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The current line-up of speakers already promises to be a highlight within the exhibition and we recommend you mark your calendar to ensure you be part of this.

On top of this series of talks you will also have the opportunity to meet our guests during the Asian Trucker networking night on the 14th of June.



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Hub Reduction

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Have a **seat** in the workspace of the trucker - **inside the cab**



Apparently, a journey onboard a truck is still something that excites even seasoned business people. When we told Devindran Ramanathan (ACS AsiaPac) that we are going to ride along on TNT's Asia Road Network he immediately put up his hands to do a follow up. While I went from KLIA to Laos and back, he will be hopping onboard the TNT trucks to go from Hanoi to Hong Kong. And this is what this issue is mainly about: we are climbing into the cab of a truck and have a close look at the workspace and how it is designed, what it means to drive a truck over long distances and what new trucks are being launched. For me, the ride along the ARN has provided me with a lot of insights and there was so much to see that I didn't mind that there was no way I could sleep while the truck ate up the distances between the hubs. You may want to share this article with people outside the trucking industry and together we can hopefully change the perception of the truck industry, giving it the recognition it deserves.

During my trip to Laos I also visited our colleagues in Thailand. We now have a full team in Bangkok and we have just given the go-ahead for a Thai version of our magazine. With that we are moving further towards becoming a truly regional provider of communications channels for the industry. You may use the Thai edition as a source of information about this market or you could leverage on it to expand your sales and distribution network through advertising, seminars and other activities we are putting in place. As with our Malaysian and Hong Kong edition, Scania has once again secured the cover of the first issue.

We also visit a number of exhibitions in this issue. Automechanika in Kuala Lumpur is just over and we met a lot of industry players from Malaysia in Jakarta. It is good to see that personal interaction is still important in the age of social media. You may notice that this issue of Asian Trucker is out a bit earlier than usual. The team has worked hard to get this issue out before our own show, MIBTC 2013. The print run is increased and we have started advertising the show. With this, we should be able to attract a good crowd for the event. Make sure you join us for the Asian Trucker networking event on Friday 14th June. Right after the show closes we will be inviting you to mix and mingle. But there is more to MIBTC, which you will see in the update in this issue of Asian Trucker. Personally, I am very thankful for the support that we have gotten from the industry. It is as one of the exhibitors said "time that Malaysia has its own commercial vehicle exhibition".

We all look forward to seeing you at MIBTC and we encourage you to spread the word about it. Wishing you a safe journey,

Stefan Pertz
Editor

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In addition, Volvo Action Service offers round-the-clock help in the event of a breakdown. The agreement provides assistance with all types of repairs no matter where in Malaysia the truck happens to be.

3 main reasons to sign up for Volvo Service Agreements

Control: planning and maintenance already taken care of – years in advance. Through a monthly investment in a service agreement, the productivity of your truck is secured and unexpected operational costs are removed.

Flexibility: possible to include almost any of your Volvo trucks in the agreement. Our service agreements are designed to meet the individual needs of each transport operator.

Economy: makes your trucks and paperwork run smoother. A service agreement is a guarantee for gaining top productivity within your operations. Expect optimised fuel consumption and mechanical performance – and lower administrative costs.

There are 2 different agreements available locally:

Blue Agreement with preventive maintenance.

BLUE

- Lubricant, oil and fluids
- Comprehensive inspection & report
- Software updates
- Trip Manager reports
- 24-hour breakdown support

Gold Agreement with preventive maintenance & repair of the truck.

GOLD

PREVENTIVE MAINTENANCE:

- Lubricant, oil and fluids
- Comprehensive inspection & report
- Software updates
- Trip Manager reports
- 24-hour breakdown support

DRIVELINE REPAIRS:

- Engine
- Transmission
- Rear Axle
- Propeller shaft

TRUCK REPAIRS:

- All necessary wear and tear on:
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- Engine
- Drive unit
- Brakes
- Wheel suspension and steering
- Electronics
- Chassis, springs, shock absorbers and wheels
- Cabs and interior
- 24-hour breakdown support



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Scania Launches New Financial Services

Scania CV A.B., announced that it is now offering financial services to its customers in Malaysia. Offered through Scania Credit (Malaysia) Sdn Bhd, a fully owned subsidiary of Scania CV A.B., Scania financial services is a flexible and comprehensive financial solutions package which provides diversified financial services such as hire purchase and leasing for acquisition of trucks, buses and other related products to qualified Scania customers. Nova Haulage Services Sdn Bhd was the first company to take up this offer in Malaysia is to utilize Scania financing packages to acquire four P380 prime movers.

With the inclusion and support of financial services, Scania Malaysia's range of products and services are now poised to offer Malaysian haulage and logistics companies' total solutions for best profitability.

