooth, ensuring that the vehicle does not lose momentum. In reverse, the AMT really shines as it is extremely precise and easy to use. When unloading in confined spaces, drivers will surely enjoy the added comfort provided by the AMT. Adding to the comfort is the air-suspended driver's seat, which is welcomed when driving long hours or on trunk roads, which at times could be a bit bumpy.

Many of the functions are operated with tactile switches. Some favour this over touch screens as it allows for the driver to feel his way



around the vehicle without having to look at the buttons that need to be pressed. Buttons are in easy reach, thanks to a compact cabin. Those with slightly longer legs might feel the working space a little bit too small though. As a compromise between the Giga being a nimble and compact vehicle and offering the most comfort, this strikes a good balance though. **T**





### Let's SEE



You may have seen this logo used by Isuzu. This logo represents the “SEE” approach as Isuzu’s global basic philosophy around all of Isuzu Products. It stands to Safety, Economy and Environment.

Isuzu updates products following this concept with being suitable for the Malaysian market and their aim to be a preferred supplier of trucks. Both models discussed here are covered by the SEE concept with best-in-class safety systems, such as Safety Plus, and high performance to satisfy the paradigm of Economy. Within this concept, the AMT Smoother adds to what Isuzu calls Driving Made Easy to maintain uptime operation. Finally, the Environment aspect is concerned with the Euro-3 emission controls. Since its launch in 2019, the ELF AMT models are the only OEM-supplied AMT built into light duty truck. Many of Isuzu’s customers reported back how this contributes positively to various businesses, especially after traffic jams seem to be getting worse after MCO.



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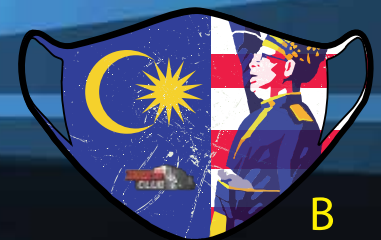


Rekaan Pilihan :



A

or



B



## A Disciplined Driver Reaps Rewards

*Driving trucks has been a rewarding and awarded career for this captain.*

As we sit down, Taufik Bin Zakaria tells us that he has been interested in being a professional truck driver since he was young. Hailing from Kelantan, he moved to Johor Baru in search for better employment opportunities. The Southern state of Malaysia has been a good ground for him to turn his dream into a reality.

"I have now been driving trucks for ten years. Of that, eight have been being a captain moving Shell products. When Shaziman started moving Shell products two years ago, I joined them." Taufik explains why it is important to point out which Oil and Gas company he is handling: each of them has specific procedures in who the products are to be handled. Discharging fuels at petrol stations is done differently, according to the brand that a truck moves. As the procedures are vastly different, he prefers to stick with one brand and not to mix up the brands, although he will miss out on the possibility to make more money. In case of a switch, it should be permanent, with extensive training to ensure he handles it correctly. "The risk of making a costly mistake is higher than the opportunity to make an extra trip is worth," he sums it up.





The word "Captain" is proudly stitched onto his uniform. Calling the drivers "captain" makes him personally feel more encouraged. Being recognised as a profession that is valued as important and being as demanding as an airline pilot has him in high spirits, and makes him want to work harder and be the best he can be. With the dangerous goods carried, the job as a truck driver is one that requires the drivers to be highly responsible and disciplined. In Shaziman, this is being recognised and promoted accordingly. Taufik describes that working in the Pasir Gudang installation of Shaziman Transport as being more structured, with stricter rules and regulations regarding handling of dangerous goods in place compared to his previous places of employment. He lauds this, as the materials handled require extra care. "We cannot afford anything to happen and being disciplined is important to avoid even the smallest problem." Taufik recognises that any incident would not just reflect negatively on him, but also his employer and the entire transport community. Oftentimes, former army personnel works as truck captain as they are used to the discipline. However, Taufik has not served, but appreciates the structure that he is being given.

Taufik works a maximum of six days a row, whereby he will have to take a full rest day if he reaches that limit. His tours are divided into three different zones, local, medium and long distance, according to where the goods need to be delivered to. He drives medium or long haul from the depot to Kluang, followed by a shorter local tour. In order to manage both, the routes and fatigue, typically, Taufik will have an average of two trips per day. His favourite route takes him to Muar and Machap. "There, the road conditions are better and driving is much easier," he said.

His tours are geo-fenced and since the goods transported are both valuable and dangerous, he is only allowed to stop in the official R&Rs along the road. "In case of an urgent matter, I am allowed to stop outside these locations, but I would have to inform the operations room why such a stop was necessary." Usually he brings his own lunchbox, which he enjoys while using the other facilities at the reststops. In his view, the facilities at the R&Rs are sufficient as they are safe and offer all the amenities that he requires. Unlike some of the truckers that are on the road for longer periods of time, he does not need to sleep in the truck and therefore does not share the concerns others may have about the lack of facilities along the highways.

Pointing out the importance of driving a quality truck, he explains that he appreciates that the gearbox in his vehicle is supporting him in his work. "Good when going uphill, very smooth and sitting the whole day is very comfortable." Besides the suspension making the trips not so bumpy, safety features assist him in concentrating on driving. At his side is the auto braking system and blind spot monitors that would alert him if there is another road user around his truck when overtaking. In addition to the safety features installed as standard by the truck maker, Shaziman Transport also deploys active fatigue detection devices that monitor detect drivers' driving behaviour as well. Using an infrared camera and Artificial Intelligence, it automatically records all events like speeding, near misses, possible collisions, harsh braking and acceleration, smoking, using hand phones while driving and others.

Naturally, the job is not without challenges and Taufik does not like it when a truck breaks down. In his previous jobs he experienced brakes to jam, causing a lot of inconvenience for everyone involved. "Besides that, I don't like traffic jams and some roads are in terrible condition. There are lots of potholes and some are not designed to cope with the amount of traffic. I don't like rain as we cannot unload fuel during rain. Sometimes, this means that I will have to wait a long time and then I miss the opportunity for another trip." Taufik would like to visit Langkawi one day. Otherwise, he is not a very adventurous person, preferring to stay within Malaysia and simply relaxing at home during his off-time. He enjoys going shopping with his wife.

Going beyond the call of duty has also recently earned him two awards by Shell. Recently, he won the Best Captain for Malaysia on the regional level. Additionally, his actions in an emergency situation earned him the global



"Smiling Stars Travel" award which he will receive in Budapest, Hungary in June this year. Parked at a R&R, he noticed that there was a fire in a parked car. He alerted the station's personnel, which came to extinguish the fire with water. However, Taufik's training kicked in and he cautioned against the use of water. Rushing into the station, he retrieved a fire extinguisher and expertly put out the fire, thus averting any further harm. "Winning the award, I was shocked, and this was really unexpected." He traces back his behaviour to the many internal competitions and trainings that are being carried out by Shaziman Transport.

