

ISSUE 71, May / June 2023  
RM10.00

ISSN 2130-382X  
9 77183 382009  
KDN PP18693/12/2017 (034826)

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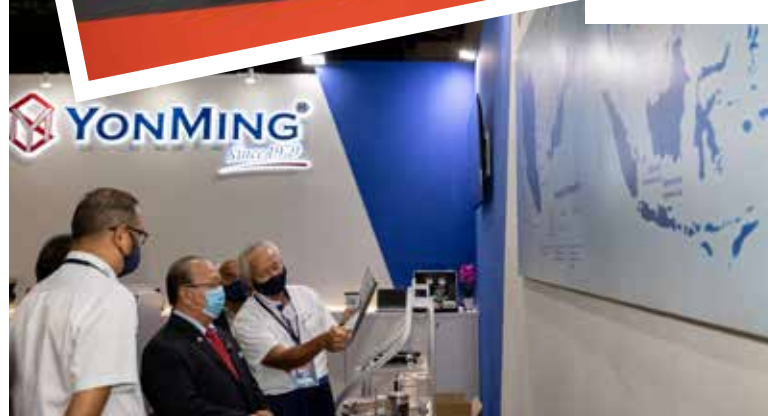
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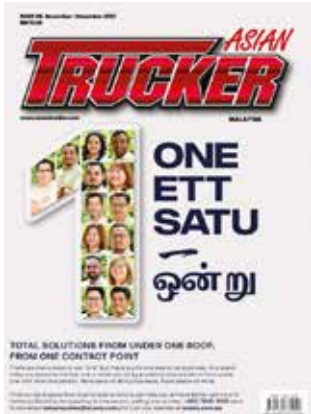
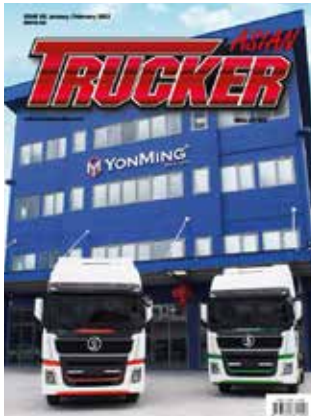
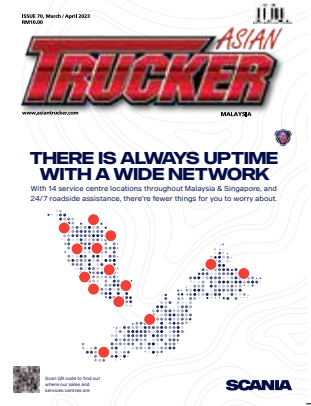
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## **PUBLISHED BY**

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,  
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia [www.asiantrucker.com](http://www.asiantrucker.com)

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## **PRINTED IN MALAYSIA**

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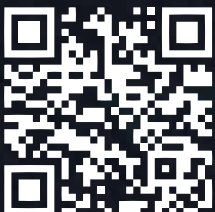
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## Together: the Old and the New

Nothing is more constant than Change. This true-ism is often used and hardly ever disputed. However, I would argue that there should be a bit more to this as any change, small or drastic, will almost always result in the co-existence of what was before and what is after the change for some time. In some cases, a transition is fast, in others it takes some time.

We see this in the commercial vehicle industry as well. Malaysia is a great example of how the old, such as the "Merc 911" is still a vehicle of choice for many operators in tough and rough terrain, while the next vehicle is new and fitted with highly sophisticated equipment. The contrast could not be bigger. In this issue, we feature both, just as we should, in order to acknowledge the co-existence of the old and the new. Oftentimes, parts or equipment need to be retrofit. With new components becoming available, a truck could be enhanced,

or a workshop improved. Modern composites provide longer lifespans and replacing ball bearings for instance ensures that an older vehicle performs better thanks to a new part. Your workshop, although established, may benefit from the addition of a new compressor for instance, providing opportunities to add services or enhancing the working conditions.

The idea of a quarry or a mine is nothing new. However, how we extract minerals or precious metals using trucks has evolved. Our featured truck is the latest in cutting edge technology. I am guessing that this vehicle might be obsolete in a short while as we are currently leaping ahead when it comes to renewable energies and the use of AI in transportation. Insurance coverage is something we had to take out for decades. Nowadays, just the coverage is not enough and novel services are what sets aside brands.

In our current issue of Asian Trucker you will find a number of articles that deal with innovations, the new. Meanwhile, each of these innovations requires the industry to adapt to a dual system approach though. Take for instance the use of a sideloader as part of a haulier fleet: the fleet manager would have to know the pros and cons of either type of trailer, schedule them accordingly and ensure that the system of truck and trailer works perfectly together.

Sometimes, the need to manage older and new systems, tools and equipment in parallel also puts an undue stress on an operation. A sudden and unexpected change may disrupt planning. For instance, the Malaysian government has announced that the Emission Norms will be revised with EURO IV being the standard for the coming years. Firstly, that means we would have to deal with different engine technology, parts, repair and maintenance procedures etc. Imagine now, the industry would have prepared itself for this and with a hoppla, the government decides to go straight to EURO VI.

Two of the big stumbling blocks for the commercial vehicle industry is the need to of mixed fleets when it comes to the fuels and autonomous vehicles. In either case, there has to be systems, legislation, infrastructure, talent and supplies in place to support both at the same time. As we cannot replace 100 percent of the vehicles in an instant, the old technology will have to be phased out, the new technology comes in. I would think that the next 10 years on the road will be very interesting as there will be four different types of vehicles based on the fuel type and who's driving. There will be ICE-Driven, ICE-Autonomous, E-Driven and E-Autonomous.

I have a new PC. Which is the same as one of you buying a new truck: it is an asset to perform your work, whereby the job doesn't change. For you it is moving goods. Your fleet will always comprise of new and older trucks, which have to perform side by side. We will always have to work within a framework that has to accommodate the fact that there is a mix of old and new.

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Stefan Pertz,  
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# SCANIA



# Isuzu and UD Trucks Announce Jointly Developed Vehicles

*First jointly developed product symbolizes deepening collaboration between the two companies.*

The new tractor models are the first jointly developed products by UD Trucks and Isuzu since UD Trucks joined the Isuzu Group in April 2021. They went on sale on April 4 through each company's respective sales network.

Through this joint development, Isuzu and UD Trucks have brought together technologies from both companies to realize higher load capacity by downsizing the engine, better drivability and expanded safety features. These efforts are aimed at addressing challenges faced by the industry, such as relieving driver shortages and improving the working conditions of drivers.

Together, Isuzu and UD Trucks currently operate a commercial vehicle service network of more than 400 dealers in Japan and will continue to support customers' operations.

In addition, the companies are continuing to strengthen collaboration initiatives, such as the shared use of domestic and overseas parts warehouses, joint delivery and purchase of spare parts, and the opening of a joint office in Singapore with the aim of strengthening the overseas business.

At a press conference at UD Trucks Headquarters, Shinsuke Minami, Director of the Board, and Managing Executive Officer of Isuzu, said, "Today we are very pleased to announce jointly developed tractor models. Since UD Trucks joined Isuzu Group, we have continued to foster a culture of mutual understanding with an emphasis on creating new value. By deepening our collaboration, we will work to address logistics challenges facing our industry and accelerate the future of transport."

Takashi Oodaira, Managing Executive of Isuzu, added, "Isuzu has a broad product portfolio that includes small, medium, and heavy-duty vehicles as well as buses. We also have extensive knowledge of how

customers use our vehicles and their needs. We will continue to provide transport solutions to customers by maximizing developmental efficiencies and leveraging the strengths of both companies."

Douglas Nakano, Senior Vice President of Technology and Chief Technology Officer of UD Trucks, said, "Becoming a member of Isuzu Group has allowed us to make a comeback in the 6x4 tractor segment after a 13-year absence. We will continue to develop heavy-duty vehicles that meet the needs of customers as member of Isuzu Group".



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# Persuasion of Power Moves Heavy Metal

*When only the most powerful trucks will do the job, these Chinese trucks manage to wow an industry veteran.*


Transporting heavy scrap metal across the country is not an easy job for trucks. Moving the precious cargo from the East coast of Malaysia to Johor, Westport and other locations, Lim Beng Kiat was looking for a very specific profile of a truck. Having driven trucks himself since the age of 21, he now has 40 years of experience under his belt and knows exactly what was needed for the job: the Sinotruk T7H.

The mission requires a heavily laden truck to drive from Malaysia's East Coast to the ports where the scrap metal is discharged. Once the delivery is completed, the truck will return empty. It is when the fully-laden truck is labouring up the hills of Pahang when the 540 Hp engine is paying dividends. Lim said it is the extra power that allows the trucks to go up the hills faster. In addition, the engine of the T7H will run at lower RPM, which translates into better fuel economy. "Yes, continental trucks have a lot to offer, however, I am missing trucks with more power offered by them. That is why I have decided to buy ten units of this China-made truck," he told Asian Trucker.

Besides the high-powered engine, the trucks are packed with technology that helps the drivers to stay focused on the job. The 2 500 Nm torque allow for easy cruising on the highway and climbing hills. As a special feature, retarders have been fitted to these units, making downhill coasting safer. Long service intervals of up to 50 000 Km ensure that this operator gets a lot of trips done before having to steer to the workshop in Kuantan. "My drivers have been very happy with the trucks as the cabin is very comfortable. Not only is it spacious, but it is also air-suspended," Lim said. When talking about these trucks, Sino Truck Commercial Vehicles (M) Sdn Bhd always points out that much of the technology is derived from Europe, given that Sinotruk is in a joint venture with a European truck maker.

Lim also noticed right away that the new vehicles would improve his uptime as they would not be prone to breakdowns. The B10 service live is listed with 1.5 million Kilometres. Despite the high horsepower, he also indicated that the fuel consumption is surprisingly low, which he traces back to the low revs needed to pull the trailer. Still a trucker at heart, Lim test-drives every unit first before handing them over to the designated drivers. "Now that I have tested each unit and know that they run smoothly, I can also relax and focus on my part of the job, which is to run the business, not the trucks." He added that he hopes that Sino Truck Commercial Vehicles would soon bring in even more powerful trucks.



An order for ten trucks is, of course, a reason to celebrate. However, this particular delivery is part of a bigger success story that Mr Loo Lian Khing, General Manager, Sino Truck Commercial Vehicles (M) Sdn Bhd has to tell. "Remember, I was the first one to sell Sinotruks here in Malaysia some 20 years ago. Back then, the perception, and admittedly, the quality of this brand was a different one. Now we can look back at a success story as we are posting sales record after sales record." According to him, there have been over 2 000 units of Sinotruk sold in 2022. "For this year, we expect to sell even more as the number of sold Sinotruks till date (end of May) already stands at 1 000." 





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## MAN Malaysia Organises Largest Handover to Date to Logistics Solutions Providers from Across the Country



**M**AN Truck & Bus (M) Sdn Bhd handed over its market-leading Euro V-powered New MAN Trucks to 14 customers from across the country and different segments of the economy in what was the company's largest handover ceremony to date.

Penang-based Juta Cahaya Gemilang Sdn Bhd and Sikap Mawar Sdn Bhd; Kelantan-based Mekar Angkut Sdn Bhd and Pancaran Matahari Logistics Sdn Bhd; Terengganu-based Zha Pengangkutan Sdn Bhd, Johor-based SBK Logistics Sdn Bhd, Negeri Sembilan-based L & R Haulage Sdn Bhd and Klang Valley-based AG Sdn Bhd, Gamalux Sdn Bhd, Gill Logistics Sdn Bhd, NX Transport Service (M) Sdn Bhd, Rani Transport Sdn Bhd, Sidhu Brothers Transport Sdn Bhd and Taipanco Sdn Bhd received their brand-new trucks of various models and specifications from MAN Truck & Bus SE's Senior Vice President and Head of Sales Area International, Roman Sitte, who was on his inaugural visit to Malaysia.

Ten of the companies were first-time MAN customers, which reflected the growing confidence among the logistics industry players in the low-emission truck solution from the German marque. Among those is L & R Haulage Sdn Bhd, which offered an insight into the purchasing decision. Speaking to Asian Trucker was R. Vishnu, Managing Director, who said "We have done an extensive study and concluded that it is more economical to purchase brand-new trucks. This is a batch of ten units, which are to replace old vehicles." According to him, the higher purchasing cost is easily offset as he expects less downtime, as he is experiencing with vehicles that were previously purchased as second-hand. "We may need Urea to run these EURO V trucks, but we will surely be able to increase profit as the trucks will need less fuel." Vishnu added that they surveyed among truck drivers, not other owners, to make the decision. Drivers have commented positively on the power of the truck as well as its extreme driving comfort.

In November 2021, MAN was the first truck manufacturer in Malaysia to offer Euro V engines as standard across its entire product range in a bold attempt to encourage Malaysian transporters to join the sustainability journey.





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More than a year on, the Euro V-powered MAN Trucks have been praised by both business owners and truckers alike. Business owners have benefitted from the MAN Trucks' proven performance, fuel economy, lower maintenance due to reliability and uptime improvements and general cost efficiency that contribute to lower total cost of ownership. Drivers have commented on the superior comfort, safety, ergonomics, power, braking and great styling.

Sitte lauded Malaysian customers for their foresight and willingness to embrace technology and join the sustainability journey. "It has been impressive to see the city of Kuala Lumpur and the ports here in Klang. The infrastructure is superb and it is clear that our products are the right fit for the needs of the local transporters," he elaborated. Sitte pointed out that the transporters receiving their vehicles during the event are thought leaders as they are ahead of the planned introduction of EURO IV emission norms in the country. Acknowledging the opportunities that Malaysia offers, Sitte commented that MAN offers more than heavy duty trucks. "In consideration of the market conditions and our offering, such as electric prime movers, we will need to carefully evaluate a market before we decide to offer additional models."

"MAN has a long history in this country that spans more than three decades. However, over the past year or so, our brand has grown by leaps and bounds, driven by a very good product that was able to help businesses achieve both sustainability and profitability goals. Malaysia is now a focus market for MAN SE and we are committed to growing with all of you," he said.

MAN firmly believed that the future of trucks is electric and the fully electric MAN eTruck is set to hit the roads in Europe with the first deliveries to customers scheduled for the first half of 2024. Despite that, Sitte said that the company would not rush into bringing it to Malaysia until the necessary infrastructure and the right environment and incentives from the government were in place.

"We must make sure that we have the right product at the right time and time the market correctly with the innovation cycle. Meanwhile, diesel engines, especially low-emission variants with Euro V and above specifications, still have a long way to go. With the trucking industry in transition, we will continue to offer technologically advanced products that best serve or meet the 'real world' needs of our customers," he said. O'Brooks told Asian Trucker that it can be observed that the new engine technology is now better accepted and that there is less hesitation in the market to

opt for EURO V, despite the need to use Diesel Exhaust Fluid (DEF). "Although not all petrol stations carry it, there is no issue in obtaining DEF". According to him, this is the right way to penetrate the market, targeting those transporters that are keen to make a difference.