Local container haulage company Nova Haulage Services Sdn Bhd became the first company in Malaysia to be offered Scania credit facilities to purchase four Scania P380LA 6X2 MSZ prime movers to renew its fleet. Besides financial services, Nova Haulage also signed up for Scania's comprehensive Repair & Maintenance contract which comprises regular preventive maintenance and 24/7 road side assistance.

"Sound and comprehensive financial support can make all the difference to business planning. At Scania Credit Malaysia, we're dedicated to providing flexible solutions that result in predictable costs and manageable risks over the entire life cycle of our customers' vehicles," said Ferike Pasty, Regional



Director of Asia, Scania Credit (Malaysia) Sdn Bhd. "With the launch of Scania Credit Malaysia, Scania in Malaysia is taking a big step in offering total solutions to local customers. Scania Malaysia is amongst the first in the country to offer 'in-house' financial solutions," added Ferike.

"Scania's total solutions which now include financing services have made it easy for us to undertake fleet renewal and expansion. We find application and processing at Scania Credit Malaysia fast, efficient and most importantly, at a competitive rate. We will certainly consider the service again for our future expansion which includes not just prime movers but also trailers and other components," said SivaKumar, managing director of Nova Haulage.



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INAPA 2013 - Bigger and more exciting

The 2013 instalment of the INAPA in Jakarta sees more Chinese exhibitors, better choices for trade visitors and a refreshed outlook for the trucking industry



Chinese manufacturers showcasing their latest products

INAPA, Jakarta focuses on automotive parts, accessories, equipment and services. It is a sourcing platform to attract quality buyers from the whole automobile industry chain from truck manufacturers, distributors and repair workshops to the commercial vehicle aftermarket.

INAPA 2013 took place from 26 - 29 March 2013 at the Jakarta International Expo (JIExpo), Jakarta – Indonesia as Indonesia’s unparalleled one-stop for the AUTOMOTIVE platform that can show the complete convergence of technology and products through value chain.



Strong representation from Malaysia

Resounding the success of INAPA 2012, which was held along with IIBT 2012, Heavy Equipment 2012, Tyre & Rubber Indonesia 2012 and INABIKE 2012, attracting 821 exhibiting companies from 21 countries, 10 international pavilions, 22.800 trade visitors from 41 countries and boasting an occupied total area 33.000 sqm (gross), INAPA 2013 was even bigger this year. It has further proved as the largest international trade show in Southeast Asia for auto parts, accessories and vehicle equipment. INAPA exhibitors also expressed that this show is a proven opportunity to boost sales and gain exposure as well as meeting with key decision makers and potential buyers. The show was recognized as the professional show of choice for buyer in automotive parts, accessories, automotive garage equipment in ASEAN.

Graham Carmichel, FuelDefend Asia, who flew in from Kuala Lumpur said “This is a great show, I am meeting key people and I have already been asked for proposals to be submitted. I am meeting a lot of industry players here, the ones that I need to talk to. There is a good energy in the air.”



Extensive seat test

“Given the great success last year, we thought we increase the space and have an even bigger impact. We are thinking of increasing our presence in South-East Asia and this is a good platform” Representatives from Dayco elaborated.

Simon Prosser from Tramigo (while about to open up the booth) stated “Business is going really well. Things have recovered and we have a much better outlook this year.”

Compared to last year, more Chinese manufacturers participated, giving trade visitors even more options to chose from.



Dayco good response last year, twice the size for 2013



Isuzu GIGA offering easy access to load



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Fleet owners take aim at fuel costs.



Introducing the "Genius-in-the-Tank".

The Green Genius FuelSaver™ is a ground-breaking, fuel efficiency technology that can reduce truck and bus fuel costs from 5% to 12% (an average of 8%). This translates to a savings of approximately US\$1,900 or RM6,000 per vehicle per year. For truck and bus fleets with 100 vehicles, fuel cost savings can average up to US\$190,000 or RM600,000 per year. And if all such vehicles adopted the FuelSaver, they could reduce toxic carbon emissions by up to 35% too.

FuelSaver™ is the world's only patented, tested and proven, chemical-free, maintenance free fuel saver and emissions reduction technology on the market today. And the transportation industry is taking notice worldwide.

Good financial sense in the long run.

As fuel prices remain high and look to stay high, FuelSaver technology makes good financial sense in the long run. For owners of large transportation fleets and logistics companies, the FuelSaver is their proven fuel saving defence mechanism. FuelSaver saves money, improves fuel economy and minimises fill-ups. It also offers superior performance, higher torque, better engine efficiency, and lowers vehicle operating and maintenance costs.