In this context, he reflects on the public view of truck drivers. It is known that dangerous goods drivers are highly trained and thus, drivers think dangerous goods drivers get more respect than other truck drivers. While Taufik certainly knows how to handle a truck and a dangerous situation, he advises all car drivers and bikers not to overtake a truck at corners "No matter if the road looks wide, do not try. And whenever you see a truck, always give space to them." He feels that other motorists do not understand how trucks work and thus, he feels that nowadays he has to give way instead of the cars, even when he could go first. **T**



## Scania Malaysia's Ipoh Top Team Heads to Sweden

collaboration between service, parts and service advisor personnel. Ultimate benefactors will be the customers and the heavy vehicle industry.



"I can't describe how proud I feel of this team, and I am sure we all share this sentiment. Credit to them as they have put a lot of effort to prepare and compete with other teams from the various business units who have proven winning history. Coming out on top is a clear demonstration of not only their technical knowledge but team cohesiveness and tenaciousness," said Heba El Tarifi, Managing Director, Scania Southeast Asia.

The Scania Malaysia's (SMY) Ipoh workshop team name B100 wins the Top Team Asia-Pacific Regional Finals 2023 in Bangkok. SMY B100 is one of only 12 teams out of 1 500 teams worldwide from 70 countries that has qualified for the Grand Final round in Södertälje, Sweden. A lucrative first prize of 50 000 Euro to the winner, 30 000 Euro to the first runner-up and 20 000 Euro to the second runner-up.

"It was a fantastic and emotional experience when we were announced as winners for the Asia-Pacific Regional Final. We were faced with very tough competition from strong teams who were very much more experienced than us. In facing the Grand final challenge in Södertälje, we need to further increase our technical knowledge to perfection in order to be the Champion of Top Team Global 2023 and Champion for our customers!" Muhamad Amirsyazwan, Team Leader/ Workshop Manager, SMY Ipoh.

Top Team is a global competition for professional service teams within the Scania service network. The competition requires a high level of technical knowledge, team spirit and discipline commonly from service technicians, parts specialists and service advisors as participants. It is brains, technological skills and teamwork that characterise the service personnel who Scania recruit and develop over the years. Essentially these traits should be evident in all the qualifying teams, while winning teams are those who demonstrate a superior level to secure the Top Team title. The format of the competition follows daily work patterns with the most essential objective being to satisfy the needs of our customers.

This competition is a way of recognising the importance of service personnel to be the best, and top of their profession. The teams will increase their knowledge about Scania's products and services and also strengthen

This generation of technicians and the future ones are expected to drive real change in line with the transport industry undergoing a technological shift. Top team members will have a unique opportunity to affect and implement the technology needed to create a sustainable transport system. **T**



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VEHICLE CATEGORY	L5N
SEATING CATEGORY	D+2
PEAK TORQUE	140 Nm
STEERING	MECHANICAL GEARBOX
BRAKE	VACUUM ASSISTED
CARGO BOX VOLUME (FT <sup>3</sup> )	230
GROSS VEHICLE WEIGHT (WITH BATTERY) (Kg)	1695
TOP SPEED (in kmph)	50
TYPICAL DRIVING RANGE (ON ROAD)	110 km / 175 km (WITH OPTIONAL UPGRADE)

THE MAMMOTH-L



# The Unusual Hexall Mammoth Series And Bubble Bus Concept

*The Mammoth Series electric three-wheelers and e-bus concept reflect a daring engineering and design process to offer a lower TCO.*

By: Bhushan Mhapralkar

In commercial vehicles, TCO is everything. It is the common thread between superior design and engineering. It is also the common thread between higher performance, efficiency and reliability, which form the key pillars of a product. It is, in short, the make-or-break factor. With an eye on certain segments – the last-mile delivery segment, for example – in the commercial vehicle market of India, Hexall Motors unveiled Mammoth Series of Electric Cargo L5 and Electric Passenger L5 (three-wheel) vehicles at the Auto Expo 2023. With a driving range of 110 km and 150 km, respectively, the e-vehicles, claiming to offer the highest payload and passenger capacity in its segment, drew attention because of their unusual styling and construction. The front fascia of the electric three-wheelers – the L model, the M model and S model – resembles a parabolic curve made for an interesting styling language. The thought behind it is better ability of the vehicle to cheat the wind.

With the company keen to carve out a big pie of the e-comm and third-party logistics market that is also fueling commercial vehicle growth at the moment when compared to other logistics segments, it is no secret that Hexall Motors has paid detailed attention to keep costs down so that it can offer interesting solutions at a competitive price to the operators that are rather keen on maximum uptime and express deliveries. To be made available in less than a year for commercial purchase, the Mammoth Series of electric three-wheelers are indeed unusual in their design, and it is not just the fascia. The L and M models sport twin wheels in the front. The two also sport two wheels at either end of the rear axle. This was done by taking advantage of a regulatory provision, according to the company source, and enable higher loading capacity and better stability. The company spokesperson mentioned

that customers/operators of these vehicles will get faster return on their investment as compared to the other offerings in the category.

Equipped with a steering wheel rather than a handlebar (many electric three-wheelers in the category come with a handlebar) for better control and manoeuvrability, the three-wheelers also come with vacuum-assisted brakes. Their front bench seat – except that of the smaller S model – is wide enough to accommodate the driver and two passengers. The L model also comes with a big box carrier of 230 cubic-feet and has a GVW of 1,695 kg (with battery). Squarely aimed at the e-commerce and last-mile delivery segments, it emphasises on frugal operations and superior usability. The M model, on the other hand, offers a cargo volume of 162 cubic-feet and has a GVW of 1 500 Kg. The cabin size is 94 cubic-feet.

All the three Mammoth Series electric three-wheelers are claimed to be efficient due to their aerodynamics and efficient powertrains (motor, controller and reducer). The smaller S model has a cargo volume of 138 cubic-feet and a GVW of 1,250 Kg. Considered an entry-level offering of the Mammoth Series, its cabin volume is 72 cubic-feet and seats the driver and one passenger. With a range of up to 150 km, the S model, like the L and M models, makes

intelligent use of lightweight construction. It misses out on the twin-wheel arrangement of the L and M models in the interest of its ability to live up to the customer expectations in terms of payload, performance and efficiency. Central to the lightweight construction of the Mammoth Series is an integral frame construction with the use of strong and long square steel tubes. The company, according to the source, drew inspiration from the use of long steel bars in the construction of tall buildings and how they present the building with abundant strength in the form of a structure.