MAN Malaysia Managing Director Andrew O'Brooks said that the company was developing, growing and moving forward with clear purpose to better support its growing pool of customers. When asked about it, O'Brooks acknowledged that a number of MAN customers in recent months have been first-time buyers. He said that "These are the people that carry the brand, it is these companies that are supporting us in our journey towards sustainability and it doesn't matter if they are buying one truck or dozens." In his view, each customer is equally important as they all part of an expanding portfolio that demonstrates what MAN is able to do.

"Our new headquarters in Shah Alam is shifting into high gear, with the official opening scheduled for July. We have just rolled out our first MAN Truck from the new CKD assembly line. The new service centre within the same integrated facility is able to efficiently service our customers' trucks and buses. We are growing our team and also hosting colleagues from the Cluster who are looking after several other markets in the region," he said.



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# MR DIY Takes Delivery of 29 New Isuzu Trucks, Including Two New Giga EXR Prime Movers



Malaysia's largest and fast-growing home improvement retailer which needs no further introduction, MR DIY, has recently taken delivery of 29 units of Isuzu truck, including 2 units of the latest heavy-duty GIGA EXR52 with Automated Manual Transmission (AMT) model. The trucks were delivered by Ultra Gallant Sdn Bhd, ISUZU Malaysia's Klang-based dealer, who has been serving MR DIY since it started using Isuzu trucks.

The Isuzu GIGA EXR is one of several heavy-duty models that were unveiled in mid-2022 as part of the new generation of Isuzu GIGA truck range which produces more power, improved stature and higher performance. The GIGA EXR's strength, performance and efficiency are contributed by its Euro III emission standard, 15.6-litre 6WG1 engine and a maximum of 420 horsepower output. Meanwhile, the truck's robust stature and aerodynamic design increased its dependability and efficiency.

Ivan Lim, Sales Manager at Ultra Gallant shared, "The GIGA EXR model embodies strength and innovation on the cab exterior and improved functionality, comfort and spaciousness in the cab interior. Overall, this truck presents a new design that balances between power, comfort and economy. It is the ideal and efficient workhorses for logistics operations that demand extra heavy load."

Within the past year alone, MR DIY had ordered a total of 36 trucks comprising light-, medium- and heavy-duty units. Lim said that they are indeed very pleased to be able to fulfil MR DIY's requirements and looking forward to continuing to deliver great products and services to all their customers.

According to MR DIY, the company had purchased more than 100 Isuzu trucks of various models since 2017 till now. This fleet of new Isuzu trucks will be

used to transport goods in bulks between the retailer's distribution centres located in the Klang Valley, Penang and Kuantan.

A spokesperson from MR DIY Group remarked, "As the largest home-improvement retailer in the region offering an average of 18 000 variety of products in over 900 stores across Malaysia, our logistics operation is constantly active and busy. With this also comes the challenge of keeping operational costs low so that our consumers can continue to find delight in experiencing our tagline "Always Low Prices".

"Therefore, three key factors that are taken into consideration by our management team when purchasing new trucks are the quality of support from the principal/supplier including truck delivery lead time, the long-term cost of truck ownership which are maintenance expenses and fuel economy, and of course good resale value of the trucks."

"The initial cost of investment required to purchase the new trucks is naturally a concern for our management and that is why the reliability and fuel-efficient features of the trucks are highly crucial. When we compared the Isuzu GIGA EXR trucks with another Japanese brand that we have in our fleet, our drivers found that Isuzu prime movers perform much better on fuel economy. They are also happy with the spaciousness of the cab interior and the German-made ISRINGHAUSEN high-performance seat which added to their comfort.

"Trucks which are durable would also not break down easily, thus will save us on maintenance costs and contribute to smooth logistics operation. We certainly look forward to maximising the features and capabilities of our new GIGA EXR prime movers. Through the emphasised factors of reliability and efficiency, we also hope that this truck will do a great job at reducing our logistics operational cost," added MR DIY's spokesperson. **F**

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## Truck of the Year Australasia Winner

*On the opening morning of the Brisbane Truck Show, the award for the Truck of the Year Australasia winner has been presented*

**T**he winner of the inaugural award was announced as the Kenworth K220, the latest iteration of a cabover prime mover, which has dominated the Australian and New Zealand truck markets.

The award was presented to Damian Smethurst, recently appointed Managing Director of Paccar Australia at the opening of the truck show in Brisbane, Australia.

"I am proud to accept the inaugural Truck of the Year Australasia award on behalf of PACCAR Australia. This award also belongs to our valued customers who, as a result of close collaboration with our Product Planners and Engineering teams, represent such an integral part of our product development projects," said Smethurst.

Based on the International Truck of the Year (IToY) rules, the annual award will be presented to the truck introduced into the Australasian market in the past year, which has made the most significant contribution to road transport safety and efficiency. This judgement relies on several critical criteria, including technological innovation, comfort, safety, driveability, fuel economy, environmental 'footprint,' and Total Cost of Ownership.

"The Kenworth K220 is a massive step change for the Kenworth brand here in Australasia," said Tim Giles, Editor of PowerTorque Magazine and 2023 chair of the ToYA jury. "The K Series has been with us for a long time, evolving time after time, but both the K 200 and definitely the K 220, have seen complete transformations of a classic truck design. There are a load of new innovations in this truck, too many to list here but multiplex wiring, sophisticated electronics and the Eaton Endurant XD AMT stood out for the jury."

The four contenders for the award all had strong claims to being included, having demonstrated their contribution, to the standards of safety and efficiency of transport of goods by road in Australasia.

Those other contenders for the prize of being named Truck of the Year Australasia were the Fuso Shogun 510, the MAN TG3 and the Iveco S-Way, all of which were praised by the judges for raising the bar on safety and efficiency for the trucking industry in both Australia and New Zealand.

"Creating a Truck of the year Australasia award gives us a chance to display to the world all of the things which are so great about trucks and trucking in Australia," said Tim. "The panel of judges include myself plus Dave McCoid, Editor of Trucking NZ, Charlene Clark, the Editor of Focus on Transport in South Africa, who is a member of the International Truck of the Year Innovation Award jury

"There's also Bob Woodward who has worked in the trucking industry for his entire career, both for Finemores and the Australian Trucking Association and then Randolf Kovich Editor of Deals on Wheels in New Zealand."

The Truck of the Year Australasia is going to be an annual award, alternating between being presented in Australia one year and in New Zealand the next. **F**



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# MCVE 2024 Ready Again as Platform for the Industry

*Returning to the previous format, Southeast Asia's largest commercial vehicle exhibition is set to be yet again the platform to enable the industry to showcase innovations and to nurture dialogue.*



In anticipation of significant changes to the industry, there could be no better time to host an exhibition. Electrification is powering ahead and many commercial vehicle suppliers are readying themselves to introduce their vehicles to Malaysia. Meanwhile, the transition to battery electric or hydrogen-powered vehicles is happening with changes to the legislation. Malaysia is poised to upgrade emission norms to EURO IV standards, thus requiring a new generation of vehicles to be introduced to the market.

According to the organisers, several big name brands have already confirmed their participation in the upcoming instalment of Southeast Asia's largest commercial vehicle exhibition. Some of these have even confirmed their booth again during last year's event to ensure that they retain their spaces. A number of exhibitors are adding extras to their stand in the form of sponsorships. Returning to support the event by providing the casual meeting space is Hengst, who are again named as R & R Sponsor. Meanwhile, PETRONAS Lubricants International has significantly increased their footprint by taking up a larger space in addition to being the Official Lubricant Partner. Having utilised MCVE 2022 to boost their brand with sponsorship, MAN Truck & Bus is back again as Gold Sponsor for the upcoming show. "We are very grateful for the support our sponsors are giving us. Each sponsorship comes with a tailored package to enhance their participation. This is very encouraging for us as we see the event as more than just a display of products, but a means to enable communications on various levels with the market," Stefan Pertz, Organiser of MCVE 2024 said.

Having emerged from the pandemic, organisers are planning to revert to the previous format of the event, whereby an extensive fringe program will be designed to educate and entertain delegates and exhibitors alike. "There are many interesting ideas afloat at the moment and we are in discussions with several parties that would want to elevate their presence at the show with additional activities," Pertz added. Those planning to attend are encouraged to visit the official website frequently as

any confirmed activity will be listed as and when it is officially made a part of the program.

The sixth MCVE will be held in the Malaysia International Exhibition and Convention Centre from 9 to 11 May. While many of the spaces have already been allocated, organisers point out that there is still plenty of exhibition space available and that exhibitors will be able to customise their booths to suit their needs. **F**





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# Events & Exhibitions

## The Vietnam International Logistics Exhibition 2023

Date : 10 – 12 August 2023  
 Venue : Saigon Exhibition and Convention Center (SECC)  
 799 Nguyen Van Linh Str, 7 Dist., Hochiminh City, Vietnam  
 Contact : <https://vilog.vn/en/>

According to experts, Vietnamese logistics enterprises have experienced adapting and overcoming the second most difficult year of the Covid-19 epidemic, so the upcoming period will be the time for logistics to make a breakthrough and develop strongly. Vietnam's logistics industry is having many opportunities from free trade agreements and the strong development of e-commerce. Also according to economic experts, Vietnam's logistics sector is facing the "golden" opportunity after the Covid-19 pandemic.

Specifically, the strong development of supporting industries and increased e-commerce activities will make logistics a sector that attracts investment and has many development opportunities. Free trade agreements (FTAs), including new generation FTAs, have taken effect and will help Vietnam benefit from the promotion of import and export of goods.

## Transport & Logistics Philippines 2023

Date : 17 August 2023  
 Venue : Manila - World Trade Center Metro Manila,  
 Pasay, Philippines  
 Contact : <http://www.transportandlogisticsphilippines.com/>

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.

## Belt & Road Summit

Date : 13 – 14 September 2023  
 Venue : Hong Kong Convention and Exhibition Centre

Contact info: <https://www.beltandroadsummit.hk/conference/bnr/en>  
 The Belt and Road Summit is a premier international platform for promoting business collaboration along the Belt and Road. The Summit gathers senior government officials and business leaders from countries and regions along and beyond the Belt and Road to exchange insights on multilateral co-operation and explore concrete business opportunities.



## Automechanika Dubai

Date : 2 – 4 October 2023  
 Venue : Dubai World Trade Centre, UAE  
 Contact : <https://automechanika-dubai.ae.messefrankfurt.com/dubai/en.html>

As the largest international automotive aftermarket trade show in the Middle East, Automechanika Dubai acts as the central trading link for markets that are difficult to reach connecting the wider Middle East, Africa, Asia and key CIS countries.

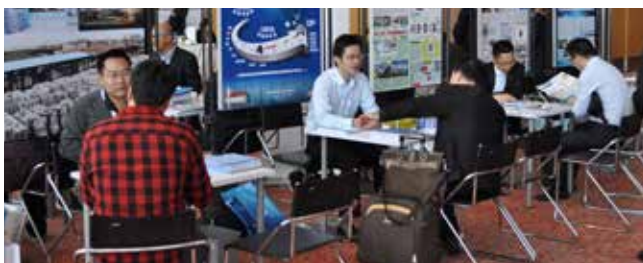
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## Malaysia Commercial Vehicle Exhibition 2024

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.







# The FUSO Canter 60th Anniversary Contest

*Prizes Worth RM900 000 to be Won in FUSO Canter 60th Anniversary Contest with the Grand Prize of a Mercedes-Benz C-Class C200 presented to First Draw Winner*




**H**ap Seng Trucks Distribution Sdn Bhd (HSTD), the General Distributor of Daimler Trucks in Malaysia has announced the winners of the first draw for its FUSO Canter 60th Anniversary contest. The contest, which is organized to mark 60 years of the light-duty Canter truck, will run until December 2023 and is open to anyone who purchases and registers a FUSO truck between January to December 2023.

This month's draw is the first of a series of three lucky draws that will be held until January 2024, with the total value of prizes to be won amounting to RM900 000. The first draw was for trucks purchased and registered with the Road Transport Department (JPJ) between 1st January 2023 to 30th April 2023, while the second draw which will be held in September 2023, is for trucks registered between 1st January 2023 to 31st August 2023. The third and final draw will be held in January 2024, for trucks registered between 1st January 2023 to 31st December 2023.

Derrick Sim, Chief Executive of Hap Seng Trucks Distribution Sdn Bhd said "Marking 60 years of the FUSO Canter is a significant milestone, and we are delighted to celebrate it with our valued customers through this contest. Congratulations to FP FOODS SDN BHD for winning the grand prize of a Mercedes-Benz C-Class C200 car, and to the ten other winners who won FUSO parts vouchers worth

RM1 000 each in the first draw. The overwhelming response for this contest also demonstrates the market's trust in FUSO trucks and we look forward to seeing the same enthusiasm from our loyal and new customers in the next two draws".

Throughout its 60-year history, the Canter has delivered consistent performance with high levels of fuel efficiency and robust reliability. With a name inspired by the graceful gait of a horse, the iconic light-duty truck's versatility and reliable performance made it perfectly suited for logistic companies specializing in last mile deliveries, cold chain, courier and more. Over the years, the Canter has expanded its sales around the world and has led the light-duty truck segment in the global market. Combining knock-down production locations and export markets, FUSO Canter trucks are now sold in over 70 countries around the world. In Malaysia, FUSO trucks are distributed exclusively under Hap Seng Trucks Distribution Sdn. Bhd, a wholly-owned subsidiary of Hap Seng Consolidated Berhad.

Sim added, "Our extensive portfolio of FUSO vehicles makes us well-equipped to meet the haulage and logistic demands of Malaysian businesses. Moreover, we have close to 40 authorized FUSO dealers spread throughout the nation and our exceptional after-sales services make the FUSO brand a trustworthy and dependable option for customers. Our aim is to establish a new standard for reliability in trucks and service quality, all while addressing our customers' specific needs." 

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## Bright Future: FAW Celebrates its 70th Anniversary



*China's first automobile brand celebrates its 70th anniversary. We take a look at their history and have a glimpse of what lies ahead of the brand here in Malaysia.*

**C**overing a range of automotive solutions, the FAW brand is a Chinese giant. When we refer to FAW here in Asian Trucker, we obviously refer to the trucks. As a legal entity, FAW Trucks is the commercial vehicle brand of FAW Group Corporation, headquartered in Changchun, Jilin province. It has a total workforce of nearly 24 800 people and an annual vehicle production capacity of 310 000 units.

As the first automobile brand in China, FAW Trucks has undertaken the mission of revitalizing China's automotive industry since its inception. After more than 60 years of development and growth, its cumulative production has exceeded seven million units. It has developed and manufactured seven generations of flagship products, making great contributions to the promotion of Chinese commercial vehicle brands across the world.

Now, committed to the vision of "Top in China, World-class", FAW Trucks strives to foster the sound development of the commercial vehicle industry, create value for the society, and deliver wealth and happiness to its users.

China FAW Group Co., LTD. (formerly known as First Automobile Works), headquartered in Changchun, is a state-owned oversize automotive manufacturer under the direct supervision of the central government. It is the first automotive enterprise in China and one of the largest automotive corporate groups in China.