A solid immersion device, Fuelsaver requires no maintenance. When dropped into the fuel tank and secured by its stainless steel tether, it goes to work instantly, modifying the molecular structure of the fuel by energising the molecules through the emission of far infrared electromagnetic waves, causing the fuel to burn faster and more completely, reducing fuel consumption, emissions and smoke.

The proof is in the testing.

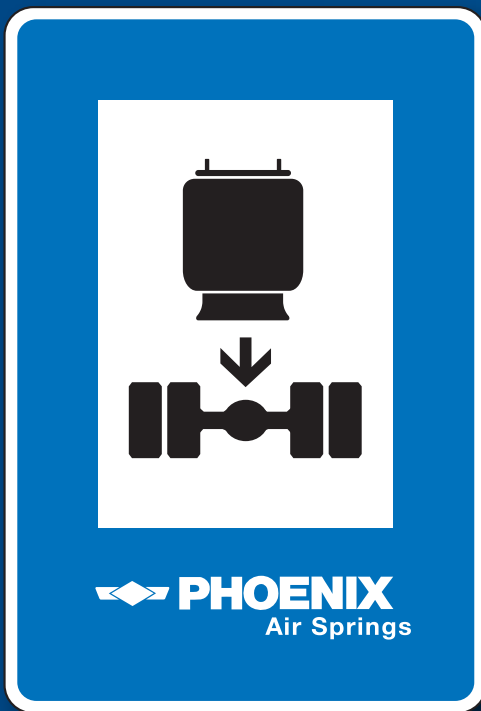
With more than 250,000 units sold worldwide, Green Genius has run a number of governmental and operational tests in Asia, Europe, South America, and North America. The results have proved FuelSaver's effectiveness and efficiencies. But the company isn't stopping there. Highly successful tests have just been completed using industrial mining vehicles in some of the world's harshest environments, once again proving that nothing beats the Fuelsaver at conserving fuel, reducing emissions and improving ROI.

For more information: www.greengeniusinnovations.com





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CONTINENTAL LAUNCHES HS HYBRID AND HD HYBRID

New tire options increase portfolio of German manufacturer and offer better solutions for the regional transportation needs for goods and passengers

Hi-Tech all axle Bus & Truck on Road Tire

The special design of the HS HYBRID offers low rolling resistance, high mileage and excellent wet traction properties

Continental is introducing its new HYBRID truck tire line in Asia-Pacific. Worldwide the region is the first to launch the new steer tire HS HYBRID. It can be universally operated on motorway and regional application. The multi-talent was launched Asia-Pacific wide in February 2013.

Thanks to the combination of an optimized tread geometry, a new belt package and steer axle compound, life expectancy as well as fuel economy of the HS HYBRID have been maximized. The HS HYBRID pattern shows wide shoulder ribs

and narrow grooves. Due to balanced pressure distribution it wears out evenly under changing load conditions on all axles. Furthermore the HS HYBRID pattern provides a special groove design which avoids stone trapping, thus the new casing is protected from stone drilling and can be used for our retread solution ContiTread.

The new HS HYBRID casing features leading edge technologies. These are: firstly, an Asia-specific bead construction, secondly, a reinforced sidewall and thirdly an especially developed belt package. This combination of technologies significantly improves the durability of the HS HYBRID and therefore leads to best in class retreadability.

The HS HYBRID pattern is featured with a new siping technology. This siping technology provides numerous grip edges resulting in excellent wet traction properties while breaking the water film and creating a connection to the road. Providing this effect, the HS HYBRID offers additional safety aspects which lead to an economical use of the tires, or expressed differently to the lowest overall driving costs.

In the coming months, Continental will increase the range by adding the Continental HS HYBRID: 11 R 22.5, 295/80R22.5 and 315/80 R 22.5. The respective drive tire HD HYBRID will be launched in various sizes.



YOUR WAY

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For Motorway & Regional use



HS HYBRID

HD HYBRID

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Hi-Tech On Road Truck & Bus Drive Tire

The success story of the Continental HD HYBRID continues in 2013. This universal tire for motorway and regional usage impressively established itself on the European transport market as soon as it was launched in various sizes over the past two years. The multi-talented was be launched Asia-Pacific wide in April 2013.

Thanks to the combination of grooves and blocks in the tread, the HD HYBRID covers all common usage conditions for heavy trucks in an ideal way. The three-dimensional structure of the tread is based on a unique design concept with constant tread pattern proportions. The combined groove/block tread of the HD HYBRID ensures the lowest possible rolling resistance as well as low wear rates. Therefore the HD HYBRID offers low fuel consumption and superior mileage simultaneously, resulting in lowest overall driving costs.

The inverting block-rib tread structure, including 3D siping technology ensures that the HD HYBRID offers excellent traction properties on all on road applications and under adverse weather conditions. Its excellent retreadability obtains the HD HYBRID from three main casing technologies: firstly, an Asia-specific bead construction, secondly, a reinforced sidewall and thirdly an especially developed belt package. They ensure the second life of our ContiTread retread tires.