The passenger version of the Mammoth Series – HOP – presents the highest passenger carrying capacity of driver plus 11 passengers. The drive range is 110 km and the GVW is 1 595 kg (with battery). Like the cargo variants, this one too is fitted with a steering wheel and vacuum-assisted brakes. Smaller versions of the Mammoth HOP are said to be in the development pipeline. They could offer 6+2 or 8+2 seating capacity. In the case of the 9-metre electric bus concept, Hexall Motors resorted to some clever engineering attributes as well.



### **The Bubble Bus**

Termed as the Bubble Bus, the e-bus concept is said to share its integral body construction technique with that of the Mammoth Series electric three-wheelers. In terms of styling, the vehicle also shares the parabolic curve resembling front fascia with the Mammoth Series electric three-wheelers. This design is claimed to help cheat the wind better. Flaunting a single axle at front and twin axles at the rear, the e-bus concept is fitted with powerful motors that help develop a peak torque of 560 Nm. Fitted with hydraulic-assisted steering and vacuum-assisted brakes, the e-bus concept uses ABS body panels akin to those of the Mammoth Series electric three-wheelers. They also help to keep the weight low. With a drive range of 85 km (there's an option of increasing the range to 250 km by deploying additional batteries), the vehicle has a top speed of 85 kmph and a GVW of 8 900 kg. The M3 category e-bus concept has a seating capacity of driver plus 41 passengers. Paying attention to ease of service in view of the maximum uptime, Hexall Motors is claimed to be in the process of appointing dealers and putting in place a robust supply chain network. **T**

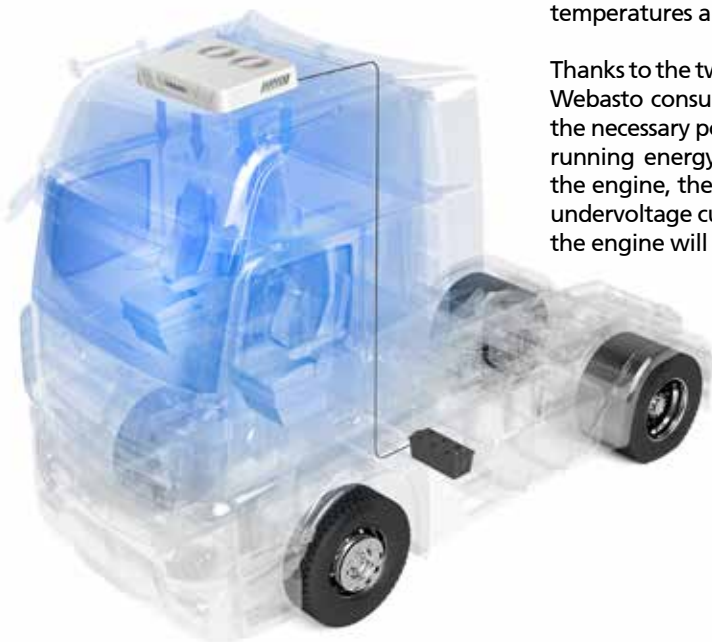
## **New Energy Efficient Webasto Parking Cooler for Trucks**

The powerful electric Cool Top 23 RT-E rooftop air conditioner guarantees pleasant temperatures and low humidity in the cabs during rest breaks in hot environments.

Thanks to the two new brushless fans, the new parking cooler from thermo specialist Webasto consumes less power, is very quiet and has a longer service life. It draws the necessary power from the vehicle's 24-volt battery and can deliver cool air while running energy-efficiently at up to 2 500 watts. The unit runs independently of the engine, thereby improving fuel economy because idling times are reduced. An undervoltage cut-off feature ensures the battery charge level is always sufficient, so the engine will always start immediately.

At 28 kilograms, the Cool Top 23 RT-E is very light and – despite its power – rather slimline in design and only 16.5 centimeters high. It can be easily and quickly installed in the cab's existing roof aperture. It is controlled from the unit itself or via remote control.

Truck air conditioning units that deliver cool air while the vehicle is moving are normally connected to the vehicle's engine and therefore operate only when the engine is running. On the other hand, parking coolers can run independently of the engine, drawing their power straight from the vehicle's battery.





# The All-New Hino 200 Series: Just Low, Just Fit

*The new model comes as the lowest and smallest truck in the HINO Light Commercial Vehicle (LCV) segment, making it perfect for narrow streets and windy roads.*

Speaking at the launching ceremony of the new HINO 200 Series, Managing Director of HMSM, Atsushi Uchiyama, said that “HINO 200 series is designed for our customer’s business success and it is equipped with features like easy access to smaller or narrow roads and the need for changes in the commercial vehicles industry. Our new light-commercial vehicle, HINO 200 series is one of our products that we have worked on to achieve



**H**ino Motors Sales (Malaysia) Sdn Bhd (HMSM), has launched their HINO 200 Series, a new series added to their Light Commercial Vehicle (LCV) line-up that delivers advanced performance and ideal size for the Malaysian market in March 2023.

The Company aims to provide trucks that are best suited to the needs of the local market to support its customers’ businesses, aligned with its mission “To be Malaysia’s most Customer-Centric and reliable commercial vehicle company, and make our country a better place to live by providing ‘Best-fit Product’ and ‘Total Support’”. The unveiling of the HINO 200 Series comes with its tagline ‘Just Low, Just Fit.’

customer satisfaction.” The launching ceremony was officiated Uchiyama and Masahiro Kumasaka, Chief Officer of Hino Motors Asia (HMA). There was also a pre-booking ceremony for Mighty Bakery Sdn Bhd, having ordered 10 units of the new HINO 200 Series, which is presented by Uchiyama to Mighty Bakery Sdn Bhd Director Rodney Khor.

### “Just Low”

The new series of HINO 200 is being introduced with one model at this moment, and it is a 4-wheeler. It comes with a manual transmission best suited to operate especially on narrow streets and windy roads. The 200 Series is the first in the overall Hino line-up that comes with a Euro IV turbo-charged inter-cooler engine and B20 Diesel compatibility. The 200 Series possesses a silent but powerful engine at 144 brake horsepower and 300 Nm of torque. This combination will produce better emission control and cleaner fuel combustion. The 200 Series is also characterised by low vibration with the independent front suspension. Overall, this will provide a better drive comfort than dependent suspension and better tire contact on uneven road surfaces.

The main attraction of the new HINO 200 Series is that it is a low cabin height and low deck height. These features allow for easy access to operators to load and unload their cargo. The mounting brackets are also available on the chassis frame for easy and direct body mounting.