In 2020, with a brand value reaching RMB 338.56 billion, FAW ranked 89th place in the Fortune Global 500 and the 9th among Chinese Top 500 enterprises, securing the top 1 position in the automotive industry for 17 consecutive years.



Going beyond the provision of products only, Corporate Social Responsibility (CSR) is now also an important pillar of the business. FAW will continue to adhere to the CSR vision of "harmonious development between human, vehicle and society," carry out development duties of "produce high quality vehicles, train highly competent talents and accumulate manufacturing and management experience, comprehensively implement the key missions of social responsibility, and increase communication and coordination with stakeholders, so as to promote FAW's sustainable development and core competency.

### **FAW Through the Decades**

#### **1950-1979**

The ground-breaking for FAW's headquarters and first production facilities on July 15, 1953 was a historic and exciting time in China's history. FAW's inception was an important part of New China's first five-year plan and was successfully executed with the support of the former Soviet Union through an agreement supporting industrial cooperation signed by China's Chairman Mao Zedong and Prime Minister Zhou Enlai with Soviet leaders. The successful collaboration of all concerned promoted the progress of construction, with completion occurring on July 15, 1956. Indeed, many felt the pace and quality of the work was miraculous.

#### **The 80s: Growing Steadily**

26 February 1983 The millionth FAW Jiefang truck rolled off the production line.

15 July 1986 The 2nd generation of FAW Jiefang truck CA141 switched production vertically, completing the second business startup.

#### **The 90s: Mass Production**

30 May 1995 FAW Jiefang 3rd generation 6-ton flathead diesel trucks were put into mass production.



7 July 1997.7.1-FAW Jiefang 9-ton, 16-ton flathead diesel trucks were put into mass production.

### **The 2000s: Rapid Growth**

15 July 2001 The 3 millionth FAW Jiefang truck rolled off the production line.

15 July 2002 A FAW Jiefang 4th-generation product J4- "Big Four" enhanced trucks rolled off the production line just a year after the previous milestone.

18 January 2003 FAW Jiefang Automobile Co., Ltd. was founded, and the same year saw the inauguration of a new truck base.

15 July 2004 FAW Jiefang 5th-generation product AOWEI heavy trucks rolled off the production line.

15 July 2007 The FAW Jiefang 6th-generation product J6 high-end heavy trucks rolled off the production line.

20 October 2009 A FAW Jiefang J6 rolled off the production line as the 10 millionth representative model of Chinese automobiles.

18 August 2011 The fifth-millionth FAW Jiefang truck rolled off the production line.

15 July 2014 The sixth-millionth FAW Jiefang truck rolled off the production line.

2014.11.2 FAW Jiefang Qingdao Jimo new base put into production, FAW Jiefang JH6 heavy trucks and J6F light trucks rolled off the line.

13 July 2016 Celebrates the 60th anniversary of FAW Jiefang Trucks.

15 July 2017 The cumulative production of J6 reached 700 000 units.

18 April 2018 The FAW Jiefang 7th- generation product J7 high-end heavy truck rolled off the production line in Changchun.

30 November 2018 The seventh-millionth FAW Jiefang truck - J7 rolled off the production line at Changchun Truck Plant.

15 July 2019 The one-millionth FAW Jiefang J6 rolled off the production line at Changchun Truck Plant.

2023 Celebrates the 70th anniversary of FAW Jiefang Trucks.

### **What Lies Ahead for FAW**

Recently, 100 FAW TRUCKS J7 tractor trucks were lined up in an orderly manner at the port, ready to be delivered to overseas customers. The successful export of these FAW TRUCKS J7 tractor trucks marks the recognition of FAW TRUCKS J7's excellent product strength in the overseas market. FAW TRUCKS' internationalization development from domestic to international markets is accelerating towards the goal of becoming "world-class."

The FAW TRUCKS J7 tractor trucks exported this time have high reliability, comfort, and economy. Once launched, they received over 3 000 pre-orders from overseas users, which resulted in a good market response. FAW Import and Export Corporation insists on brand leadership, customer-centric, product-based, and focuses on the end-users, and strengthens the foundation based on customer demands for high-end tractor trucks. They continuously meet the differentiated needs of overseas customers. At the same time, they actively implement the three "high-grade" concepts, continue to improve service support, vigorously promote the construction of overseas spare parts centers, formulate one policy for one location's spare parts reserve, and greatly increase the variety and quantity of spare parts reserves in the overseas market, which significantly improves the service response speed.

In recent years, FAW Import and Export Corporation has continuously increased its efforts to develop FAW TRUCKS' overseas markets and achieved remarkable sales performance. The export volume in 2022 increased by 86.7 percent compared to 2021, achieving a leap in overseas export sales. FAW TRUCKS' products have been exported to 80 countries and regions, including Southeast Asia, Central Asia, Africa, Latin America, and Eastern Europe. The exported products cover heavy, medium, and light-duty models such as JH6, J6P, HanV, JK6, J6L, and TigerV. They have 19 overseas KD assembly factories in 14 countries such as South Africa, Mexico, Tanzania, Kenya, Nigeria, the Philippines, and Vietnam, and KD exports account for over 60 percent.





### **China-made, Home in Malaysia**

FAW has been active in Malaysia for the past ten years this year. The logo has since become a common sight on the roads in the country. Local distributor NBG Industries is celebrating the 70th anniversary together with its Chinese principal: any customer who confirmed their order between April and the end of June will enjoy an additional discount as well as all-inclusive free service.

Albert Wong, Managing Partner, NBG Industries told Asian Trucker “Being the first and the largest automotive maker in China, FAW takes pride in its product and invested heavily on its Research & Development of their products. This is to ensure they produce top quality products for the market.”

Wong is confident that the brand will continue to capture market share. According to him, it is the product’s reliability and the confidence in the brand that convinces users. He pointed again at the fact that in China FAW’s brand value in 2022 stands at 407.54 billion yuan (\$57.27 billion), ranking first in the automotive industry. “These numbers don’t happen by accident. This is the result of being a dependable and valuable partner to the industry,” he said.

While the brand may have its origins in China, FAW now has a global footprint. In Silicon Valley, CA, US, FAW has established their AI R&D Branch to conduct research and development of intelligent connected technologies, including AI, autonomous driving, and big data.

A technology development company has been established in Nanjing, Jiangsu Province, China, to attract domestic professional talents in AI field for the research and development of technologies related to AI and other foresight intelligent connections.

Furthermore, FAW has also established a vehicle testing base in Hainan province, China, and an ICVs testing ground in Shandong Province, China.

By bringing in talents from around the world, FAW has established an outstanding R&D team with more than 5 000 people, and formulated a world-class R&D system, and development and trial process, to meet the high-end quality standard of Hongqi.

After a decade in the local market, NBG Industry is now gearing up to take the next steps to further grow the brand domestically. “Our aims are to focus on quality, reliability, durability, and the right specification truck to Malaysia market. We believe that the market here has been searching for a product which has the balance the above said factors and value for money.”

“Yes, we been planning our EURO V product range since 2022. By the end of the year 2023 we should have a full range of EURO V products available here in Malaysia.”



### Look Into FAW's Future

Recently, the "FAW TRUCKS Fuel Saving 2.0 Technology and China VI New Generation Engine" made its debut, showcasing FAW TRUCKS' leading fuel-saving technology advantages in the domestic industry. This technology is all about being "ultra-smart"! The four "ultra-smart" elements cover the core components of the vehicle powertrain, intelligent software technology, and FAW TRUCKS' impressive service, providing comprehensive technological support and services that can achieve a fuel saving of 1-3 liters per 100 kilometers.

This technological revolution gives FAW TRUCKS the confidence to promise its users that if the fuel consumption of the new China VI engine does not meet their satisfaction or industry-leading standards, they will replace the entire engine for the users. If it still fails to meet the standards, they will even replace the entire vehicle! Let's explore more fuel-saving secrets through FAW TRUCKS' four "ultra-smart" technologies.

### Ultra-Smart Efficient Powertrain Technology

It is well known that there are many factors that affect fuel consumption. In addition to the three core components of the vehicle, namely the engine, transmission, and electronic control system, as well as thermal management, external factors such as rolling resistance, aerodynamic drag, and lightweight design are also closely related to fuel consumption. Even the driving habits of truck drivers can result in significant differences in fuel consumption.

The engine, as the "heart" of the vehicle, serves as the power source. Therefore, when choosing a truck, users pay special attention to the engine parameters such as horsepower, thermal efficiency, rotational speed, and torque. The latest

China VI new generation engine from FAW TRUCKS covers a range of models from 5 to 13 liters, employing FAW TRUCKS' second-generation FCCS combustion system, "low friction" technology, high reliability, and long lifespan technology. It adopts three SCR (Selective Catalytic Reduction) technologies, resulting in a comprehensive fuel consumption reduction of 3% to 5%. Moreover, FAW TRUCKS' new generation China VI SCR engine is the first in the country to achieve a "thermal efficiency greater than 48 percent" on mass-produced vehicles. With its excellent thermal and transmission efficiency, the "FAW TRUCKS intelligent power domain" allows users to experience a tangible reduction in overall fuel consumption.

### Ultra-Smart Low Resistance Technology

Experts know that the higher the rolling resistance coefficient of the tires, the higher the fuel consumption. The fuel consumption caused by tire rolling resistance accounts for approximately 20 percent to 40 percent of the vehicle's total fuel consumption. FAW TRUCKS has made advancements in fuel-saving through its "low rolling resistance" technology. By adopting a new generation of shallow longitudinal pattern tires, the rolling resistance has been reduced to 4.5%, achieving a fuel saving of 0.6 liters per 100 kilometres.

Reducing aerodynamic drag can significantly reduce fuel consumption as well. Aerodynamic drag is mainly influenced by the shape of the front of the vehicle, so manufacturers put extra effort into the vehicle's exterior design. To reduce the drag coefficient during driving, FAW TRUCKS has employed the innovative "aerodynamic drag calibration" technology. Models such as J6V/J6E/J6G are equipped with a 9-speed adjustable large-size air deflector, minimizing aerodynamic drag to the maximum extent. The overall vehicle's aerodynamic drag



coefficient is 0.05 lower than the industry average, achieving a highway fuel saving of approximately 1 litre.

### Ultra-Smart Intelligent Management Technology

Data shows that under the same vehicle configuration and driving conditions, different driving styles can result in fuel consumption differences of 30 percent to 50 percent. Skilled drivers are one of the key factors in reducing fuel consumption. To help users achieve fuel-saving effects through driving style, FAW TRUCKS has applied three “intelligent management” technologies:

1)Comprehensive Scene “Data Calibration” Technology: FAW TRUCKS is the only company in China with the ability to calibrate the entire vehicle, engine, and transmission as a whole, ensuring perfect coordination. Through multi-scenario automatic control technology, it accurately recognizes the user’s actual usage conditions and scenes, precisely coordinates and controls the power domain, and ensures that the vehicle is always in an efficient working state.


2)Predictive Control Technology: It uses high-precision maps, radar, and cameras to identify road conditions ahead, plan and set torque output strategies, throttle opening limitations, automatic transmission shifting strategies, and coasting strategies for the engine in advance, making driving more like that of an experienced driver.

3)AI Intelligent Learning Strategy: The transmission continuously optimizes its shifting strategy through continuous self-learning based on the user’s driving habits, making the shifting pattern more in line with the user’s driving habits, gradually achieving the ultimate fuel-saving state of “harmony between human and vehicle.”

### Ultra-Smart All-Weather Companion Service Experience

In addition to the ultimate product upgrades, FAW TRUCKS provides a comprehensive and all-weather Ultra-Smart companion service experience, responding to users’ needs and solving their difficulties in the first possible time!

The all-weather abnormal fuel consumption and improvement service allows users to constantly monitor their vehicle’s fuel consumption performance through the “解放行” app. At the same time, FAW TRUCKS’ dedicated team monitors, analyzes, and improves the product’s performance throughout the process, achieving fuel consumption reduction.

Moreover, FAW TRUCKS can remotely read and eliminate common vehicle fault codes, providing 24/7 online services and on-site rescue services. Currently, the marketing service network consists of 904 dealers, 1,394 service providers, 57 spare parts centers, and 102 spare parts dealers, covering the entire country with an average service radius of 47 kilometers, providing all-weather online and offline impressive services to users. 





## Insure with Allianz as they offer a Warrior by your Side

*Recently launched, the Truck Warrior is receiving a good response from the market. Asian Trucker finds out how the service works and what benefits it brings to fleet operators.*



Upon its launch in 2017, Asian Trucker already reported about the Allianz Road Rangers, a service launched by Allianz General Insurance Company (Malaysia) Berhad (henceforth called Allianz General) which provides assistance to road users on motorbikes or using cars, making it a use-case scenario on how trucks are vital instruments for a company that provides a

service that is not transportation. What is remarkable about the Road Ranger is that the entire service, including the ownership of the trucks, is owned in-house and covers peninsular and East Malaysia.

Following this blueprint, the next logical step for Allianz was to launch an add-on service, the Truck Warrior, which was launched earlier this year to complement the Goods Carrying Vehicle Comprehensive Cover. This Truck Warrior add-on is currently offered to Goods Carrying Vehicles A & C Permit aged up to 20 years and up to *Berat Dengan Muatan* of 7.5 tonnes, at a price of only RM 120.

At the heart of the service lies an intricate logistics plan and separate operation to manage the vehicles. "We already thought about potentially extending the service to trucks when we started Allianz Road Rangers many years ago. What we found is that people like to deal with parties that they are familiar with. Any tow truck may show up at an accident site, but a



road user may have doubts about the service delivery of the independent provider. In our case, people will be dealing with the people they already know, a brand that they can trust and someone that openly communicates,” says Sazali Abd Rahman, Deputy Chief Sales Officer, Allianz General. Part of the claims division, the service now boasts 20 motorcycles and 80 tow trucks to support roadside assistance services under Truck Warrior.

As a provider of insurance services, Allianz also had to learn from scratch how to plan and manage the logistics of their value-added services. Initially, the fleet of support vehicles only comprised of tow trucks. However, deploying these vehicles is not always easy, nor is it always required. Sazali cites the floods of 2021 where the trucks had difficulties getting to those needing assistance. Thus, motorcycles play a crucial role in the Allianz fleet, allowing for an easier assessment of the situation first, before bringing the big rigs. “We are deploying our roadside assistance vehicles in strategic locations with focus on financial districts and key cities of all states.” The experience gained has also helped Allianz to be better prepared during festive seasons.



In Malaysia, the motor insurance premium is still bound by the limitation set under Phase 2 of the Phased Liberalisation of Motor and Fire Tariffs as per guidance by Bank Negara to ensure an orderly transition to a free market. Therefore, to differentiate ourselves from the competition, we can only compete by offering much better services.