Thanks to its all-round capabilities, Continental's HD HYBRID has managed to secure a large share of the market across Europe in the heavy truck class — and trends point to a further increase. "We are sure to have the same success in Asia-Pacific and beyond. In the coming months, we will also start selling the Continental HD HYBRID: 295/80 R 22.5, and 315/80 R 22.5. The respective steer tire HS HYBRID will be launched in various sizes" says Hartwig Kuehn, Head of Marketing, Region Asia Pacific Truck Tires, and Business Unit Commercial Vehicle Tires.



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UD Trucks Corporation

Lamilux: **High-tech** materials for **future lightweight** design

Carbon- and glass-fibre-reinforced composites for commercial vehicle construction – LAMILUX presents automotive standard composites at MIBTC 2013.



LAMILUX Composites Anti Slip Floor



LAMILUX Composites CV Roof

Carbon- and glass-fibre-reinforced composites are smoothing the way for tomorrow's green, energy-efficient mobility. As highly sturdy, resistant, yet very light materials, they offer a wide range of potential uses in trailer construction, thus accelerating the global trend towards lightweight designs for commercial vehicles. Whether they are featured as outer and inner face sheets in side walls and roofing or as extremely resilient floor covering, LAMILUX composites are used across the surfaces of almost all essential body sections which give vehicles their stability. Europe's leading manufacturer of fibre-reinforced composite sheeting, LAMILUX, will be providing a

comprehensive, detailed insight into the variety of materials and applications that it offers at MIBTC Show in Malaysia between June 13 and 15. (Booth A104).

As a result of their light weight combined with optimum stability and resistance to UV light, corrosion and weathering, fibre-reinforced composites far outperform conventional materials used in commercial vehicles, such as aluminium and sheet steel. These high-tech materials can be used as inner and outer sandwich face sheets on side walls and are also ideal in their numerous variants for use in roofs and floors.



New momentum for lightweight truck body and trailer construction

With LAMILUX High Strength X-treme Carbon, LAMILUX is the first manufacturer worldwide to produce carbon fibre-reinforced composites (CFC) with a width of up to 3.20 metres in a continuous flat sheet manufacturing process. This composite optimally meets the requirements of lightweight design as a material featuring optimum strength and resistance combined with a very low mass per unit area. The potential of this material lies mainly in the construction of walls and roofs on lightweight truck bodies and trailers. CFC is up to 50 per cent lighter with a tensile strength three or four times greater than that in steel or aluminium.



LAMILUX fibre-reinforced composites can be produced to feature highly glossy, sealed surfaces and feature optimum resistance to UV light, weathering and corrosion.

Light, robust materials for all sections of vehicles

The fibre-reinforced composite LAMILUX High Strength has been specially developed for extreme commercial vehicle applications exposed to very high mechanical loads. Thanks to its resistance to hail storms and UV light, and its low heat expansion, it is eminently suitable as large-scale roof sheeting. The material's optional transparent property allows daylight to stream into vehicle body and trailer interiors, highly useful when loading and unloading.

With its GRP material LAMILUX Anti Slip, LAMILUX focuses on flooring in commercial vehicles. It unites the advantages of fibre-reinforced composites and low mass per unit area with a universal product feature which is extremely beneficial for the transport industry: anti-slip protection. Quartz sand or granite granulate is applied to the surface of this extremely robust resin and glass-fibre composite during the lamination process, ensuring the product achieved top ratings regarding its anti-slip properties (up to Class R13) when tested in accordance with DIN 51130.

Robust even when subjected to strong frontal force

The composite LAMILUXplan High Impact has managed to combine the design advantages of three structural materials for commercial vehicle construction. Used as the inner and outer face sheet in side walls, this material features the impact resistance and surface finish of coated metal facings. It also possesses

the low thermal conductivity and elastic deformability found in thermoplastic materials while offering the high resistance to UV light, weathering and corrosion of thermosetting polymers. Thanks to its extremely impact-resistant behaviour and tensile strength, LAMILUX High Impact is even able to withstand the effects of strong frontal forces, such as those encountered when loading and unloading.

About LAMILUX Composites GmbH

LAMILUX Composites GmbH has been producing fibre-reinforced composites for about 60 years. This medium-sized company is Europe's leading producer thanks to its technologically advanced continuous manufacturing process, large production capacities and wide product range. LAMILUX supplies customers around the globe in a wide range of sectors, such as the construction industry, the automotive and recreational vehicle industries, refrigerated store room and cell construction and many other industrial sectors. In 2012, LAMILUX and its 600 employees achieved a turnover of 158 million Euro. The family-managed company is based in Rehau, Bavaria.