The 200 Series has a low cabin height of under two meters, which allows the 200 Series access to more areas, such as basement parking lots at shopping malls. Customers will feel at ease to expand their business operations with the accessibility of the 200 Series. The 200 Series is designed with a tiltable cabin and together with the low cabin height, this makes it easier to perform maintenance services. According to Uchiyama it has low maintenance needs. With low maintenance and lifetime cost, customers can preserve their resale value.

### Safer Journeys for Everyone

In terms of added safety, the main and basic safety feature for every vehicle is the Anti-lock Braking System (ABS). Identical to HINO's other models, this new line-up is fitted with ABS that prevents the wheels from locking up during heavy braking. ABS allows for maintained contact with the road surface and extra grip. ABS helps the driver remain in control of the vehicle to avoid obstacles in its path during braking.

The 200 Series has a small turning radius at a measurement of 4 700mm where customers will have better manoeuvrability at tight corners. With the addition of Vehicle Stability Control (VSC) and Traction Control, the 200 Series has more grip when they enter narrow streets or tight corners.



### “Just Fit”

The 200 Series is suitable for three types of body which are cargo, box van, and customised truck. The 200 Series together with cargo is suitable for logistics with light payloads such as agriculture, groceries, construction, and courier services. The small size 200 series also will give easy access to day- or night markets that could be located along narrow roads.

The box van body will be suitable for businesses like electrical services, hardware appliances, clothing, and packaged foods. The 200 series also will be suitable to be used as a customised truck to be used in different businesses such as food & beverage, catering, event companies, mobile office, and advertising. **T**





## Tough Terrains Demand Smart Solutions

**E**ast Malaysia is bustling with energy and business. Although recognised as host to leading companies, which innovate and demonstrate how transportation can be done differently to counter adverse conditions, we hardly get to know about the success stories that take place there. This time, Tseu Vun King, Executive Director of Ramai Transports & Shipping (SDK) Sdn Bhd, in Sandakan steps forward to give us the low-down of how business is done post-pandemic.

As one would expect, the transport industry has also suffered during the Covid pandemic. “We were obviously facing the same problem as everyone else in the global supply chain,” King said. Customers temporarily stopped their business, and incoming containers were delayed and cash-flow severely impaired. “However, you still need to pay for the running cost. At the end of 2021, the business finally rebounded and our order volume increased month on month.” The trucks Ramai Transports & Shipping operates are used for their own operation, while a joint venture transport agency is offering transport services for third parties. In total, there are 25 trucks in this group of companies and the vehicles are deployed in the ports of Kota Kinabalu, Sandakan and Tawau.

Having used HAMMAR sideloaders for a number of years, King addressed the increase in demand for transportation solutions post pandemic with the addition of a new HAMMAR sideloader. Having taken delivery in March this year, King immediately deployed it and it hasn’t stood still since. The total number of sideloaders in Ramai Transports & Shipping’s fleet now is three. According to King, his share of the sideloaders in Sandakan is 50 percent as there are currently only six in total in operation. Having suffered from high transport charges due the global supply chain issues, King hopes that the supplier will find ways to reduce the cost. With a wink he said that “If HAMMAR could reduce the cost a bit, then we might be able to buy our next sideloader faster.”

When asked about the investment in such specialty equipment, King told Asian Trucker that the company



had added the sideloader in anticipation of a bulk of projects coming in over the next months. "We saw that the two sideloaders we previously used were extremely useful in managing peaks of demand". Expecting that the current two sideloaders would not be enough, King decided to add a third unit to be ready to tackle the demand he is expecting. Most of the trips are between Kota Kinabalu and Sandakan. This is, in King's words, where the sideloaders shine: upon arrival, the container can be dropped off at the client's yard and the sideloader can immediately be re-deployed for the next assignment. When using skeleton trailers, the trailers would have to be parked until the client has unstuffed the container, this taking the capacity out of the fleet for some time while a sideloader can be turned around much faster.

Some operators use stackers to manage containers. However, King found that the HAMMAR sideloaders are more durable and efficient in comparison. "And in case anything happens to the sideloader, we get support within a short period of time." East Malaysia is a tough terrain and from King's experience, the Swedish trailer is best suited to take the tough conditions on the nose with no problems. One cannot compare the road conditions between peninsular Malaysia and East Malaysia. Tyres suffer the most in East Malaysia, which means that transporters will be burdened with higher cost. Thus, the sideloaders can be used to compensate for the fact that the environment is more demanding.

Having compared the sideloader with other makes, King found that the construction of the HAMMAR promised to be the most durable one, although it might be a bit more expensive as a result of the way it is designed. "With more power on the sideloader, the equipment is also better suited to handle heavier load."

The next plus point is the ease of use, which means that many drivers will be able to manage this tool. A final argument for HAMMAR, in King's view, is the fact that the local management team of the Swedish brand has been unchanged since the set-up of the subsidiary. The first purchase of HAMMAR

sideloaders dates back ten years and thanks to the set-up of the company, King knows all the people that deal with him, making it easy to communicate. Having used his first sideloader for over nine years, he reports very little issues and in case of a repair needed, he lauds the on-site service provided by HAMMAR.

The rationale for the purchase of more expensive equipment rests with the added convenience offered by Ramai Transports & Shipping. A faster turn-around and easier manoeuvring in the yard translates into time saved, which in turn means an improved bottom line. Frequent training is provided to the drivers, utilising the knowledge of HAMMAR's staff to ensure that all drivers employed by Ramai Transports & Shipping are able to use the sideloaders with ease.

Interestingly, in Sabah, there are very few sideloaders in use, while the largest fleet of HAMMAR sideloaders globally can be found in Port Klang in peninsular Malaysia. King concluded by saying that the decision for the purchase of the sideloaders has been a real boon for his business and his clients. **T**





# Allianz General Launches Allianz Truck Warrior

*The Allianz Truck Warrior is the first roadside assistance coverage enhancement for goods carrying vehicles in Malaysia.*



Allianz General Insurance Company (Malaysia) Berhad (Allianz General) today held the launch event for Allianz Truck Warrior, a new supplemental benefit that provides roadside assistance to Allianz Goods Carrying Vehicle (comprehensive) policyholders involved in accidents or breakdowns. This is also the first coverage of its kind in Malaysia which opened for issuance since 12th January 2023.

## Tailored Assistance

With Allianz Truck Warrior, policyholders can expect roadside assistance services up to three times a year, towing of their goods carrying vehicles up to 100km roundtrip by our dedicated fleet of tow trucks for superior service guarantee, on-site repair service for breakdowns and flood relief allowance of up to RM5 000 per flood event. How one can enjoy all these benefits? Simple,

just buy our motor insurance policy and add on RM120 to get Allianz Truck Warrior.