Although the Truck Warrior add-on was launched only in January, the take-up has been very encouraging. The flagship Truck Warrior is equipped with a crane that can even lift vehicles out of a ditch in case such accident happens. Thus far, (by the time of writing), Allianz Road Rangers were called out five out of 35 times to provide roadside assistance for Goods Carrying Vehicle due to battery related problems or tyre punctures. Most issues are due to unknown reason of vehicle breakdown where the said good carrying vehicles are towed to customer’s preferred workshop. **F**

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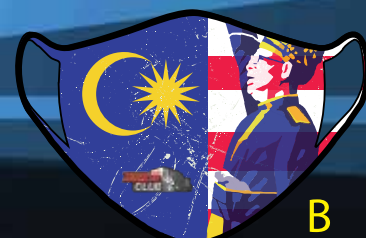


Rekaan Pilihan :



A

or



B

# Trucking Timber

*This trucker is moving timber across Malaysia, a tough, but rewarding job that requires skills and patience.*



The drive to the timber yard is a rather memorable one, even with a car. It takes two hours from Jerantut and while the road surface is solid, it is a tough drive through the prime rain forest. The fog and forest absorb all noise, one can go for an hour without seeing another car. There is not a single petrol station along the way.

At this logging camp in Pahang, we met with Abdul Malik Bin Murad, aged 35, who hails from Pahang. While he is hauling timber, his wife and kids stay in in Kuala Lipis, Pahang. "Driving truck has always been my interest. I have now been driving a timber truck for four years. The correct term for this rig is timber jinker." Although the truck he drives is new, and fully equipped with modern safety features, he categorises this as a dangerous job, even more when it rains.

There is only one way to get to the logging camp. It is the same route for all vehicles: cars, trucks and tourist buses would have to negotiate the twisting, windy road up the mountains to reach their destination. "We typically move the timber during the day, when it is safer. Usually, I sleep in the truck as it is cooling in the forest. During the night I do not need air con. Once the sun comes out, during the day, I can only do this with air con."

He told us that he likes this job, driving a truck, because he can travel around Malaysia. He does not have a designated route for delivery, it changes. However, he sees his family only once or twice a month depending on the routes for the delivery. "If on the way, or when I pass by Kuala Lipis I will drop by to see my family," he said. In the logging camp and at the timber yards, he will meet different drivers. It can be a very lonely job

as all drivers will have different routes, requiring the delivery to different states and a number of yards. It is unlikely that one will frequently meet the same drivers. "This is a true driving job as I only drive the truck and I do not get involved with







the loading unloading." What he does not like about the job is to deal with paperwork and permits. "I want to drive, not write," he quipped.

Malik likes the truck he is driving as it is sturdy and this far, had no breakdown. If there is a breakdown, timber jinkers would usually have to wait five to six hours, due to the remote locations they operate in. "The routes are seldom along busy roads, so I will usually ta pau my food from town." He spends his free time gardening, tending to his durian trees, and spending time with family. "My wife is ok with this job, the only bad point is that we are not able to meet often." According to him, his boss is recommending that

drivers look at this job as a way to gain experience. He encourages his drivers to find different jobs as they get older as he has seen that this kind of work might be paid very good, but takes the drivers away from the family most of the time.

He does not like driving through larger towns, as his vehicle is big and heavy and thus difficult to manoeuvre in oftentimes tight urban settings. "Sometimes, I have no choice, but I have to drive to Kuala Lumpur." Around Jerantut and in the jungle, one will find dozens of the old Mercedes Short Nose, which many just call Nine-One-One. According to Malik, there are many of these oldtimers still around, because some yards have long timber logs. They use these old trucks as they are easier to operate on the narrow routes, however they are suited for local transport only. "These old trucks are not comfortable and not safe though," Malik opined. The lack of petrol stations along the jungle road requires careful planning when driving to the logging camp. Malik would top up the tank every time he has a chance. There are Petrol and Diesel tanks at the yard, however, these are only for machines. "We truck drivers have to refuel in the towns. In the Kampung, there may be only Pertol available for cars or mopeds only.

Timber jinkers are operated by a driver only, there is no attendant. "While I enjoy my work, I would not like it if my kids were to follow in my footsteps," he

added. His most memorable events were a breakdown where he had to wait overnight until the next day. He had to wait in the truck for the rescue service. In another instance, he lost a wheel in the jungle and did not notice it. "The truck was running so stable and quiet, with lots of power, that I did not notice that one wheel had come loose and that I lost it. Now I always drive with the window down a bit to hear any changes in the noise the vehicle makes," he smiled. He has since made it a habit to thoroughly inspect the truck every morning before starting. He needs to be most alert when driving the short distance from the road to the camp as it is a mud track that is extremely slippery and fully laden trucks may not even make it out of the camp without a push from an offroad loader. "We always have an eye on the weather. If it rains, we cannot get out of here and we get stuck. And the next place to get food is sometimes hours away."

Malik drives day and night and each has its peculiarities. During the night, there are fewer cars, but wild animals. In Taman Negara he would mostly encounter elephants. "It depends on the area: Elephants that are used to vehicles passing are not dangerous." With the first drops of rain splattering down, Malik is making a dash for the main road. He parts with the advice that those interested can try the job, but should bear in mind that they would not get to see their wife and children often. **F**





Thomas Yan, Technical Specialist, Fleet Solutions And Trailer Systems, WABCO Asia Pte Ltd



Joel Cheong, Asst. Manager of Patent Division, KASS International Sdn Bhd



Kuan Shong Yong, Vice President, United Overseas Bank (Malaysia) Sdn Bhd



Tan Teck Meng Regional Parts Manager (I) and Navin Manogaran, Head of Customer Service Management | General Manager (R), MAN Truck & Bus (M) Sdn Bhd

## Spot the Fake – Protect your Assets

*Industry leading brands joined forces to educate about the potential harm that fake and counterfeit pose to the transport industry.*



Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd

### Identifying Fakes

Part of each presentation by the supporting brands was an elaboration on how to identify genuine and fake or counterfeit parts. In particular, packaging is a significant component of any product and users may be able to spot a dodgy part just by looking at the packaging. For instance, a fake or counterfeit product may only be supplied in a brown carton, whereby the original would be in a colourful box with high-quality livery printed on it. Today, QR codes are another important tool that can help users to identify original parts and components.

### Too Complex to Fake

Modern components and parts may be highly complex as many suppliers have taken the strategic approach to become solutions providers. Those wanting to make a quick buck by copying products would do so by offering simpler, easier to copy products. As these components also require trained and qualified staff to sell them to the market, OEMs nowadays work with reputable distributors and dealers, which can typically be identified via

It was an early start to a full day filled with presentations and interactive sessions when the “Spot the Fake – Protect your Assets” was held on the 18th of May 2023 in the Courtyard by Marriott in Setia Alam. Almost 100 participants flocked to the session, eager to know more about the topic.

**Beyond Parts and Components**

Providing a theoretical framework for the seminar were KASS, a local law firm dealing with Intellectual Property and UOB, which highlighted the most common scams at the moment and how to spot them.

In a brief overview, participants learned about how Intellectual Property (IP) is created and what they could do to protect their intellectual property. It was further discussed what measures one can take to report and fight IP infringements. When talking about scammers, UOB urged the audience to be vigilant and alert. Here again, the mantra was that if a deal is too good to be true, it almost certainly is something to stay away from.

is lost annually to counterfeit tyre sales alone, while counterfeit battery sales effectively steal €180m from OEMs.

The impact of fake or counterfeit products is severe: loss of lives, loss of income, loss of tax income and threat to the existence of genuine parts manufacturers are just the most obvious.

**Damage to the Industry**

A fake or counterfeit product may pose a threat to the lives of those on the road. For instance, unscrupulous individuals may offer brake pads that use sawdust as filler, this putting people at risk. In case a non-genuine part is causing harm to a transporter, the damage is not limited to metal and plastic: one's reputation is also at stake and authorities may rule that a company may have to be shuttered as it may be deemed unsafe. In addition, fake parts, as they are typically cheaper, also rob governments of revenue. In this context, under-declaring the value of parts upon importation also causes the government losses. Meanwhile, fake or counterfeit products take away jobs from those that are offering genuine parts.



Anwar Jumbhoy, Regional Partner, 21CC Education



Jason Nicholas Soyza General Manager, Services, Allegiance Malaysia Sdn Bhd

the brands' websites. Those fraudulent suppliers would simply not have the motivation to create a complex product or appearance.

offer a branded component that is not typically offered by a brand, alarm bells should ring.

**Knowledge is Key**

As spare parts are crucial to maintaining a high level of uptime, it is important for fleet operators to be knowledgeable about the market. One should get to know the brands, their market prices, the distribution network and the people behind them. When a part is offered at a price that is "too good to be true" and out of sync with the market price, surely something is wrong. Should a vendor

**Damage Done**

To illustrate the severity of impact of using fake or counterfeit parts, Malaysian industry insiders often refer to a case in 2014, whereby insurance companies had to pay out a whopping RM 600 million. Only two automotive brands were involved in repair claims. According to World Trademark Review, the estimated global economic cost of counterfeiting in the automotive industry could have reached \$2.3 trillion by 2022. In Europe, it is estimated that €2.2 billion



Ben Zhang, Head of Commercial Vehicle Aftermarket Business Line Commercial Vehicle Aftermarket Business Line, Asia Pacific



Eugene Kumar, Senior Executive, Product Training Excellence AM – APAC, ZF Asia Pacific Pte Ltd

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## HYVA's Biggest Crane in Southeast Asia in Action

*The movement of the cargo may constitute only a fraction of the entire delivery process, however, the safe and efficient use of a crane is crucial for Contmark when supplying heavy machinery.*

Contmark Sdn Bhd. was established in 2007. Today, they own a large variety of heavy machinery, specializing in the sales, rental, parts supply and service of construction equipment, machinery, and accessories. The portfolio comprises of generator sets, air compressors, welding equipment, electrical submersible, and Diesel water pumps.

Crucial for the business is the ability to swiftly deliver equipment as it is usually needed in emergency situations. For instance, when a construction site needs supplementary power (emergency / shutdown), a power generator will need to be dispatched right away. Weighing between 800Kg and 16 tons, these generators require specialist equipment to be deployed. Contmark has been using HYVA cranes for over a decade, with their latest addition of the HC 1151 giving them also the bragging rights to be the first to use HYVA's biggest crane in Southeast Asia.

According to Danny Kheng, Director, Contmark Sdn Bhd, the main business is the provision of the equipment. "However, the swift, safe, and reliable delivery of the units is crucial. Hence, we need a truck-mounted crane to ensure timely delivery," he said. Because of the nature of the business, the requirement to immediately dispatch the units, Contmark cannot depend on third party transporters or assume that there will be suitable equipment on site to move the equipment. "Besides, using contracted transporters slows us down, there are only a handful of companies that offer truck-mounted cranes that can handle the weight of our equipment." The investment into the HYVA crane, a HC 1150, has been well worth it.

Currently operating four HYVA cranes, Kheng had no hesitation to add-on the heavy-duty crane to his fleet. "We know that there are other crane brands available in the market, however, we want to use the brand that gives us the most confidence, the best reliability," Kheng praised HYVA. The crane itself weighs eight tonnes and thus requires a solid chassis. This Kheng found in the UD Quester 8x4. The Japanese brand was chosen based on the nation-wide service network, a key consideration

for Kheng as any issue with the vehicle needs to be resolved swiftly. This proved to be the right choice as a recent breakdown was attended to and fixed in record time.



Preparing the truck for its deployment has proven to be a long process. Given the pandemic slowed things down tremendously. One should not be surprised to hear that the plan for the addition to add this unit was already hatched in 2019. To ensure that the two units, the truck and the crane, work in perfect harmony, all three parties had to be working together in close contact. Although HYVA offers PTO, the UD-provided unit is giving ample torque and Contmark went ahead with the unit installed by the truck maker. Utilising CAD support, HYVA's headquarters prepared all the schematics and plans required to locally assemble the unit. "We had to plan this very careful as my equipment can be very tall, and we need to ensure that we can fit under all overpasses in the country. Hence the selection of the right truck and crane, how it is assembled, is extremely important."

Sometimes operating in confined spaces, accuracy is important. Kheng stresses that reliability is a key consideration for the purchase of the crane. "Think about the way your drivers think and work! If your equipment does not give them confidence, they in turn will not be confident to use it." Kheng is confident that buying premium

### Compact Architecture of the HYVA HC 1150

The HC 1151 is Hyva's best-in-class articulated crane for heavy usage, with ultimate precision. This crane has a maximum reach of 32.8 m and maximum lift capacity of 22 050 kg.

The integral base allows the installer to mount the crane directly on the truck frame: this reduces the total height of the crane and lowers the centre of gravity of the vehicle. The crane design has been made to optimize the installation space.

The extension cylinder layout has been designed to achieve compact boom and perfect alignment of the extensions. This construction allows to operate in confined spaces and with high precision.

The TCU detects the positions of the stabilizers and divides the working area in eight slewing sectors: two over the cabin, two on right side, two on left side and two to rear of the vehicle. Depending on the stabilizer's spreads, the crane's lifting capacity changes according to the parameters set by the installer. This allows the operator to use the crane even with stabilizers partially or fully retracted always ensuring stability and safety.

products, like the market leading HYVA, is giving customers, staff, and business owners the extra confidence. When delivering equipment, the hoisting of the machinery may only be a tiny portion of the job, but it is the most important one. Regular training provided by HYVA helps the drivers to ensure that the crane is operated in the most efficient and safest manner. "I would not want to



compromise my brand name by taking a risk by buying cheaper products." Kheng also refrains from using second hand equipment as there is a risk of it failing, being in use for several years and not knowing if it is properly serviced.

Tying into the notion of using reliable equipment, Kheng laments that in Malaysia, there is still room for improvement when it comes to the safety records and awareness for road safety issues. In his view, companies should opt for new equipment and not skimp by purchasing refurbished equipment. "If you want to grow a business, dependable equipment gives your staff confidence in the management and they will in turn support your ambition," Kheng closed, pointing out that his approach seems to be working as another order for a HYVA crane is underway already. **T**



# Shifting Loads with Smart Investments

*A business expansion is a critical step that requires careful planning and consideration. When taking risks, it is better to take the right risks, as Rani Transport will explain using their first HAMMAR purchase.*

**B**usiness expansion can take many shapes and forms. For this Kajang-based operator, adding new ways of handling cargo is one way to attract and retain customers. Rani Transport has been in the industry for 30 years, and with more than 60 trucks they consider themselves to be a pioneer in the business,

providing quality and efficient services. Having a range of trucks from 1 tonne, the core business of Rani Transport is the movement of chemicals, using tanker trailers. Supporting this, are distribution trucks and lorry cranes. Rani Transport aims to handle the entire spectrum of land transportation in the near future.

Taking delivery of their first HAMMAR Sideloader, a 119HS, in May 2023, RV Giri, Business Development Director of Rani Transport Sdn Bhd told Asian Trucker that this is part of their business expansion strategy, venturing into haulage. "I actually don't plan to use skeleton trailers for that, but Sideloaders," he said. The decision was made after consulting a business partner, who said that a haulage company cannot operate with one skeleton trailer alone as the trailer can only be re-deployed once the container has been delivered. However, a HAMMAR Sideloader allows Rani Transport to move containers with a faster turnaround as the trailer does not have to be parked until the container is unstuffed.