Alcoa Opens State of the Art Aluminium Wheel Facility in Suzhou, China



Alcoa Wheel and Transportation (AWTP) recently opened a production facility in Suzhou, China, marking an expansion that creates a full wheel manufacturing, distribution, sales and service network in China. This facility brings to China Alcoa's industry-leading forged aluminium wheel technology that manufactures lighter, stronger and more fuel efficient commercial truck, trailer and bus wheels. It is the first wheel manufacturing facility Alcoa has opened in China, adding to the list of existing wheel facilities in North America, Europe and Japan.

"With the growth of China's infrastructure and the success Alcoa's wheel products have seen in the Chinese market over the past several years, it was a natural choice to further expand our global manufacturing footprint by building a facility that could manufacture our products locally," said Tim Myers, President, Alcoa Wheel and Transportation Products. The plant, which is currently up and running with a trained workforce, machines and finishes forged aluminium wheels for commercial vehicles. Forged wheels are made from solid metal providing an aligned grain structure with four times the strength of cast wheels. Cast wheels are made from molten metal and subject to porosity or tiny air bubbles in the wheel.

AWTP has had a presence in China since 2004, when it began selling wheels out of Shanghai. Since then, the business has grown to include an employee base in Guangzhou, Beijing,

Jinan and Suzhou. Through additions to our distribution network earlier this year, Alcoa has built a robust sales and service presence capable of supporting all of China.

"We are thrilled that our new facility is located in Wuzhong, part of the Suzhou municipal district, a city currently seeing enormous growth," Myers said. "We have received tremendous support from the Suzhou Wuzhong Economic Development Zone and local governments. Their professionalism and guidance greatly facilitated the establishment of the business and allowed Alcoa to commence operations ahead of schedule."

About Alcoa Wheel and Transportation Products

Alcoa Wheel & Transportation Products, headquartered in Cleveland, Ohio, serves the commercial vehicle, automotive, and defence markets with products used in a range of applications including forged aluminium wheels, premium products such as Dura-Bright®, Dura-Flange®, LvL ONE® and M-Series™ medium truck wheels, as well as a variety of other aluminium components for these markets. AWTP is composed of three divisions: Commercial Vehicle Wheels, Forged Specialty Wheels and Transportation Products. It employs 1,500 people at 13 locations worldwide.

About Alcoa

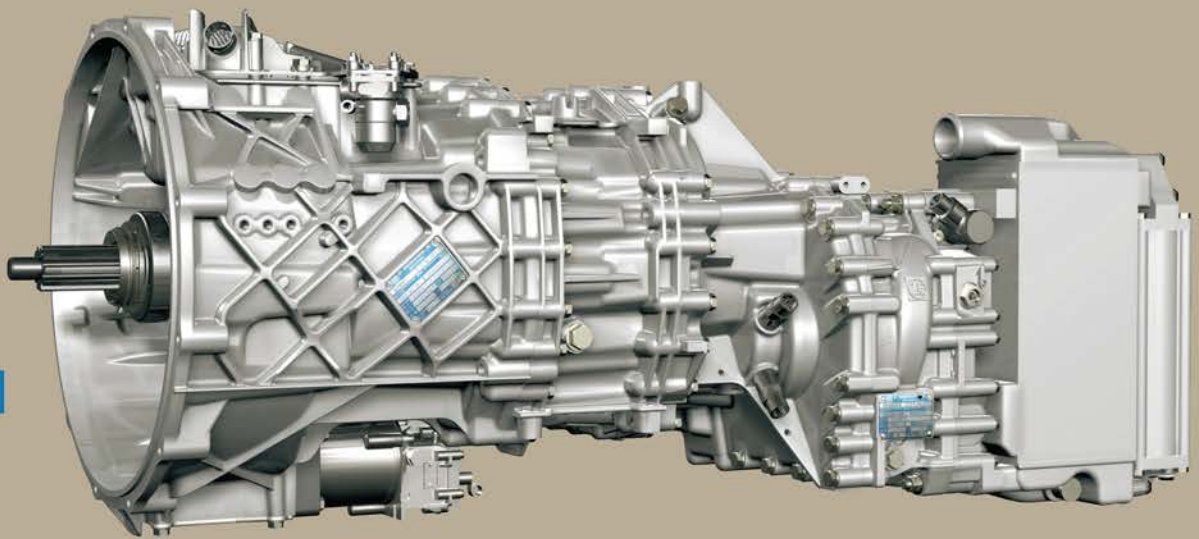
Alcoa is the world's leading producer of primary and fabricated aluminium, as well as the world's largest miner of bauxite and refiner of alumina. In addition to inventing the modern-day aluminium industry, Alcoa innovation has been behind major milestones in the aerospace, automotive, packaging, building and construction, commercial transportation, consumer electronics and industrial markets over the past 120 years. Among the solutions Alcoa markets are flat-rolled products, hard alloy extrusions, and forgings, as well as Alcoa® wheels, fastening systems, precision and investment castings, and building systems in addition to its expertise in other light metals such as titanium and nickel-based super alloys. Alcoa employs approximately 61,000 people in 31 countries across the world.