“Did you know that the average cost of towing a lorry when it breaks down, is approximately RM800 and the cost increases based on distance? With Allianz Truck Warrior, we offer you a solution that solves all the haggling, waiting, negotiating at only RM120! No more waiting for a tow truck and risk having your productivity adversely affected by this as we will be there, on time when you need us. On top of that, towing is up to 100km (round trip) and on-site repair service are available for breakdowns plus you are entitled to flood relief worth RM5 000,” said Horst Habbig, Chief Sales Officer, Allianz General.

He further added that to qualify for the coverage, the vehicle has to fulfil the following criteria; the goods carrying vehicle has to have an A and C permit with Comprehensive Cover, up to 7.5 tons Gross Vehicle Weight or more popularly known as Berat Dengan Muatan (BDM), and the age of the vehicle is up to 20 years.

“At Allianz Malaysia, size doesn’t matter, big or small, we tow it all! Based on statistics from Insurance Services Malaysia Report, there are approximately 670 000 goods carrying vehicles which was insured in 2021. Therefore it only makes sense for us to extend this our services to

goods carrying vehicle and for us, the circle is now complete – we cover cars, motorcycle and goods carrying vehicles. We have bridged the gap and are proud to say that we stand alone in this field,” summarised Habbig.

### Easing the Burden

Any breakdown or accident means added stress on the operation. The Truck Warrior was conceptualised to ease the burden as much as possible should such an event happen. Speaking to Asian Trucker was Damian Williams, Chief Claims Officer Allianz General Insurance Company (Malaysia) Berhad, who provided insights into the service works and how transporters can best utilise this service.

„We first have to understand that breakdown repair (except minor roadside repair) is not covered under any motor policy. Customers can opt for their preferred repairer to fix their broken-down vehicle at their own expenses. As such, the choice the repairing workshop always rests with the customer.” Hence, there is not much of an issue when it comes to the vehicle being steered to a workshop after a breakdown incident.

The Truck Warrior is an evolution of existing services offered by Allianz. “We have Road Warrior products for our Private Car policyholders and Bike Warrior product for our motorcycle policyholders, respectively. It makes sense for our trucks to also be part of the “Warrior” series for Roadside Assistance,” Williams explained. It also denotes to the Insurer’s commitment to their customers to go all out for them when they face with a vehicle breakdown as well as their determination to combat touts where Allianz customers are often the victim in the event of an accident. Irresponsible third-party providers often haggle the price quoted and customers end up paying for “hidden charges” after their vehicle was towed.

The fleet of Truck Warriors covers vast stretches of Malaysia. The truck operators are placed strategically nationwide with quick access to major highways. Allianz’s operation centre is able to determine their location via GPS. The activation of the fleet is based on fastest arrival time to customer’s incident location. Allianz has committed to an arrival within two hours. Upon arrival, the drivers spring into action: While Allianz Road Rangers are trained to provide minor emergency assistance, their primary objective is to ensure the accident scene is manned safely and move the affected vehicle from the scene to ensure safety of our customer as well as other road users.

Basic operating procedure include handling / maneuvering vehicles such as motorcycle, cars, and commercial vehicles up to 7.5 tonnes. All Allianz Road Rangers must possess a valid commercial vehicle driving license. Allianz Road Rangers are also trained to replace punctured tyres, replace batteries, and jumpstart vehicles.

The dependability of these tow trucks themselves is crucial. With the manufacturer’s prescribed warranty, the trucks are serviced and follow a regular maintenance programme managed by the truck operators. “We take

our maintenance routine seriously as it is important for the safety of our customers and our truck contractors.”

### About Allianz in Malaysia

The investment holding company, Allianz Malaysia Berhad, a subsidiary of Allianz SE, has two insurance subsidiaries - Allianz General Insurance Company (Malaysia) Berhad (“Allianz General”) and Allianz Life Insurance Malaysia Berhad (“Allianz Life”).

Allianz General is one of the leading general insurers in Malaysia and has a broad spectrum of services in personal lines, small to medium enterprise business and large industrial risks. The GWP for general insurance business for financial year 2021 reached a mark of RM2.43 billion.

Allianz Life offers a comprehensive range of life and health insurance and investment-linked products and for the financial year 2021, Allianz Life recorded a GWP of RM3.26 billion and is one of the fastest growing life insurers in Malaysia. Allianz Malaysia has 32 branches nationwide.

In 2021, Allianz Malaysia won The Edge Billion Ringgit Club (BRC) Financial Services (below RM10 billion market capitalisation) award for the highest growth in profit after tax (PBT) over three years. The Company also bagged the Malaysia International Business Awards 2021 (Life Insurance category) and three awards at the Global Banking & Finance Awards: Insurance Brand of the Year Malaysia 2021; Best General Insurance Product Malaysia 2021; and Best Insurance Social Media Engagement Malaysia 2021. In 2020, Allianz Malaysia was awarded the Industry Excellence Award for financial services at the MSWG-ASEAN Corporate Governance Awards. The Company also ranked seventh amongst the Top 100 Companies for Overall Corporate Governance and Performance (by Rank) and 16th amongst the Top 100 Companies for Corporate Governance Disclosure (by Rank).



(L to R) Horst Habbig, Chief Sales Officer, Allianz General Insurance Company (Malaysia) Berhad and Damian Williams, Chief Claims Officer, Allianz General Insurance Company (Malaysia)





# Reigning Champion with 800Hp

The new Shacman X6000 800hp has become the world's most powerful truck. It is based on the new generation truck platform, named 'Delong X6000', which is independently developed by Shaanxi Automobile Holding Group Co., Ltd. (hereinafter "Shaanqi"), headquartered in Xi'an. The company was founded in 1968 and formerly known as Shaanxi Automobile Manufacturing Factory.