"Admittedly, haulage is a different business from chemical transportation. We will need to learn about haulage and this is the reason we have ordered only




one Sideloader first. As beginners in this niche service, we don't expect making profit right away, as we need to learn the trade first. However, we will monitor the performance of this one Sideloader and then, expand when we are confident that we can diversify further." Using a Sideloader also makes Rani Transport a provider of a niche service. RV Giri has observed that many hauliers are using normal trailers and would have to depend on outsourced Sideloaders when the need arises. In his view, going straight for the specialist equipment would allow the company to pitch for business from their existing freight forwarding agencies.

Going above and beyond the call of duty, HAMMAR managed to deliver the Sideloader within a month, as



Rani Transport had their new MAN truck, complete with PTO, ready to go. "We have been using PTOs for a long time for our chemical tankers and we know how this works. What is most important is reliability, and this is why we insist on new vehicles, with new PTO and a brand-new trailer," he explained. Going forward, Rani Transport will use new trucks using PTO for any additional Sideloader that will be added to the fleet. Opting for maximum safety and user-friendliness, the HAMMAR Sideloader is equipped with extra support legs to provide stability during the lifting process. "Thanks to this, we can now also double-stack containers and operate in tough terrain as the trailer will be extremely stable when operating." Using a new CANBUS system with its new impenetrable sensor system to improve safety, and conveniently inbuilt display, the operator will be able to get the reading of an estimated weight of containers that's being lifted. The weight being displayed is calculated through a multitude of sensors in the arms and stabilizers through the CANBUS system during the lifting of a container

An experienced Sideloader driver has been hired, and is ready to assume his duty. Adding to the comfort of using the HAMMAR unit is the latest remote control, which is wireless and battery-operated. "I trust in the brand name and this unit being a European design, I have a lot of confidence in it." This, again, is the same rationale for Rani Transport, to opt for a European truck. Both, truck and trailer are under a maintenance and service contract to ensure maximum uptime. "What we see is that we can also attract better drivers, who will be loyal to us, when we have reliable and reputable brands, as the drivers also enjoy the comfort and benefit that comes with reliable equipment."

RV Giri also made it a point to talk about the dangers of not using updated and new equipment. From his experience, a used trailer or truck may be cheaper in terms of initial investment, but downtime very quickly eats into profits. Unplanned downtime, may even be harmful to the brands' reputation. The cost of fixing a used unit may quickly outpace the interest one would have to pay for a new one. Today's trucks are designed differently. Back in the days of the "9-1-1", truckers needed to also know how to fix the trucks while on the road. Nowadays, the vehicles are designed to enable the driver to focus on the driving, whereby the repair and maintenance works have been shifted from in-house workshops to authorised workshops. "It is how you use financial tools to maximise your operational efficiency, even when you expand into uncharted territory." 





# All-electric: Volta Trucks

*Volta Trucks confirms the start of series production of the all-electric Volta Zero at Steyr Automotive - the company's partner in contract manufacturing.*

how the production-specification all-electric medium-duty truck will integrate into their operations. Following the start of production, the trucks produced will undergo rigorous and extensive quality assurance and testing, with the first trucks ordered by customers expected to be dispatched in Q3, 2023.



**V**olta Trucks, the leading and disruptive all-electric commercial vehicle manufacturer and services provider, has confirmed the start of production of the 16-tonne all-electric Volta Zero at Steyr Automotive, the company's partner in contract manufacturing, in Steyr, Austria.

Following the Design Verification and Production Validation prototypes started in 2022, the first series production customer-specification vehicles have now entered the production line. The initial batch of vehicles will be used for the Volta Zero Driving Experience Programme. This test drive programme, where customers will be loaned a truck for an extended period, will allow fleet operators to understand



Volta Trucks welcomed Leonore Gewessler, the Austrian Minister of Climate Action, Environment, Energy, Mobility, Innovation and Technology to the manufacturing facility in Steyr last week to witness the significant milestone of the final preparations for the start of production of the all-electric Volta Zero.

“Here in Steyr, modern, climate-friendly e-trucks are being manufactured as of today with the Volta Zero. This shows: There are enormous opportunities for Austria and Europe in e-mobility: more climate protection, more quality of life in our cities and future-proof jobs. I am really proud that this production takes place in Austria. Thank you for the exciting insight into this impressive work,” emphasised Climate Protection Minister Leonore Gewessler after her visit.

Volta Trucks’ contract manufacturing facility is owned by Steyr Automotive. Following an extensive tender process, Steyr Automotive was appointed in August 2021 based on its extensive experience in commercial vehicle manufacturing, existing manufacturing facilities, and consequent speed to market. Steyr Automotive offers Volta Trucks more than 100 years of manufacturing experience building commercial vehicles.

Steyr Automotive has reserved a capacity of up to 14 000 vehicles per year for Volta Trucks from their total available production. Volta Trucks will ramp up production volumes over the



coming years to maximise this opportunity and during this time, manufacturing the Volta Zero will potentially create over 700 jobs and a further estimated 2 000 positions within the supply chain.

Co-Founder and Chief Manufacturing and Logistics Officer of Volta Trucks, Kjell Walöen, said; “The first full production Volta Zero going into the production line here at Steyr is the most substantial milestone the company has achieved to date. In just 2.5 years, less than half the time existing truck manufacturers take, we have moved from launching a concept, through the engineering, development and quality phases and now the start of production of the final specification models that will be driven by customers, making our urban environments safer and more sustainable. The industry-leading pace to market set by Volta Trucks is a true testament to the highly skilled and driven professionals in the company and our partners, and the whole team is extremely proud of this milestone moment.”

### Snapshot: Volta Trucks

Volta Trucks was founded in 2019 in Sweden by co-founders Carl-Magnus Norden and Kjell Walöen. The company, focused primarily on operations across all major cities in Europe and the UK, is accelerating the transition to all-electric trucks, reducing the effects of climate change and helping make our cities safer, healthier and more sustainable for everyone. Volta Trucks has partnered with a number of global leaders in the supply chain for the development and production of the Volta Zero, at pace and scale. In total, Volta Trucks has raised over €360 million funding to date.

The company’s partner in contract manufacturing is in Steyr, Austria, where production of customer specification vehicles is starting in early Q2 2023. The company has also established a network of ‘Volta Trucks Hub’ service and maintenance facilities in its launch markets, with the first four already announced in Bonneuil-sur-Marne, to the south of Paris, in Tottenham, London, Duisburg, to the west of the Rhine-Ruhr region in Germany, and in Madrid, Spain. 





## Short Nose, Long Service History



300 millimetres longer bonnet belongs to the heavy class and was produced in the Gaggenau plant. Just like their predecessors, the new models are also available as forward control vehicles (air compressor) ex-factory. The P in the model designation stands for Pullman and indicates the comparably comfortably equipped and spacious forward control cab. The forward control design impresses with its short vehicle length and high agility compared to bonnet vehicles with the same effective area and payload. However, the noise and heat emissions from the engine located below the cab is still very high and without the tilting cab, only introduced years later, the accessibility of the engine for maintenance work is poor.

### Optimum Compromise

The short-nosed vehicle design is the optimum compromise between the classic bonnet lorry and forward control: the L 328 short-nosed vehicle introduced in 1961 (L 911 from 1963 after a change of model designation) has a turning circle 2 400 millimetres smaller than the comparable L 312 long-nosed vehicle. At the same time, the noise and heat of the engine is a lot less noticeable in the cab compared to the LP 328/LP 911 forward control. There is sufficient space for a third seat between the driver and passenger. Finally, the engine is more accessible for maintenance work. Mercedes-Benz describes the benefits in the press kit for the International Motor Show in Frankfurt am Main

**M**ore than sixty years ago, a defining chapter of the Mercedes-Benz commercial vehicles history began: on 5 March 1959, the Stuttgart brand presented the new “short-nosed” truck, initially in models L 322 and L 327 (medium-weight class) as well as L 337 (heavy class). The short-nosed vehicles were internationally very successful and important for the strategy of what was then Daimler-Benz AG for internationalisation after the Second World War. They continued to be built until the 1990s. In total, almost a million short-nosed vehicles were built – either as complete trucks or as parts kits for construction abroad.

In 1959, Mercedes-Benz successfully steered a middle course with the completely new truck generation: the classic commercial vehicles with a long bonnet and freestanding wing are not replaced in one go by forward control vehicles with engines located completely under the cab, but are instead replaced by the “short-nosed vehicle”. Here, the engine is only partially beneath the cab and the vehicle has a striking front with a short, round bonnet. The design of the short-nosed vehicle with integral headlamps and wings clearly takes style elements from the Mercedes-Benz self-supporting chassis-body structure saloons of the time.

Mercedes-Benz presented the short-nosed truck to the press on 5 March 1959 in Stuttgart with models L 322, L 327 and L 337. The first two belong to the medium-weight class, which were built in the Mannheim plant. The L 337 with an around

(IAA, 17 to 21 September 1959) as follows: "The modern cab made entirely from steel, hung in rubber at four points, with side-hung and wind-up windows, has a large, single-part panoramic windscreen and two rear windows made from safety tempered glass. The engine compartment firmly closed against the cab and perfectly shields against all engine noises. All maintenance work to the easily accessible engine is carried out from the outside."



**Global Success Model**

The Mercedes-Benz short-nosed vehicle model series implemented these difficult requirements with exceptional success. They were available as pickup trucks, tippers and tractor units, with all-wheel drive and, in the heavy class, also with three axles. The short-nosed vehicle chassis were set up for the fire service and municipal services such as street cleaning and refuse collection and formed the basis of many further uses, from cement mixers to special tankers. The short-nosed vehicles were also very successful when exported to countries all around the world.

Just how popular the trucks with the friendly, round short bonnet were with customers compared to the forward

controls at the time can be seen with a look at the sales figures: the most successful short-nosed vehicle amongst the complete vehicles is the model 322, which, after the reorganisation of model designations in 1963, was called model 1113. The numerical sequence stands for eleven tonnes permissible gross vehicle weight and an engine output of 96 kW (130 hp). As a short-nosed truck (L) and short-nosed vehicle with all-wheel drive (LA), more than 60 000 vehicles are built between 1959 and 1969. In the forward control versions LP and LAP, the combined total was fewer than 16 000 vehicles. This includes more than 650 000 complete trucks and chassis as well as around 300 000 parts kits. These "completely knocked down" (CKD) sets were delivered for assembly abroad. By far the largest order was 226 930 CKD sets of the L 1210, which were delivered to India between 1964 and 1979.

Many of these trucks are still in operation with drivers and owners praising the ruggedness and reliability. Referred to many by simply "The 9-11", some companies are proud to say that this particular truck was their very first, laying the foundation to becoming successful transporters. It is not uncommon to see their first trucks on display in the company headquarters after being refurbished and repainted. **F**



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# Daihatsu’s New 3S Centre, Saga Superior in Ipoh Now Open

*The newly-upgraded 3S facility along Jalan Pasir Puteh 1 aims to provide customers a holistic experience and offers one-stop sales and services with end-to-end experience seamlessly. Daihatsu launches Rahmah Service Package, with savings up to 38 percent.*



Speaking at the opening ceremony, Arman said that “This newly upgraded 3S Centre has been designed in line with Daihatsu Malaysia’s company goals to deliver quality customer service experience and vehicle ownership satisfaction.”

Established on a spacious 21 780 sq-ft plot located strategically along Jalan Pasir Puteh 1, the 3S Centre offers range of Daihatsu Gran Max with up to 17 different body applications, comprehensive aftersales and service programs.

The 3S Centre comprises of its existing showroom, which now comes equipped with new service reception, customer lounge area, three service bays, overhaul bay, car wash bay, storage room for parts and special tools, plus technician’s restroom.

Managing Director of Saga Superior, Ms. Loo commented “Our customers will now find it increasingly convenient and timesaving to service their Gran Max with the availability of our new service

**S**aga Superior Sdn. Bhd., one of Daihatsu Malaysia pioneered authorized dealer running a dealership for sales of Daihatsu vehicle since 2006, has officially launched its 3S Centre which comprises of vehicle Sales, Service and Spare Parts, on 27th May 2023 in Ipoh, Perak.

The grand opening ceremony was officiated by Mr Arman Mahadi, Managing Director and Mr Katsumi Ohori, Executive Director of Daihatsu (Malaysia) Sdn. Bhd., along with Ms Loo Siok Yee, Managing Director of Saga Superior Sdn Bhd. The newly upgraded facility along Jalan Pasir Puteh 1 is aimed to provide customers a holistic experience and offers one-stop shop with end-to-end sales and service experience seamlessly.



centre which can easily accommodate up to four units of Gran Max panel vans and trucks at a time.”

Aside from optimizing one’s time, highly trained technicians are critical to maintenance and repair of vehicles. Daihatsu Malaysia can’t emphasize enough the importance to streamline proper technicians training across all of its authorized service centres and the impact it has specially on commercial vehicles upkeep, to improve reliability and performance while minimizing downtime.

The evolution of Saga Superior since 2006, starting as Daihatsu 1S Showroom to a full-fledge 3S Centre today, is made possible with the support of our long serving and valued customers.” added Loo.

#### **DAIHATSU RAHMAH SERVICE PACKAGE**

In addition to the newly-upgraded 3S facility launch, Daihatsu Malaysia also took on opportunity to introduce the DAIHATSU RAHMAH SERVICE PACKAGE, made available at all Daihatsu authorized service centres nationwide.

Riding on Malaysia Government’s AUTO RAHMAH Package initiative, while staying true to the Daihatsu slogan ‘Light You Up’, the DAIHATSU RAHMAH SERVICE PACKAGE is aimed at lightening the load of SME

business owners. Keeping this in mind, Daihatsu Malaysia offers an affordable service package with savings up to 38 percent priced from RM149 (consisting of change of engine oil, oil filter, drain plug gasket and inclusive of labour charges) to help ease vehicle maintenance and business operating cost. Terms and conditions apply and those taking up the offer are reminded to check on these first.

Arman emphasizes “Nothing is better than giving back to you, our Users! - referring to our Gran Max users. Being the market leader and No.1\* preferred choice for light commercial vehicle in Malaysia, the introduction of Daihatsu Rahmah Service Package together with the newly upgraded 3S Centre is in line with the Group’s business vision to creating a customer centric culture and provides more holistic ownership experience, while growing the brand.”

It is imperative that owners be aware of the need for their commercial vehicle to be properly maintained regularly and assuring it is operating securely on the road at all times. Daihatsu is a lifelong brand advocate of the importance of good vehicle maintenance and road safety, particularly for Gran Max that operates on long haul drives daily, and the DAIHATSU RAHMAH SERVICE PACKAGE does just that.

The campaign started on 27th May 2023. Gran Max users are encouraged to send their vehicles to any authorized Daihatsu service centre available nationwide for vehicle inspection and routine maintenance service during the campaign period to enjoy great savings for a limited time offer. **F**





to wrap the compressor in. For example, electrical air compressors are quieter than petrol-powered units, not requiring petrol to power the compression pumps. Rotary screw air compressors are also quieter than traditional reciprocating models. However, electric compressors may not have the power or stamina to run extended hours.