See Alcoa at MIBTC 2013, Booths A 95 & A96



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Driveline and Chassis Technology



AFI BRAKE gives you the stopping power you need



Auto Friction Manufacturing Sdn. Bhd. (AFM) is located in Kuala Terengganu, Malaysia (45 minutes flight from Kuala Lumpur International Airport). The company was established in 1997, and is positioned as an integrated manufacturer of automotive disc brake pads for the aftermarket segment.

Today, AFI BRAKE is one of the leading suppliers of brake parts to the commercial vehicle (CV) market, providing top quality brake pads for light commercial, heavy-duty and off-highway vehicles. The company assumes responsibility for every single step of the production of their brake pads, from the making of moulds, metal stamping, material formulation, packing to research and development. In order to produce finer quality products, AFI BRAKE also continuously updates the technology used. Besides manufacturing own products under their brand names, they also offer customers' brand manufacturing service.



Apart from the quality of products and services, the human resources factor also plays a key role for the company. Good management and a highly trained workforce ensure that goals are achieved. To ensure quality, AFI BRAKE has obtained the MS ISO 9001 quality management system awards. It also received the Golden Bull Award 2011, the award that recognizes Malaysia's 100 outstanding SMEs. All products are manufactured in state-of-the-art facilities and are validated through stringent quality control, accredited through to ECO REG 90-E1 and E11.

Coordinated marketing, product R&D, plus after sales services are key to the success in this very competitive market. Since incorporation, the company has also gained the reputation for innovative ideas. All these contribute to their good name in both the domestic and international markets.

AFI brake pads deliver original equipment (OE) quality braking. Specifically designed for vehicle manufacturers and directly available to the aftermarket, they ensure safe, reliable braking - every time. Designed to complement AFI brake pads, the brake shoes provide the same superior performance, short stopping distances, high durability, low dust and low noise.



The AFI range of brake linings is the most complete in the commercial vehicle (CV) industry, with over 300 standard-size lining references, plus many oversizes, covering almost every make and model. As long-established braking specialists, AFI is the natural choice of vehicle, brake and axle manufacturers. The ceramic non-asbestos organic (NAO) brake lining has excellent thermal stability with dependable level of friction over a wide range of temperature. Each brake lining complies with very specific requirements to guarantee superior, long-lasting performance, kindness to the drums and all-round consistency of performance.

AFI Brake will be exhibiting at MIBTC 2013, Booth A107

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MIBTC 2013: More than just a commercial vehicle exhibition



Inaugural exhibition set to wow exhibitors and visitors with substantial program

Naturally, one can expect industry players to showcase their latest products and promote innovative services. With several exhibitors from outside Malaysia, the exhibition also earned the suffix "international". The organisers have not stood still since revealing the plans to host this expo. Meanwhile a substantial program has been put together and there will be plenty to see and do for everyone participating, either as delegate or as exhibitor.

Asian Trucker ACS AsiaPac Job fair



Human Capital Connection

Having surveyed the market, literally every company in trucking or related fields is looking for talent. To address this issue, we will host a job fair during MIBTC. You may visit our website to post your job offering or CV. At MIBTC we will partner with Human Capital Connection to match up as many job seekers as possible with companies looking for staff. Human Capital Connection will also provide workshops and Devindran Ramanathan from ACS AsiaPac will be manning our booth to run this sub-show within MIBTC. Once MIBTC 2013 is over, Human Capital Connection will continue to work on the matching up of candidates. Currently, a nationwide promotion campaign is aimed at students that are about to enter the workforce. Any professional fees for finding staff will be negotiated directly between employers and Human Capital Connection.

Asian Trucker Networking Evening

You may have scouted the exhibition for two full days, but still haven't had enough time to speak to the people you need to see. Or you have simply missed each other. Join us on June 14th between 6pm to 9pm for the Asian Trucker Networking Evening. We will be serving cold drinks and finger food while you make new connections and close deals. Here is your chance to meet industry leaders and the people that you may have missed at the exhibition.



Business Matchmaking

To facilitate that you meet the people you have to see and to manage appointments, we are offering a business matchmaking service. Totally free and with no obligations. All you have to do is to register online (on www.mibtc.com.my) and make appointments with the suppliers you want to meet. There will be reminders sent out to ensure that both parties show up for the meeting. Register today to ensure that you get in front of the manufacturers and service providers you need to see.