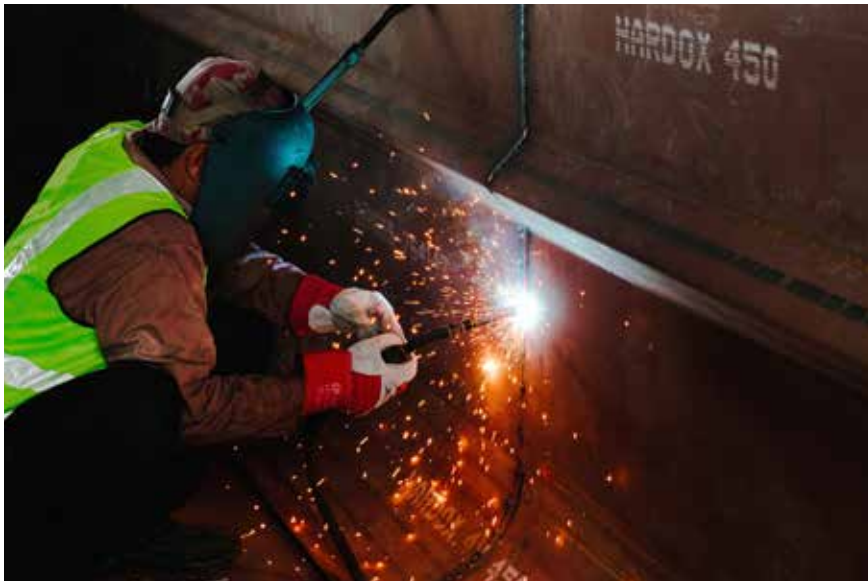
Having developed rapidly during the 13th Five-Year Plan period, Shaanqi has already set up two industrial bases in Xi'an and Baoji. The performance of the company has been achieved a record-high level in successive years. Right now, Shaanqi has already become a commercial vehicle industry base, realizing the "Two-Wheels Drive" strategical transformation which means developing Shaanxi Automobile Group Commercial Vehicle and Shaanxi Heavy Duty Automobile simultaneously. The manufacturer is reportedly building a factory in the province of La Rioja to cater for the Latin America market.

The truck is powered by a 16.6 litre Weichai WP17H800E68 Euro 6 engine that delivers 800 HP and 3 750 Nm torque. Early customers already praise the X6000 product for its fuel-saving performance, safety, reliability and comfort. **T**





## GF Engineering's Tippers Last up to 20 Percent Longer with Hardox 500 Tuf Steel



### Improved Service Life and Productivity with Hardox 500 Tuf

"We had been using Hardox 450 for years and now we've upgraded to Hardox 500 Tuf," he says, adding that he and his colleagues have confidence in the performance that Hardox delivers.

"So far, we've completed making approximately 200 units of tippers using SSAB steel and can see that the service life and productivity of the equipment has increased to approximately 20 percent more," continues Ho Kam Fatt.

John Kuan is SSAB's Area Sales Manager for Southeast Asia. As one of the most established body builders in Malaysia, he believes GF Engineering shares SSAB's long-term vision to improve the overall tipper market.

*"So far, we've completed making approximately 200 units of tippers using SSAB steel and can see that the service life and productivity of the equipment has increased to approximately 20 percent more." - Ho Kam Fatt, Director of GF Engineering*

**W**ith more than 40 years' experience in tipper manufacturing, GF Engineering is a market leader in the segment in Malaysia. Since making Hardox 500 Tuf steel its material of choice, its tippers last longer, weigh less and can handle heavier loads than ever before.

The people at GF Engineering know a thing or two about tippers. A mid-sized, family-owned company, GF Engineering was founded in the 1980s and has been making tippers for the Malaysian market ever since.

In 2016, the company switched from mild steel – the industry norm in Malaysia at the time – to Hardox 450 wear plate. More recently, it elected to upgrade to Hardox 500 Tuf. A good decision, says Mr. Ho Kam Fatt, Director of GF Engineering.

"At SSAB we see our customers as partners and customers' business as our own business," he says. "We see similarities between SSAB and GF Engineering and want to help them utilize SSAB products in the best possible way to create new innovative steel solutions and applications."

#### **Easier and Less Welding**

Since making the switch to Hardox 500 Tuf, GF Engineering has benefited a whole slew of improvements. For one, Ho Kam Fatt says he and his colleagues like the fact that Hardox 500 Tuf is easier to weld and, furthermore, saves them from having to weld consumables. Hardox 500 Tuf also delivers consistent workshop properties and offers predictable cutting and bending results.

"Overall, the tipper body is 10-15 percent lighter as compared to a conventional tipper," says Ho Kam Fatt, adding that this "also increases the loading capacity of a 40-foot trailer by 10-15 percent."

Other developments brought about by the switch to Hardox 500 Tuf include a shorter production lead-time and an overall productivity

increase of some 15-20 percent, while fewer welds result in reduced maintenance needs since the number of weak points is significantly smaller.

#### **Expertise and Reputation**

As Production and QC Engineer, Mr Kong Kok Sing, is getting deeply involved with the SSAB steels. According to him, the Hardox branded steels address specific needs in the construction of the trailer, offering weight reduction and improved performance. For instance, thinner plates can be used for the side walls. Hardox steel requires expertise: the characteristics of the steel dictate the need to specific tools, jigs and expertise in handling the material. Consequently, not every body builder is able to fabricate trailers using Hardox. Therefore, SSAB would evaluate customers on strict criteria and only supply to authorised workshops.

Kong recommends SSAB's Hardox to all his customers. "Although the steel is a little bit more expensive, the investment is more than recovered quickly as the trailers last longer and perform better. Typically, I would have to explain this to our customers first



**Ho Kam Fatt, Director of GF Engineering**

as they many have never used this steel before." Although the number of produced trailers stands at over 200, Kong recons that the market for the Hardox bodied trailers is much bigger.

The relationship between GF Engineering and SSAB has been going on for several years. "We appreciate SSAB as a strong partner that was able to supply and support us even during the pandemic," he added. Kong hopes that more customers would factor in the immense advantages, such as the dependability of the supply chain and the long-term ROI, rather than just looking at the purchasing cost. **T**

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**ASIAN TRUCKER**



According to MAN Malaysia, LTS is now MAN's biggest customer with over 240 trucks delivered to the company.

During the hand-over, held on 21 February, five trucks were lined up to represent the latest delivery of trucks to LTS. Commenting on this was Ms May Lee, Group Executive Director of LTS Group by saying that "We have to innovate and continuously improve. There is no doubt that the market will be more demanding when it comes to being socially responsible and deploying these trucks with EURO V engines is just one of many ways to do so."

# Status Update on MAN's Sustainability Journey

*German marque MAN took a bold step in November 2021 to skip forward to EURO V engine technology, offering it as standard in Malaysia. After slightly more than a year, we take a snapshot of where the brand stands on their journey.*

There are, of course, a number of considerations that come into play when purchasing a new truck. The trucks specced in EURO V technology would be more expensive when just considering the cost to purchase them. The need to use Diesel Exhaust Fluid (DEF) also means extra cost. However, time and again, the improved fuel efficiency of these engines make more than up for it. With the enhanced engine technology also comes a pack of safety features that previous generations of trucks did not have.

### In Practical Terms

As a case study, MAN Malaysia has calculated that 100 units of MAN EURO V trucks operating in Penang would result in a reduction of 40 percent in Cos with 2.5 tonnes of CO2 saved. On top of that, 4.3 tonnes of NOx would be reduced. To put this into perspective, these 100 trucks would mean that annually 80 trees would be saved. Extrapolating this to the entire commercial vehicle industry, the reductions of harmful gasses could be drastically reduced.