### **Under Pressure: PSI & CFM**

Most workshop-level air compressors produce enough PSI (pounds per square inch) for pneumatic tools such as nail guns and impact wrenches. Typically, such tools require between 80 and 90 PSI, whereas this is from 30 to 70 PSI below what most air compressors offer. The CFM (cubic feet per minute) depends on the air compressor's tank. With larger tanks, the CFM can reach a higher status before compressors needing to rest. Most workshop tools do not require a particularly high CFM, though one should consider it a safety precaution to purchase an air compressor that provides at least 1.5 more CFM than the tools operated require.

## **Compressors: Versatile Tools for Workshops**

*Most workshops depend on compressed air to power tools. With a right-sized compressor for any need, we look at some considerations when picking the right one.*

**W**hen designing or upgrading a workshop, several tools need to be considered. Electricity is among the most important, next to compressed air to drive tools, inflate tyres or to clean dusty items. To provide compressed air able to drive power tools, industrial grade compressors are needed. Jason S.Y. Han of Lubetrans shared with Asian Trucker about the use of these versatile tools.

"They come in many sizes and compressors can be one of the most useful pieces of equipment to add to any workshop, small or big." Air compressors can be used for a variety of tasks, from inflating tires to powering pneumatic tools. Whether replacing, upgrading or adding a compressor to your workshop, there are some considerations according to him. His advise is to consider carefully and not just buy anything cheap.

### **Quiet! Noise Levels**

A workshop might be located in close proximity of residential areas or within other industrial facilities. It is important to purchase an air compressor that runs quiet and doesn't produce a lot of noise. While one can build noise cancellation around it, it is best to start with a compressor that runs quiet. This will protect the long-term hearing of staff and reduce the chance of neighbouring business or families complaining about you.

Although modern compressors are designed to be as quiet as possible, they still emit noise, which can become annoying over time. There are several ways to make compressors quieter. For smaller compressors, one can use a sound-proof blanket



**It Mattes: Size**

The capacity of a compressor depends highly on the size and layout of the workshop. A smaller air compressor is generally more desirable in order to save space. Smaller workshops may want to use compressors on wheels whereas larger workshops may want to instal piping to each workstation.

**Unity is strength**

Han recommends a range of Michelin-branded units to those that are looking for a dependable, hassle-free compressor for their workshop. "With such a long history, this brand is also a trustworthy brand for air compressors. Their credibility has been underlined as these compressors are used by some of the world's most famous brands," he stated. In partnership with Michelin, this is a tale of power and reliability. Michelin has made clear how experience, knowledge and being into the air-systems scape really matters in order to constantly raise the bar.

However, high quality products and nonstop technological advancements are not the only elements of the relationship with Lubetrans as the official distributor for these compressors. Indeed, both companies share a special focus on professionals. Being able to tailor solutions for these targets is often challenging but remains what they do best.

Michelin offers compressors without air collection tanks and also compressors with tanks from 6 - 50 litres for a more intensive use. Powerful heavy duty and thanks to the small-sized construction design and to the reduced weight, these compressors may be easily used and transported anywhere by anybody.

**Company Focus Michelin**

With nearly €650 million spent every year on R&D, innovation is one of the pillars of Michelin's strategy to stand out from competition. The Group's innovation programs have focused on delivering sustainable mobility solutions for more than 20 years.

Today, it is the world's leading manufacturer of fuel-efficient tires and a pioneering champion of the functional economy, which consists of selling a service or the use of a product rather than the product itself. Creating innovative products and services allows Michelin to consolidate its leading position while offering pertinent solutions to its customers.

Since the beginning, Michelin has been a trailblazer in communication. This is thanks to the lovable Michelin Man, Michelin maps and guides as well as unique physical and digital services that take the hassle out of travel.

Today, Michelin enjoys strong brand awareness due both to the quality of the tires it sells and to the Michelin Man, who has been part of our hearts and homes for more than a century and recently was named Icon of the Millennium by Advertising Week.

As well-respected engineering company Michelin is among those leading the way in air compressors producers elite. Their range encompasses a wide range of products focused on four main assets: piston compressors, screw compressor, air tools, air treatments. Lubetrans offers cost and energy efficient, highly reliable products suitable for all sizes and types of workshops.

**Excellent Choice: Piston Compressors**

Piston compressors are generally considered the best choice for workshops, small industries and studios. Piston compressors are a safe and dependable choice for professional and manufacturing applications.



A piston compressor works using a valve system and two stainless steel valve discs. The piston moves downward and draws air into the cylinder, then the largest disc flexes to fold downward, allowing the air to pass. As the piston then moves upward, the large disc flexes again to seal against the valve seat.

**Constant Pressure: Screw Compressors**

An opening valve sucks gas into the compressor chamber. Located in the chamber are the two screw rotors; when the machine is on, they will rotate at high speeds. As the impellers rotate, they trap and isolate air in the cavities between the rotors, thus moving the air down the chamber.

Lubetrans offers compressors that are able to ensure constant pressure over a long-run frame. With their latest addition to the product portfolio, they satisfy the increasing demand for generators of compressed air from 3 to 100 HP. The compressors are simple and easy maintenance but breakthrough in technological advancement. **F**





# Hitting the Ground Running with Gemba Spirit

**A**head of his arrival in Malaysia, Asian Trucker got hold of Isuzu's incoming COO, Mr Masashi Nuijima, who is due to arrive here shortly.

**AT:** Let's talk about you first for a bit: Who are you and what has been your career path with Isuzu so far?

**MN:** I am Masashi Nuijima, and I joined ISUZU MOTORS LTD in 2005, where I served in the international sales division. Throughout most of my career, I have been responsible for the China market and China-related businesses, which has given me insights into their market and customers' vehicle requests.

In the last phase of my time at ISUZU Japan, I was involved in KD component sales operations for CIS nations (Commonwealth of Independent States), as well as the East, Central, and Southwest Asian regions. These experiences have given me a good understanding of customers' vehicle preferences and have led me to believe that I can introduce the best suited vehicles for customers in Malaysia.

**AT:** What makes Isuzu a great company to work for?

**MN:** The company's basic philosophy is to prioritize communication and respect for individual opinions and diversity. While not necessarily unique, this philosophy is straightforward and easily adopted by everyone.

**AT:** Normally, the CEO is the one in the limelight. What makes the position of a COO special? What are the highlights of the job?

**MN:** I believe that the major task of a COO is to be close to the site where customers are active. One can make the right choices if they have a good understanding of the site. Therefore, I think my main duty is to work closely with vehicle users. In Japan, this is called Gemba spirit. We see this also being adapted by many western brands now. In my work, I have applied this principle all the time, thus, I look forward to meeting with many Malaysian users of our trucks.



**AT:** Malaysia is a drastically different market from Japan. What is your expectation, what do you think the market will be like?? (Eventually, we can do a follow up interview to see how the perception has been confirmed or changed)

**MN:** Malaysia has many tough competitors. Also, customers' requirements are rather high due to the many available choices. Therefore, we must constantly think and adapt to the market's needs; otherwise, we risk losing support from customers in this tough market.



**AT:** The market here is also very mature. What change do you plan to affect?

**MN:** I agree that the market is mature, and customers are becoming more demanding in terms of vehicle performance. Additionally, technology is advancing rapidly, and customer needs are constantly evolving. Therefore, we must make our best effort to keep up with these changes. We know that the Malaysian government is readying the country for higher emission norms and a broad roll-out of electric vehicles. As Isuzu, we need to be prepared for this.

**AT:** Although the rumours that Malaysia will implement EURO IV emission norms have been around for over 10 years, it now seems as if this is going ahead. How do you prepare for it, what is your thought about this in view of the electrification of transportation?

**MN:** I believe that both high emission standards and vehicle electrification serve the same purpose, which is to benefit the environment. ISUZU is currently preparing an EV vehicle, and we are ready to introduce it if our customers show interest.

**AT:** The hot topic: what can we expect from the collaboration with UD?

**MN:** SUZU MOTORS and UD Trucks have discussed potential collaborations for the future market. UD Trucks is an established automobile company with its own unique technical knowledge and experience, and we believe that collaborating with them will yield great synergistic effects. Naturally, our customers will benefit greatly from this collaboration too.

**AT:** A uniform global market in terms of emission norms etc would make your job easier, would you agree?


**MN:** While unifying vehicle specifications might make my job easier to some extent, it's important to note that customer needs can differ even within the same industry. This is why Isuzu is offering such a deep and wide range of vehicle options.

**AT:** It is accepted that there is a growing demand for transportation. Is "more" the answer or should it be "smarter" to address current issues?

**MN:** I believe that there is a limit to the increase in aggregate demand, and an increase in the total amount may lead to inefficiencies. Therefore, we recognize that our future challenge is to work with our customers to achieve smart and efficient logistics in appropriate quantities.



**AT:** Any thoughts, comments or additional input you would like to add?

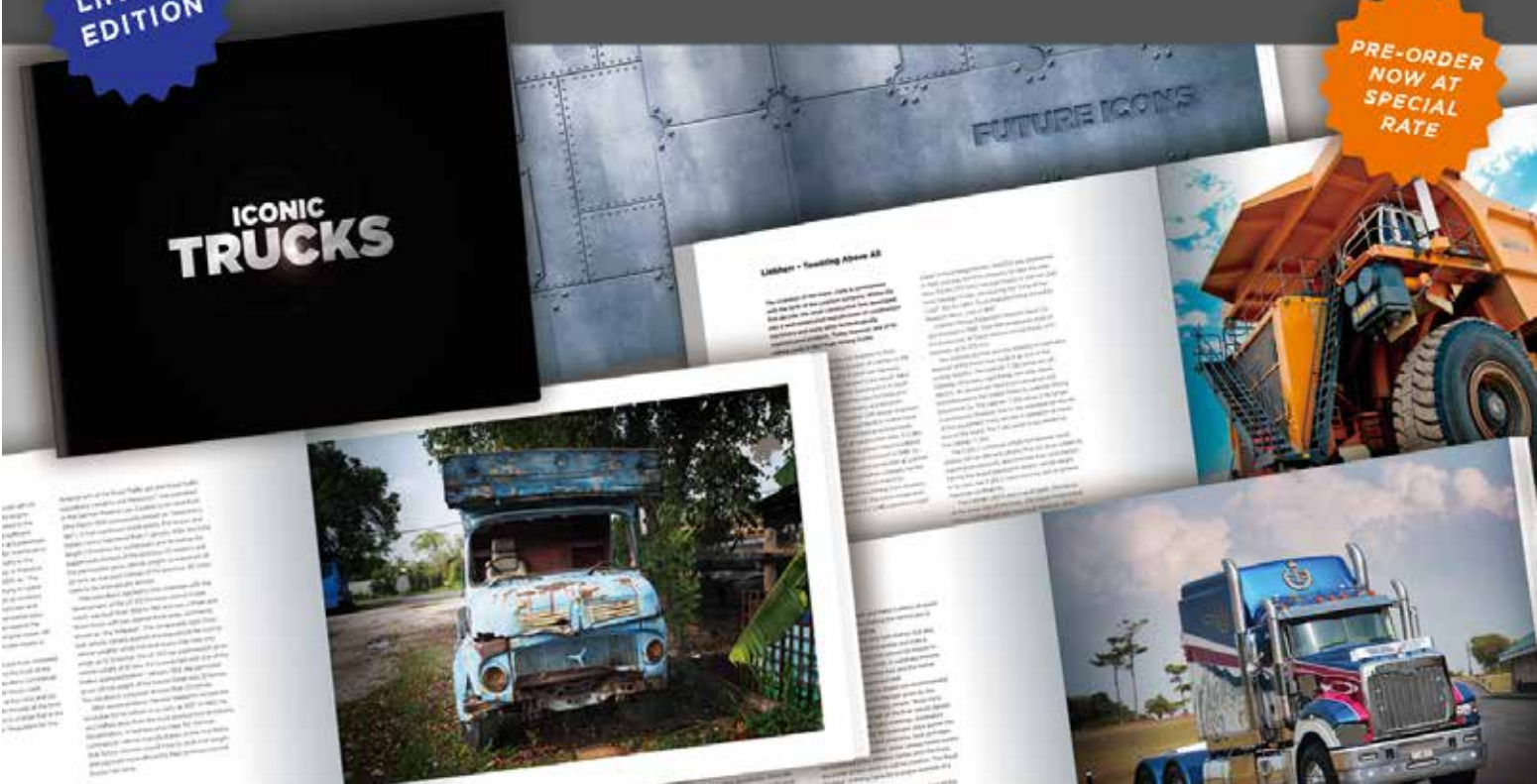
**MN:** I am honoured to be interviewed already ahead of my arrival in the country. However, I apologize in advance for my limited understanding of the Malaysian market. Once I am on the ground, I am able to learn more and thus be able to give more details answers. 

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# Bigger with Hydrogen

*Anglo American unveils a prototype of the world's largest hydrogen-powered mine haul truck - a vital step towards reducing carbon emissions over time.*





**A**nglo American plc (“Anglo American”) today unveils a prototype of the world’s largest hydrogen-powered mine haul truck designed to operate in everyday mining conditions at its Mogalakwena PGMs mine in South Africa.


The 2MW hydrogen-battery hybrid truck, generating more power than its diesel predecessor and capable of carrying a 290-tonne payload, is part of Anglo American’s nuGen Zero Emission Haulage Solution (ZEHS). nuGen™ provides a fully integrated green hydrogen system, consisting of production, fuelling and haulage system, with green hydrogen to be produced at the mine site.

nuGen™ is part of FutureSmart Mining™, Anglo American’s innovation-led approach to sustainable mining – which brings together technology and digitalisation to drive sustainability outcomes, including our commitment to carbon-neutrality across our operations by 2040.

Duncan Wanblad, Chief Executive of Anglo American, said: “nuGen™ is a tangible demonstration of our FutureSmart Mining™ programme changing the future of our industry. With diesel emissions from our haul truck fleet accounting for c.10-15% of our total Scope 1 emissions, this is an important step on our pathway to carbon neutral operations by 2040. The

mining industry is playing a considerable role in helping the world decarbonise, both through our own emissions footprint and the metals and minerals that we produce that are critical to low carbon energy and transport systems.

“Over the next several years, we envisage converting or replacing of our current fleet of diesel-powered trucks with this zero-emission haulage system, fuelled with green hydrogen. If this pilot is successful, we could remove up to 80 percent of diesel emissions at our open pit mines by rolling this technology across our global fleet.”

Anglo American has been a longstanding champion of the potential offered by the hydrogen economy, recognising its role in enabling the shift to greener energy and cleaner transport. The hydrogen economy provides an opportunity to create new engines of economic activity. With a combination of abundant renewable energy sources (i.e. solar and wind), and as the world’s largest producer of PGMs, hydrogen is a strategic priority for South Africa and presents a significant opportunity for economic development, including the creation of new jobs and the development of the PGMs sector, while also contributing to South Africa’s decarbonisation objectives. 