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for Business Matchmaking

Other activities include our speaker series and the remote controlled truck racing. With only a few days to go until MIBTC 2013 we encourage you to register early and to mark the dates for Malaysia's largest, international commercial vehicle exhibition.



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A trucker's life - On the TNT Asia Road Network



Asian Trucker boards a Scania R 380 and rides along with TNT Express crews on the ARN to experience the life on the road when time is crucial and care for material is equally important



“Wow! This is so cool!” Owen Leed, a friend of mine said, when I told him what I am going to do. Owen is involved in motorsports, but what we had planned had nothing to do with racing. What lay ahead of me was a trip from Kuala Lumpur’s KLIA to Bangkok and onwards to Laos. On a truck. And almost non stop. The entire trip would span more than 3000 Kilometers and take only from Friday morning to Tuesday morning in the wee hours. Some may say “Yeah, but this is what I am doing everyday!”. And this is exactly the reason why we joined TNT on their Asian Road Network: To see what it is like to be a trucker,

on the road and under pressure to deliver goods on time and with a lot of responsibility for material and people.

Interestingly, TNT has chosen trucks for this “product”. While the truck might be the transport modus of choice in Europe, in Asia this concept is relatively new, but is fast growing in recognition and acceptance. Obviously, man and machine are subjected to a lot of stress and the pressure is high when it comes to delivering on time. Picking the right truck is key to success.



Arriving at the TNT warehouse in Kuala Lumpur

A good team is the most important

The stats for the ARN look impressive. However, perhaps the most important part is putting it all together. Selection of the drivers is crucial. It is Friday morning, 6:30 and I am meeting with the first team of TNT drivers. Suppayah Vyravan and Ser Yock Hian will be taking me to the border between Malaysia and Thailand. They have just arrived from Singapore. The ride was smooth and they arrived on time. Just after customs clearance they dock at the TNT warehouse right next to the airport and start unloading. Every step is well practiced and one can see the precision with which the team is working.

Stoppers are applied to the wheels: Safety first! "It is no wonder that we are all working in a team and that we help each other. All of us are part of a profit sharing scheme. TNT allows us to perform and that will be recognised at the end of the year" Vyravan explains. The trailer is loaded and a picture is being taken. This picture will be sent up to the next warehouse to

ensure that the load taken on and unloaded is identical. This photo also serves as evidence in case of damages to the goods

Before the journey continues, the supervisor calls for a briefing. During this briefing the team will report on any issue during the past sector they have driven, what lies ahead and what the load they carry consists of. During this briefing, a number of documents are signed. Drivers have to sign off on the vehicles being road-worthy having inspected them upon arrival. While watching this, it becomes clear that these drivers have more to do than just simply transporting good. They are also responsible for the condition the vehicle is in. Further, they are also brand ambassadors for TNT. Everyone is wearing the same uniform. Spotless ones at that one has to add. If anyone is still thinking that driving a truck is for those that have no education or are not suited for "real work" will have an awakening here.



Unloading at KLIA



Scania R380 and their drivers - The workhorses on the ARN

TNT has put a total of 14 drivers onto the ARN for Malaysia and another 14 for Thailand. In Malaysia, Scania sold 6 R 380 to move the goods, in total 12 R380s had been purchased. Together with 14 trailers across the two countries, these trucks are the workhorses on the ARN. The trucks are all identical, right down to the Michelin Tires. "We have had a lot of discussions about these things with Scania. The tires were recommended as the best ones for this application and you will see them on all the trucks we use on the ARN" I am being told.

Climbing up to the cabin, it becomes obvious why these trucks have been chosen: There is a lot of space and the passenger seat can easily compete with any passenger car. The suspension of the seat is something I will be grateful for over the next days. The Scania on the ARN are exclusively double-sleeper cabs. While one driver pilots the truck, the other one sleeps. After some 4 - 5 hours they swap and after a refreshing sleep in the back of the cabin, the new driver is well rested and alert.

This system has two main advantages. Firstly, the drivers are not pushed to the limit when driving. A steady rhythm of driving and resting ensures that they are fit to manage the vehicle. After a certain time driving, both drivers will rest for a full 9 hours. "In the Singapore hub we have a special area where drivers can shower and sleep. it is almost like a hotel" I am being told while we set the wheels in motion. Secondly, a truck in motion is more difficult to hi-jack and steal the load. Given that TNT is an express delivery company, every minute counts.