However, there are still some obstacles that the industry faces. For instance, the availability of DEF is patchy. Many transporters in the south of the country would source their DEF from Singapore. Meanwhile, several suppliers in the

local market are ready to offer DEF. At the same time, there is yet to be a galvanised push from the Malaysian government regarding the upgrading to higher EURO Emission norms. For now, the move to EURO IV is on the cards with many being sceptical if this move is going to be followed through.

### New Trucks for New Times

Recently, MAN Malaysia handed over trucks with EURO V engine technology to two clients in Prai. Lee Ting San Group (Known as LTS) has been the earliest supporter of the move made by MAN. Having placed the very first order for the new generation truck as early as November 2021, the company now has 20 EURO V MAN trucks in their fleet.

### Trying New Ways

Putting sustainability on the agenda, first-time customer City Zone Express (CZE) is trialling one of the new MAN trucks, having taken delivery on 22 February. The purchase of the New MAN TGS is significant as it is the company's first brand-new European truck.

Mr S Pirithivaraj, General Manager of CZE told Asian Trucker that this is motivated not only by current market demands but also by forward looking planning. "In Singapore, where we are listed, we will soon have to comply to more stringent regulations regarding CO2 emissions. Also, entering Singapore with a truck is a matter that depends on the engine technology now we will see more stricter rules being imposed soon, too," he explained. As a new MAN customer, CZE will now operate the truck to gather data and experience in running EURO V engine technology.

"We have made several trips to Singapore with the EURO V-powered New MAN TGS. Feedback from the driver has been very positive. The power, safety, comfort and fuel efficiency are all very good," he added. **F**





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# Unimog Museum Reopens after Expansion

*New expansion creates plenty of space for even more Unimog experiences with twice as much to experience.*



(Unimog). Outside, visitors also have the opportunity to take a fast-paced ride on an all-terrain course with slopes and inclines of over 9 percent. This innovative exhibition concept also includes new digital exhibits and a scavenger hunt using your smartphone. To top off the Unimog exhibit, the new building is also home to a permanent exhibit on automotive manufacturing in Gaggenau from 1894 to the present day.

## Large Crowds at Opening Ceremony with Supporting Program

The Unimog Museum opened its doors last weekend, with almost 1200 visitors attending the two-day reopening festivities. With guided tours of vehicles from nine different decades or a digital scavenger hunt to explore the various attractions, there was a lot to do. In his opening speech, Christof Florus, Mayor of the City of Gaggenau, said: "The Unimog Museum is a jewel for the entire Murg Valley and beyond – and today it shines twice as brightly into the wider world. Getting something like this off the ground, privately, voluntarily, with an association: great work!" Those who cannot make it to visit the museum may resort to learning about the Unimog in Asian Trucker's coffee table book "Iconic Trucks".

**O**n the last weekend of January, the Unimog Museum celebrated its reopening with an extensive supporting program for young and old alike. This expansion doubles the available exhibition space, meaning there is now more than enough room for the new exhibition entitled "The Best of the Unimog Museum", including numerous spectacular vehicles and much more to amaze all visitors.

## Modern Expansion Offers new Opportunities

After two years of construction, the Unimog Museum in Gaggenau has finally completed its grand exhibition hall standing 10 m high (approx. 33 ft). Featuring abundant timber and glass, this new building increases the exhibition area by 1,100 sq m (approx. 11840 sq ft) and provides an additional gallery space. Since the reopening, the Museum can now showcase almost every model from the Unimog and MB-trac tractor model series being used in a wide range of applications. In some cabs visitors can even take to the wheel and get a feel for what it's like to operate a motorized vehicle like the "Universal-Motor-Gerät"

# Is that Even Allowed?

**D**uring the recently held PULSE Dialogue Session with government agencies issues pertaining to the licencing of commercial vehicles were raised. In a previous discussion with a distributor of trucks and buses I learned that it takes up to 13 authorities and bodies to be involved to put a commercial vehicle onto the roads in Malaysia. It can take up to nine months from the moment a permit to buy a truck has been obtained to finally driving the vehicle off the yard. I met a supplier to the industry from China, who commented that Malaysia is the only place where buying a truck or bus involves that much bureaucracy. Elsewhere, transporters just buy the vehicles and are deploying them within a couple of days. Another peculiarity is the limitation of trailers being linked to specific trucks only.

Certainly, we need to have some rules, regulations and licences in place. A valid driving licence is one requirement that I doubt will be objected to. A business licence is perfectly fine too, as we somehow need to manage the economy and its players. However, one thing I struggle with is the idea that one cannot just hook up any trailer to a truck, given they can be connected and both are road legal. Naturally, any trailer or truck maker will comment that there are trucks better suited for a given application. However, if the downside is higher fuel consumption, more tyre wear, that should be left to the owner of the business to decide. After all, maybe the wrong truck / trailer combination may not be the best suited, but it still generates income as opposed to not being able to take a job.

A licence or some sort of paperwork is also a good practice when it comes to preferential tax rates. Certain sectors in the transport industry are not subject to SST on the vehicles and with that, there has to be a mechanism to avoid abuse. Fair. However, anyone wanting to buy 100 trucks should just be allowed to do that without having to have a ask for permission to do so. Should these trucks end up being parked on the yard and not generate money, well, that is something the buyer has to answer to the shareholders for. The current practice makes it very difficult to react to fluctuations in demand. If there is a boom, it would take the industry half a year at least to ramp up capacity.

Moving dangerous goods should require licences and permits. These items should be handled accordingly, and safety requires training and equipment. This is one area where I would insist on having certain licences in place. There is a limit to the flexibility we should allow transporters to have; there are plenty of flexible uses of trucks and trailers that don't have to be restricted by limitations as to what can be carried. While we are at that, maybe it is also time to look at the vehicle inspections. What speaks against having more than one provider if independent companies can also provide this service? Other countries have applied that approach, resulting in higher standards as these companies then compete for their share to vehicles to be sent in for inspections.

One will also quickly learn that the many bodies and authorities are not really inter-connected. Even if we assume that all these steps in getting vehicles onto the road are required, the



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process could almost certainly be put on speed by harnessing the power of modern IT. The "runner" is pretty much still a job that is needed and needed to carry physical documents to physical places. Just like we can manage our accounts with online banking, we should be able to submit applications for vehicle permits, their plans and other documents online.

From my understanding, many rules and regulations have been in place for many decades. As a foundation, they might be grate and when they have been drafted, they were timely and up-to-date. Needless to say that nothing is as constant as change and that the industry has moved forward is evident everywhere. Accordingly, the legal and regulatory framework should be overhauled and updated. I am not advocating Anarchy by any means as we need solid guiding principles and laws.