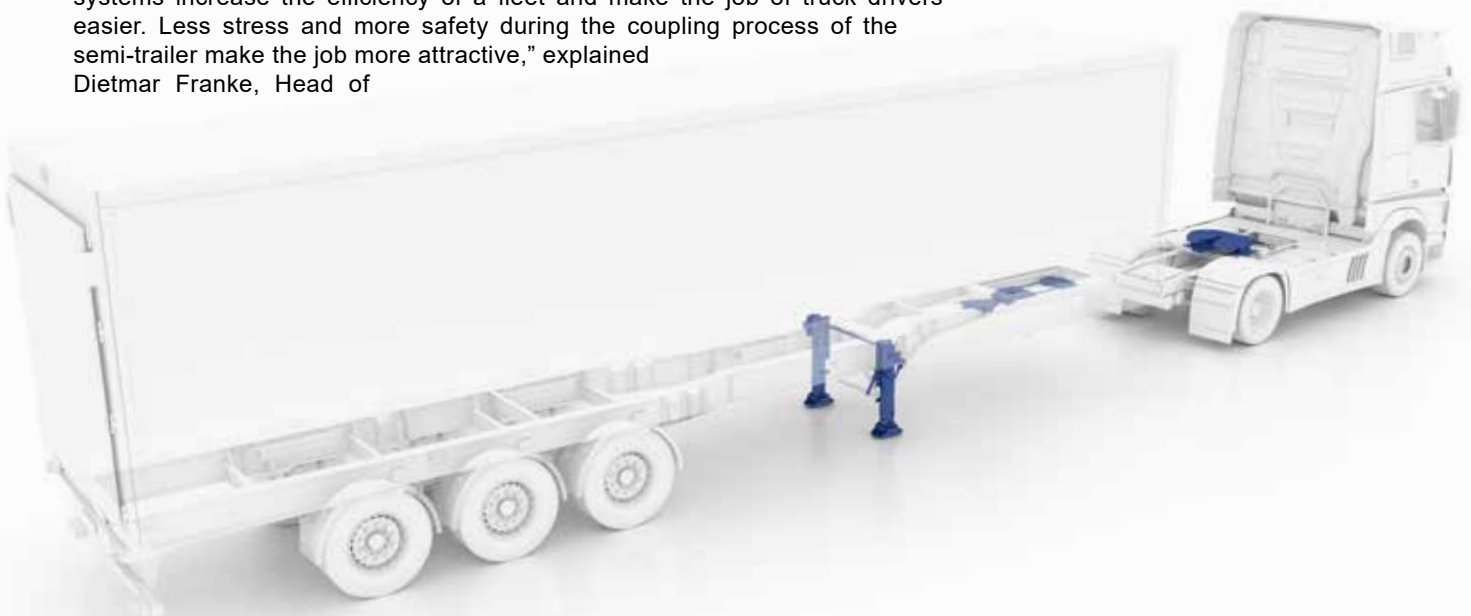


# JOST Presents Smart Assistance Systems

A truck driver has a challenging job – JOST makes it easier with the latest safety technology and smart assistance systems. In line with the industry trend #jostassist, the company presented the KKS automatic coupling system, the King Pin Finder assistance system and the Drawbar Finder upgrade kit at the transport logistic in Munich. Another highlight was the weight-optimised DCA WEIGHTMASTER PLUS axle.

The transport industry is an important pillar of the national and international economy. JOST develops advanced and numerous products to enable the industry to face current challenges such as the driver shortage. “JOST assistance systems increase the efficiency of a fleet and make the job of truck drivers easier. Less stress and more safety during the coupling process of the semi-trailer make the job more attractive,” explained Dietmar Franke, Head of

Trailer Germany, Austria, Switzerland at JOST. “The KKS enables automatic operation and monitoring of the entire coupling and uncoupling process by remote control from the driver’s cab. Drawbar Finder and King Pin Finder, which can be integrated directly in the dashboard, are a practical support during coupling and hitching up. We





are looking forward to the transport logistic as visitors can experience the solutions for themselves on our stand in the hall and on the outdoor exhibition area.”


#### **Automatic Coupling System KKS with New KKS-U Connector: Faster, Safer, more Efficient**

The KKS enables drivers to couple and uncouple semi-trailers via remote control without leaving the driver’s cabin, automatically, safely and quickly. The driver is guided through the entire coupling process, with sensor technology providing live information on the KKS remote control throughout every step of the process. For example, the support plate sensor indicates that the trailer plate is touching and the position of the king pin is also monitored by sensors. Climbing out of the cabin to manually open the fifth wheel, cranking down the landing gear and manually connecting the spiral cable, air and brake connections are all a thing of the past for drivers. Time, comfort and safety gains are made possible with just one product. JOST will also be presenting the new KKS-U Connector at the transport logistic. With the KKS-U Connector, existing fleets can be retrofitted with a KKS system without much effort, as it is simply and quickly mounted to the underside of the semi-trailer.

#### **JOST King Pin Finder and ROCKINGER Drawbar Finder: Smart Assistance Systems**

JOST is presenting the King Pin Finder, a camera integrated in the fifth wheel coupling, as a new product at transport logistic. The optimal position of the camera allows the coupling process to be precisely monitored and carried out on the dashboard in the driver’s cabin. The JOST King Pin Finder provides a precise view of the king pin and assists with

reverse manoeuvring by displaying the live camera image. This enables the driver to find the ideal coupling height and optimally align the tractor.

The ROCKINGER Drawbar Finder can likewise be integrated directly into the dashboard and supports the coupling process via camera. Here, a camera sits in a central and protected position above the towing hitch, functioning as an extra set of eyes and preventing misalignment of the drawbar eye. By providing both horizontal and vertical guidance, it enables precise coupling. The driver no longer needs to get out of the truck to check that the drawbar eye is aligned correctly. The assistance systems provide support through their intuitive handling and help to avoid accidents and damage. 



# Why Rethinking Logistics can Play a Key Role in Preparing for Autonomous and Electrified Vehicles



The transport industry can benefit from rethinking transport and logistics operations, and the Scania Ventures Logistics team helps Scania's customers prepare for a world of autonomous and electrified vehicles. Designing efficient logistics operations can enable more transparency and predictability in day-to-day transportation, says Markus van Horik, from Mobility Solutions.

Today, the transport industry is designed for the maximum optimization and utilization of vehicles built with a combustion engine. By only focusing on the optimization of vehicle and fleet utilization, it is also constructed in a way that makes it difficult to reduce carbon emissions. There is much to be gained by creating more efficient, transparent, and lean end-to-end flows.

To address this issue, Scania Ventures has developed a new service with the help of the experienced and knowledgeable personnel within the Scania Logistics team. The service helps Scania's customers and its customers' customers to meet some of the challenges in creating transparency and predictability in their logistics processes, while at the same time helping to prepare them for a world of autonomous and electrified vehicles.

It's no easy challenge, but Markus, whose career includes logistics service development and supply chain consultancy, is up for the challenge. "I'm energised by the idea of making a change in the transport industry, and truly exploring what our vision of driving the shift towards sustainable transport can mean for Scania in terms of our products and services," he says.

Logistics has a huge role to play in driving the shift. Markus says the idea for the Scania Ventures Logistics project came from the realisation that the material flows for using the new autonomous and electrified technologies would have to be redesigned to be different from those that apply to older technologies. "The new technologies are not yet mature, so they will be so much less flexible than the products of today for quite a few years to come," he explains.

"Today's trucks can drive anywhere at any time of the year but that's not yet the case for autonomous and electrified transports. It's not just about the technology but also the legislation, different countries' approaches and even their tech-readiness." However, Scania is well placed to respond to industry's need for flow optimisation. "Our production division's long experience of logistics and supply chain

questions has left us with some very good practices that have commercial potential for external supply chains," Markus explains.

"It's an excellent example of how Scania Ventures can add value for customers in terms of reducing CO2 emissions and increasing cost control. From Scania's point of view, we are creating revenue and reducing costs for the company using our existing assets."

The Scania Ventures Logistics project is currently running pilots with several companies across industry. The team at Scania is designing entire logistics flows for producers. One of the key improvements involves consolidating materials that manufacturers get from their various suppliers. By replacing the old model of 'one supplier-one shipment' with a consolidation of shipments in one location before sending on to the production facility, companies can reduce both carbon emissions and costs.

This helps satisfy growing regulatory and consumer demands for sustainable goods, plus the perennial need to make business more efficient. In the case of one European bicycle manufacturer that Markus's team is working with, consolidating five separate truckloads into just one going to the production site may end up cutting the company's CO2 emissions and transportation costs by as much as 20 percent. "Not only does redesigning these flows reduce environmental impact and operational cost," adds Markus, "It also allows manufacturers to reduce their stock levels, which means they don't need to have so much capital bound up. We are balancing flows in a better way that also has other knock-on benefits for their business."

Despite the current wider context of supply chain challenges that Scania and the wider industry are facing, Markus is delighted with the progress of the venture so far. "We already have some very satisfied customers, who've been inspired by our way of working. A lot of interested parties are getting in touch and we're taking bookings every day," he says. **T**

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# Powering Up Electric Heavy Duty Vehicles

By: Hwee Yng Yeo

Smoky tailpipe emissions may soon be a thing of the past, as the heavy transport vehicle market catches up with the electric car market to lower their contribution to greenhouse gas (GHG) emissions.

Private sedans and light-duty trucks lead the vehicle electrification race, leaving much upside opportunity for heavy transport fleets such as trucks and buses to catch up.

In the United States, data from the U.S. Environmental Protection Agency reveals that while overall greenhouse gas emissions from passenger cars and light-duty trucks declined over the past decade, medium and heavy-duty trucks and buses still chugged out well over 200 teragrams of CO<sub>2</sub> over the same period (see Figure 1).



Figure 1. U.S. greenhouse gas emissions between 1990 and 2020 by land transport type. Note: 1 Teragram = 1 million metric tons. (Source: Inventory of U.S. Greenhouse Gas Emissions and 1990–2020 [EPA 2022])

In Europe, the transportation industry must urgently decarbonize its trucks and buses to achieve the Paris Agreement target of keeping global warming below 2°C. Although these two heavy road vehicles represent only 2 percent of vehicles on



the road, they emit a quarter of all transport-related greenhouse gases. That is according to a study by the non-profit research organization International Council on Clean Transportation.

These data points bode well for automakers who are investing in electrifying their heavy transport vehicle models to tap into the electric truck market growth. Worth only US\$2.4 billion in 2022, this market is expected to surpass \$15.6 billion by 2030, says a Precedence Research report.

While China takes the lead with the highest number of electric truck registrations globally, supported by a strong EV battery manufacturing industry, other regions are rapidly stepping up their learning curves.

### Longer range, faster charging, V2G-enabled

One of the biggest challenges in electrifying heavy vehicles is extending the driving range per hourly charge. Unlike designing passenger sedans, engineers working on the next electric truck model must ensure the battery has enough electric power to ferry heavy loads over longer distances. They also need to factor in fast-charging capabilities and future-proof these electrified fleets for a vital vehicle-to-grid (V2G) role, where EV batteries can serve as mobile power banks on wheels.

Meeting the needs for longer range, faster charging, and future-ready V2G capabilities starts at the battery cell chemistry level. Depending on the battery performance specifications, cell developers need to analyze how each electrochemical cocktail will perform (see examples in Figure 2).

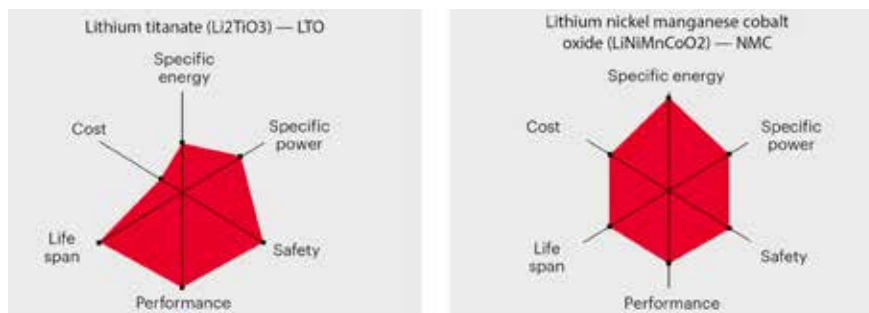


Figure 2: Different battery cell chemical compositions yield different properties and performance. (Source: Battery University)

EV battery cells come in different form factors: cylindrical, pouch and prismatic. These cells are connected to form modules and packs. An electric truck can have as many as 20 000 to 30 000 cylindrical cells organized into huge battery packs, with each pack weighing as much as a grand piano.

The different cell chemistries come with trade-offs in weight, capacity, performance, fast-charging capability, packaging, and recyclability. Some battery types require different battery management and thermal management systems, which may add cost and specific packaging requirements to the heavy vehicle. This is where testing at the battery module and pack levels is essential to ensure these heavy-duty electric fleets perform as expected, especially on long-haul journeys.

It is common for electrified heavy vehicles to use battery packs of 800 V and higher. Developing such powerful battery solutions can be costly due to energy consumption, cooling costs, and safety considerations.

This is where regenerative power and new wide bandgap (WBG) power semiconductors such as silicon carbide (SiC) chips enable more efficient battery testing technology. These WBG power devices reduce switching and conduction losses, improving thermal management. Coupled with regenerative technology, the battery testing process can now recycle as much as 96 percent of the energy used in testing back to the grid instead of losing it as dissipated heat, which will incur immense air-conditioning cooling costs.

In the foreseeable future, electric transport fleets with high-capacity battery packs will play a key role in enabling the V2G vision. These battery packs can alleviate concerns of insufficient battery energy storage systems as more renewable energy supplies from wind and solar connect to the grid. The batteries can store excess energy generated by renewable energy sources, and sink the electricity back to the power grid during peak power utilization periods.

The electrification of heavy vehicle fleets holds much potential to contribute to a cleaner transportation future, while helping to lower carbon emissions. Keysight is committed to helping automakers and battery manufacturers with their design and testing needs.



### About the author

Hwee Yng Yeo is an ecologist by training and an e-mobility advocate. She holds an Honors degree in Botany from the National University of Singapore. Throughout her technical career, she has been a prolific writer on all topics related to the automotive sector and a champion of clean technology innovations. Based in Singapore, she joined Keysight Technologies in 2000 and in her current role as Electric Vehicle Industry and Solutions Manager, she works with Keysight's e-mobility design and test solutions team to connect end users in the complex energy ecosystem with solutions to enable their next innovation. **F**



## Reducing Wear, Saving on Lubricants: iglidur TX2

*Wound tribo plain bearings from igus reduce wear in heavy-duty applications. Lubrication-free and maintenance-free heavy-duty material iglidur TX2 shows a 3.5-fold improvement in wear behaviour in tests*

**E**specially for heavy-duty applications in the construction machinery or agricultural industry, igus now has the new tribo-material iglidur TX2 in its product range, which works without lubrication. Because even small excavators still need 50 litres of lubricant every year. The wound plain bearing bushings withstand very strong forces and increase wear resistance by a factor of 3.5 in load ranges with more than 100 MPa surface pressure.

Machines and agricultural vehicles: the construction or mining industries are exposed to challenging environmental conditions every day. Cold, heat, dust and dirt have a strong effect on the bearing points. The motion plastics specialist igus offers an alternative to frequently used metallic solutions with its plain bearing technology. Another material combination for wound bushings complements the range of injection-moulded bearings in the heavy-duty range.

### High load, low wear

The tribo plain bearings made of high-strength filament fabric are used where very high loads occur. Here, the extremely strong filament in its specially interwoven design ensures maximum resistance and enables a maximum permissible compressive strength of 400 MPa. The newly developed material was extensively tested on the indoor and outdoor test rigs in the 3 800 square metre igus test laboratory. Pivot tests on hard-chrome shafts showed that iglidur TX2 is around 3.5 times more wear-resistant than the standard heavy-duty material TX1. Like all iglidur plain bearings, iglidur TX2 is self-lubricating and operates dry. This prevents

dirt from adhering to the bearing points. This reduces maintenance and repair costs, as well as machine failures due to insufficient lubrication.

As the material is also very resistant to temperature, chemicals and moisture, plain bearings made of iglidur TX2 can be used in many other areas. Due to the freedom from corrosion and seawater resistance, they can also be used, for example, in moving applications in the maritime sector. Diameters of up to 2 800 millimetres are feasible. In any case, the application of iglidur TX2 takes into account increased sustainability requirements, both underwater and onshore. "For example, according to the operators, even a small excavator needs between 50 and 60 litres of lubricants per year", clarifies Stefan Loockmann-Rittich, head of the iglidur Plain Bearing Technology Business Unit at igus. "Since the iglidur TX2 bearings do not need lubrication, the customer benefits threefold: not only saving costs for oil or grease and maintenance time, but also no lubricant is released into the environment." iglidur TX2 is available from May as a standard product range in the diameters 20 to 80 millimetres directly from stock. **F**

# Stefan, What Would You Do?

Sometimes, I would build castles in the sky by thinking about how I would run a transport company. Nothing very specific; it could be haulage or project cargo, general cargo or maybe a branded fleet of food trucks. Then I would contemplate how I would run that business, using what I think are best practices, based on what I experience when I interview business leaders for Asian Trucker.

To start with, I would likely focus on having just two brands of trucks. This is mostly to reduce admin and to achieve economies of scale through enhanced bargaining power. There should be two brands as I don't want to depend on one supplier alone. We have seen that even big brands sometimes may leave a market. Buying from a very limited number of suppliers means less capital being bound for spare parts, staff will be more knowledgeable about the items and brands purchased, too.

Then I would have one of these automated vehicle cleaning systems. Once a week, at least, every truck would have to go through it to ensure that the vehicles are always spotless. This, in my view is very important as the state of a vehicle can give an overall impression of what the business is like. I see way too many delivery vehicles that are covered in grime while carrying food stuffs. What could that imply about the inside of the truck or the warehouse? Cleanliness of the vehicles would be a KPI for the drivers and they would be incentivised to keep the trucks neat and sparkling.

And that should be the same for the drivers: neat and sparkling. They wouldn't have to wear a suit, as the employees of a fabled UK-based transporter, but they have to look presentable. Uniforms would have to be worn when on the job, as a way to also advertise the brand. And when I say advertise, I am also referring to attracting talent. I will argue that employees like a sense of belonging and like to be looked after while at the same time, the pride when donning the company's uniform transpires, signalling to others that this is a good place to work for.

A significant amount of effort and budget would be allocated to running a top-notch canteen for staff. This is Asia and food is tremendously important. Oftentimes, we hear that truckers bring food from home, simply because they cannot find good food along their routes. There is also a lot of narrative about how nutritious food



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is important to stay healthy in the profession of being a truckie. Now, let's offer that to the employees of this imaginary company in an effort to provide an overall healthier environment to work in. The food needs to be so good that staff would want to bring it home for family dinners.

As an apprentice, I was given the opportunity to go along with a trucker for a few days. This was 30 years ago, yet I remember how cosy it was to sleep in the cab of the truck. Well, it is not as hot in Germany as it is in Malaysia and I am sure the excitement wears off quickly if one has to sleep in the truck all the time. When I travel now, I stay in comfortable rooms with TV and showers. Not sure how, but I would want to offer drivers a more comfortable place to stay the night than the vehicle itself.

Once a year there would be a company trip with all expenses paid. There would be a certain amount of training involved in order to show how things are done differently in other countries. This would not be a so-called teambuilding, but a real vacation where people get to experience a different part of the country or the world. With just a little training as part of the programme, yes. **F**

# Isuzu Selects Honda as Partner to Develop and Supply Fuel Cell System for its Fuel Cell-Powered Heavy-duty Truck Scheduled to be Launched in 2027




Isuzu Motors Limited and Honda Motor Co., Ltd. today announced that they have signed a partnership agreement based on the decision to have Honda develop and supply the fuel cell system for the fuel cell-powered heavy-duty truck Isuzu is planning to introduce to market in 2027.

Isuzu and Honda believe that fuel cell technology, utilizing hydrogen as fuel resulting in no CO2 emissions, will be

effective to achieve carbon neutrality of heavy-duty trucks which are required to address large load capacity, long-time use, long-distance driving and the need for quick refuelling

Since the signing of an agreement in January 2020, to conduct joint research on heavy-duty trucks utilizing fuel cells (FC) as the powertrain, the two companies have been working toward the establishment of a foundation for basic technologies such as ensuring the compatibility of fuel cells and heavy-duty trucks and the development of vehicle control technologies. The two companies are currently planning to start demonstration testing of a prototype truck on public roads before the end of the current fiscal year (ending March 31, 2024). By fully leveraging experience

and knowledge gained through the joint research, the two companies will continue making progress in the development of products that fulfill the performance and conditions required for heavy-duty trucks and satisfy customers.

Moving forward, the two companies will take advantage of the respective strengths of each company and accelerate the development of clean, low-noise, low-vibration fuel cell-powered heavy-duty trucks. This will contribute to the shift toward the use of clean energy by the entire industry, including logistics businesses, with more proactive use of hydrogen energy, through which both companies will strive to achieve the shared goal – which is the realization of a carbon neutral society. 


## UD Trucks Conducts Survey of Truck Drivers on the Current State of the Industry

UD Trucks has conducted an online survey of 400 drivers regarding working conditions in the trucking industry to shed light on the challenges they face ahead of amendments to Labor Standards Law which will limit annual overtime of 960 hours, taking effect April 1, 2024. The survey was conducted online among 400 drivers from transport and logistics companies across Japan.

The survey results revealed that currently only a small minority of drivers feel that working conditions are improving, with the majority reporting there is an overall shortage of labor. In addition, measures to improve labor shortages and working environments are seen as insufficient, highlighting issues that must be addressed by the industry going forward. Learnings from the survey:

1. More than 80 percent of the respondents are aware of 2024 legislation around capping overtime hours, and about half are concerned with the change. The most cited reasons given were “lower salary” and “unreasonable scheduling requirements”. Factors related to working environment, compensation, and relationships with shippers need to be addressed.
2. Drivers’ working conditions have not improved. About 60 percent of drivers feel that their working conditions have not improved compared to five years ago. In addition, 40% of the respondents feel that their workload has increased over

the same period, indicating that improvements in working conditions have been insufficient. In order to sustain the satisfactory levels of productivity, the most cited responses were “increase manpower to the transportation industry”, “reduce waiting time for cargo” and “increase cargo utilization rate”.

3. Stress caused by long wait times for loading of cargo - averaging 2.1 hours per day. Drivers spend an average of 2.1 hours per day waiting for their cargo to be loaded. This resulted in approximately three out of four drivers experiencing stress while waiting for the load, indicating the need to address both time loss and emotional strain of the driver.
4. 13 percent more drivers are needed. About 80 percent of drivers feel that there is a labor shortage. Less than 3 percent of drivers felt that the labor shortage measures taken by companies were sufficient. An estimated 244 400 drivers are needed in the future, 13 percent more than the current number.
5. Drivers want trucks that are easy to drive. About 60 percent of drivers felt that there were hurdles when they started working in the transportation industry. Survey results revealed that drivers want better working conditions and better trucks to drive. Nearly 70 percent felt uneasy about driving a truck they were unfamiliar with, and 85 percent of drivers felt that everyone needs a truck that is easy to drive. 

# Iveco Group and Nikola Corporation Enter a New Partnership Phase; Iveco Group to Assume Ownership of JV



Iveco Group will assume full ownership of the joint venture in Ulm, Germany. Also, Iveco Group will be licensed to freely access and continue developing vehicle control software for the jointly developed BEV and FCEV. Nikola will be granted the IVECO S-Way technology license for North America and related component supply from Iveco Group, and will gain joint ownership of the intellectual property of Generation 1 eAxes, technology developed together with Iveco Group's powertrain brand, FPT Industrial.

Iveco Group will cover the capital outlay related to this new phase of collaboration through its available liquidity, acquiring the above-named items partially in cash (USD 35 million) and partially in Nikola shares (20 million of shares). Despite the negative cash impact generated, Iveco Group forecasts to absorb it with cash flow generation and therefore this does not change its cash flow target for 2023; it will also retain a meaningful amount of Nikola shares. Iveco Group and Nikola will continue to work towards the same ultimate goal: to lead the energy transition to the future of mobility. **IT**

Iveco Group N.V. (MI: IVG) and Nikola Corporation (NASDAQ: NKLA) announce today that they are excited to enter a new phase of their partnership, which started in 2019 and has so far met all milestones to leverage the respective expertise to deploy zero-emission heavy-duty (Class 8) trucks in North America and Europe. The two companies worked jointly at a steady pace, despite Covid-19 and supply chain challenges, to achieve the outcomes of the previous phase, launching Battery Electric Vehicles (BEV) and Fuel Cell Electric Vehicles (FCEV) for regional and long haulage.

## BorgWarner Secures eFan Business for Battery-Electric Truck from Global OEM

**B**orgWarner has been selected to supply its high-voltage eFan system to a global commercial vehicle OEM for use in both the European and North American markets. This marks the first eFan system business in North America for BorgWarner, as well as its first global win in the eFan high-voltage, low-power segment. The eFan system, which can be applied to battery-electric vehicles (BEVs) and fuel cell electric vehicles (FCEVs), will be on the OEM's heavy-duty battery-electric trucks to achieve the highest cooling requirements and deliver best-in-class performance.

For this project, BorgWarner is supplying its complete eFan R10 system, which includes a fan, e-motor and integrated high-voltage inverter. The eFan R10 is capable of up to 10 kW power and 40 Nm torque with an operating temperature range from minus 40 degrees Celsius to 80 degrees Celsius. "BorgWarner has applied its expertise in fan performance, electric motors and power electronics to develop highly efficient eFan systems for a range of electric vehicles," said Joe Fadool, President and General Manager, BorgWarner Emissions, Thermal and Turbo Systems.

"We are pleased to extend our work with this global OEM to the supply of our high performance eFans, further supporting our sustainability strategy to create a cleaner, more energy-efficient world." BorgWarner's eFan system has a wide operating voltage range from 600V up to 850V without derating, ensuring compatibility with various high-voltage commercial vehicle electrical systems. Designed for long-term reliability, the electric motor and power electronics are liquid-cooled for compactness and robust operation. **IT**

# Filtration Solutions for the Fuel Cell from Hengst

“To protect our planet, CO<sub>2</sub>-neutral drives are essential. That's why we at Hengst have been developing filtration solutions for hydrogen-powered vehicles and generators. The product of our innovation and long years of international experience: high-performance ion exchangers, cathode air filters and water separators for fuel cells”, said product manager Mathias Diekjakobs.

During fuel cell operation, ions are introduced into the coolant. These result from the aging of the coolant itself or from components in the coolant circuit. Effective filtration is therefore required to ensure safe operation of the fuel cell. The innovative Blue.iox ion exchanger from Hengst offers an exceptionally high level of protection with minimum maintenance. The unique design of the filter cartridge with axial filter flow and the special mixed bed resin system for cation and anion exchange ensure high filtration efficiency over the entire service interval. The ion concentration in the coolant circuit is thus reduced very rapidly.

Hengst offers various sizes in its modular program, to meet the requirements of smaller systems as well as fuel cell

systems for heavy-duty machinery and stationary and maritime applications. Besides offering standard solutions, the core competency of Hengst is system integration, which is put to use here in the development of customized ion exchanger concepts. The Blue.iox from Hengst is also designed for easy maintenance: A screw cap allows the filter cartridge to be replaced cleanly without special tools, while integrated shut-off valves prevent coolant from escaping.

The airflow of a fuel cell also requires special filtration. To ensure long service life and high performance, the intake air must be very thoroughly cleaned of airborne particles. In addition, pollutants such as nitrogen oxides (NOx), ammonia (NH<sub>3</sub>) and sulphur dioxide (SO<sub>2</sub>) can cause unwanted deposits in the fuel cell and damage it. A specially developed cathode air filter system from Hengst with a multilayer structure reliably protects the fuel cell components from particles as well as harmful gases.

Different filtration systems can be implemented depending on the requirements and application. For example, highly effective particle filtration can be applied directly with gas filtration

in a combination medium. For more stringent dust collection requirements, a pleated particulate filter medium is used as a separate filter stage upstream of the gas filtration. The application areas of the filter system include trucks and buses; on-highway and off-highway vehicles, stationary systems and industrial applications, whereby Hengst designs for robustness and easy filter servicing.

To prevent liquid water deposits and thus ensure the continuous effective operation of the fuel cell, proper water management is crucial. The solution from Hengst: a new type of separator module for anode gas recirculation. It combines the function of droplet water separation and gas drainage with an innovative valve configuration of the purge and drain valve. Highly integrative solutions are one of the strong points of Hengst. **F**



## One million Active Brake Assist emergency braking assistants sold: Daimler Truck celebrates milestone for safety in trucks and buses



The vision of accident-free driving motivates Daimler Truck for all trucks and buses that are developed and produced in the group of companies and sold under the brands Mercedes-Benz, Freightliner, FUSO, Setra, Thomas Built Buses, Western Star, Bharat Benz and RIZON. The company has set itself the objective of equipping at least 75 percent of the vehicles delivered in its core markets in 2025 and at least 80 percent in 2030 with a safety system that surpasses legal requirements in terms of scope and performance. The great importance that Daimler Truck attaches to road safety is pointed out by the fact that the issue is firmly established in the long-term sustainable business strategy.

Within the brand portfolio of Daimler Truck, the Mercedes-Benz brand stands for technological pioneering achievements in the area of safety – the relevant safety systems are frequently used at Mercedes-Benz Trucks first and are then successively offered in other brands according to the global platform strategy depending on market requirements and customer requests. In 2022 alone, a variety of new safety and assistance systems were available in other markets, brands and models – such as Active Sideguard Assist in the Freightliner Cascadia and Active Drive Assist 2 in the Setra ComfortClass and TopClass coaches. The automatic emergency braking assistant, which was presented for the first time in 2006, also has a special success story. Active Brake Assist has been sold more than a million times to date in vehicles from Daimler Truck. **F**

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