Kaizen, the constant striving for improvements has long since made its way into the design, production and operation of trucks. Why not apply the same principle to the regulatory framework and put the industry on free speed by eliminating processes that might have made sense once, but are no longer useful? **F**

## Mitsubishi Fuso Opens Orders for the New All-electric Light-duty eCanter in Japan

Mitsubishi Fuso Truck and Bus Corporation has now opened orders for the fully remodelled all new electric light-duty 'eCanter' truck in Japan. MFTBC sales companies and regional sales units across Japan have started accepting orders from domestic buyers as of March 9, 2023.

After launching the eCanter in 2017 as Japan's first series-produced, all-electric light-duty truck and introducing subsequent upgrades with advanced safety equipment, MFTBC unveiled in 2022 its latest model with a significant expansion to the vehicle lineup and options for driving range. This new model adopts the eAxe, which integrates the motor with the rear axle, enabling a reconfiguration of the drivetrain. The more compact drivetrain has made it possible to expand the chassis lineup from the current single option to a total of 28 variants for the Japanese market. A power take-off unit (ePTO) has also been adopted to support body applications such as tippers, car carriers, detachable body trucks, rear cranes, and garbage trucks. The new eCanter has been engineered with a modularized battery design that can accommodate a range of one to three battery modules based on the wheelbase. The

new model has secured a range varying from 99km to a maximum of 324km\*\*\* based on the vehicle type. It addresses a diverse range of transportation needs from last-mile delivery to long-distance transportation. Also equipped with new functions that reduce battery consumption during heating usage in cold climates, the eCanter has evolved significantly into an EV truck suitable for a variety of business needs. **F**



## Hendrickson's Airtek NXT and Roadmaax Launched at Tadano Global



Hendrickson Truck Commercial Vehicle Systems announced today that it has partnered with Tadano Global to offer the AIRTEK NXT front air suspension and dual steer axle system and the ROADMAAX high capacity rear air suspension systems as a part of the chassis enhancements for the all-terrain cranes for GT-800XL-2 and GT-1200XL-2.

"In a market historically focused on lift capacity and boom capabilities, vehicle ride and handling have drastically underperformed, leaving operators demanding more out of their machines. AIRTEK NXT and ROADMAAX are the first purpose-built suspension and axle system designed specifically with the Truck Crane drivers in mind," states Jason Shiffler, Business Unit Director for Cranes at Hendrickson. "Our team has worked to exceed customer expectations by delivering a best-in-class ride and handling performance without sacrificing durability or vehicle operating capabilities. Utilizing Hendrickson's industry-leading analysis and validation techniques, AIRTEK NXT and ROADMAAX have been engineered to meet the most challenging job-related demands, provide highly predictable steering and maneuverability, and deliver the lightest weight Truck Crane suspension solution in the market." **F**



## NSLOA Holds AGM, Elects President

The 88th Annual General Meeting of the Negeri Sembilan Lorry Operators' Association was held on 26th February 2023 in the Association's premises in Sendayan. During the AGM, the minutes of meeting of the 87th AGM were approved, activities organised

during 2022 reviewed and the accounts approved. Having served his first term of three years as President, Lee Hung Yang was re-elected for another term. For the current year, NSLOA is planning a gala dinner to be held in August 2023. **T**

## IVECO Daily wins Business Vans 'Best Large Van' with eDaily "Highly Commended"

The 2023 Business Van Awards yielded some impressive victories for IVECO and the Daily range with an award win and a commendation in highly competitive categories.

When it comes to versatile vehicles, the IVECO Daily is a staple of the commercial vehicle world – something highlighted by the IVECO Daily winning the 2023 Business Van 'Best Large Van' award. Citing its innovative AIR-PRO suspension that provides superior comfort and load security, this large van impressed judges.

The IVECO Daily was awarded thanks to its "impressive suite of intelligent solutions along with its unique pneumatic suspension and electronic controls operated via a dedicated in-cab. A great mix of driving comfort and cargo-carrying capability."

The IVECO Daily combines a rugged truck-based chassis, highly capable 3.5-tonne towing ability, class-leading cargo space, and an impressive 4.9-tonne payload with the latest technology such as AIR-PRO. AIR-PRO rear suspension continuously adapts to the conditions of use to deliver a uniquely smooth and safe ride for driver and load. Its Continuous Damping Control (CDC) unit reacts almost instantly to changes in road surface quality, re-calculating ideal individual shock absorber pressure every 10 milliseconds to deliver the optimal dynamic reaction. As such, a 25 percent reduction in vibrations contributes to supreme comfort and a more relaxed driving experience. **T**

# TSA Reached another Milestone with 10 000 Motors Produced in Hyderabad



In 2009, Traktionssysteme Austria (TSA) signed a Joint Venture with the Indian company Medha Servo Drives Pvt. Ltd. The manufacturer of control and power electronics is a pioneer in the field of electrical equipment for rolling stock and India is considered one of the world's largest markets for rail vehicles.

As part of the Make in India Initiative, we are thus able to manufacture motors, gearboxes and generators in India for the Indian market. Since the opening of the production facility of the Joint Venture Medha Traction Equipment Pvt. Ltd. in 2012, more than 10,000 motors have been manufactured to date. This remarkable milestone was celebrated by the 320 employees at a festive ceremony in Hyderabad. **F**

# DAF Starts Assembly Factory for Electric Trucks



The brand-new Electric Truck Assembly is situated at the DAF Trucks premises in Eindhoven. Construction of this factory for electric trucks was completed in eighteen months.

The first DAF XD and XF Electric trucks will roll off the assembly line this spring. DAF expects production to rise to several thousand vehicles per annum over the next few years, in line with the increasing demand for fully electric trucks.

The basis for each new generation electric DAF truck is a so-called glider, a chassis without a driveline but with a cab. The glider is manufactured on DAF's main truck production line. The 4x2 and 6x2 rigs and 4x2 tractors are then completed to XD and XF Electric trucks in an eight-step process on the Electric Truck Assembly production line.

The new factory actually has two assembly lines. The battery packs are assembled on the sub-assembly line while all high-voltage components, including batteries and driveline, are mounted on the chassis on the main assembly line. Thorough checks are then carried out at the final stations to ensure that the truck is in perfect working order. **F**

**D**AF is expanding its production facilities with a new Electric Truck Assembly factory in Eindhoven, where the production of the New Generation DAF XD and XF Electric will commence this spring. These fully electric vehicles provide a range of over 500 'emission-free' kilometres, which represents an important step by DAF in the pursuit of even cleaner road transport.

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