Everything is planned to the smallest detail

All vehicles are equipped with GPS and the route is predetermined. So are the stops that the drivers are allowed to take. As soon as we leave the compound, even opening the door of the truck will trigger an alarm and the control centre will call in to check what is going on. Toilet breaks are predetermined along the way. Cameras monitor the inside and outside of the truck, nothing escapes the control centre. The route is planned in such a detail that TNT has worked out which roads offer the best compromise between number of toll gates and waiting time at these stations. Should any delay happen, the drivers have to radio ahead to inform the colleagues about the delay. This may result in goods being reloaded / redistributed or offloaded.

While the two drivers follow their routine, I am watching, taking in what is needed to get the goods across borders. The truck rolls along at a steady speed and our drivers are constantly checking the mirrors. A lot of signalling takes place, even if the truck only moves out a foot or so to overtake a motorbike. As we go up the hills around Ipoh, a lot of space is given for other motorists to weave in and out of the convoy of trucks that have formed. This is nothing you learn in driving school.

Vyравan is actually retired, having piloted trucks for some 33 years in four different companies. "I love this job and with the new generation of trucks like this one, it is actually fun! So, why not?" he tells me. "We do some seven or eight trips, then we have days off. In total we have 14 days annual leave" Vyравan goes on. Apparently, TNT is one of the few companies that provide drivers with full benefits and bonus. At the same time, drivers that are not working as part of the team or are careless will find themselves quickly removed from the ARN.



Trucker Tucker

Near Taiping we have the first slightly longer break. We stop to have food and change drivers. As we near the border, it starts to rain. The drivers are now on full alert with decreased visibility and motorists that weave in and out of their lane, obviously not as aware of the dangers of driving in rain as our TNT drivers are.

One night in Bangkok

Some 500 Kilometres later we pass Alor Star and we reach the border to Thailand (Bukit Kayu). While I could use the bed now, this was just the first part of the ride that takes me in one go to Bangkok. We arrive and take a rest while we are waiting for the Thai crew to arrive.

Here the prime movers are being swapped as they cannot go across the border while the trailers continue their journey to Bangkok intact. TNT is the only operator in Asia to deploy integrals for cross border operations. The second team, both Thais, will be taking me to Bangkok in a 18hour ride that will go from here to the TNT warehouse near the old airport - non-stop. As we drive along the East-Coast of Thailand, the sun sets and the two drivers follow the same modus operandi as their colleagues before. Fully briefed and rested, they head up north. The roads are remarkable good. However, there are no lights along most parts of the highway.



First stop on a long trip

The drivers have to be very aware as in some parts of the country people simply ride their mopeds with the entire family of four without light against the traffic. Thongchai Sawat-Oon and Javoon Prasarnwong are experts too and the ride is smooth. If you thought you could make up some time, forget it: the speed limiter is set to 85 km/h. There goes the perception that truck drivers are all little Schumachers.

We stop every 2 hours. Windscreens are being cleaned, tire pressure checked and the vehicle is being inspected. At no time will the vehicle be completely abandoned.

There will always be one driver with the vehicle. "Standard procedure across the entire ARN". I am hungry, but somehow don't feel like having locust for breakfast. Following another recommendation from Scania, the trucks on the ARN exclusively use Shell diesel.

As we pass Hua Hin, I am now awake for some 30 hours. The drivers work like clockwork and again, every work-step fits. A final change of driver and we are on our last stretch to Bangkok where we are greeted with slight traffic jam. After unloading the truck is being washed at the yard. The supervisor explains that

he insists that this is done on the TNT premises, so that he can be sure that the truck is spotless. Again, these drivers are brand ambassadors. TNT Thailand is also very proud of the fact that they are the 2010 Scania Driver competition.

Good roads, good relationships

After a night's rest, I am back to the TNT warehouse near Dong Muan, the old airport. A different team meets me to go to Laos. This time, a contractor is handling the transport. They are, just like the TNT drivers, operating according to the same strict regulations imposed by the transporter. Under monthly review, they follow the exact same SOPs and the equipment is the same when it comes to monitoring the trip. GPS is installed and a sign on the back of the trailer let's potential crooks know that this is Fort Knox on wheels. The northbound route sees three scheduled departures weekly, which are supplemented as demand dictates. It started as some byloads and has since grown into full container-loads. If you expect bad roads, you are in for a surprise. Surprisingly, only the first hour out of Bangkok is a rough ride. After that, the highway is smooth and well maintained. The usual drive / sleep routine kicks in and as we eat up kilometres, the sun sets. It takes 12 hours to cover the 700 kilometres.



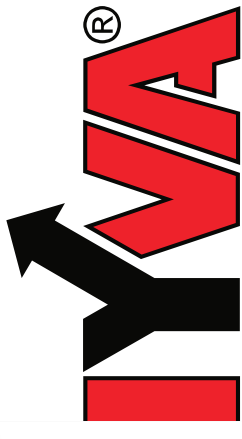
Breakfast not for me

Arriving at the TNT border office to Laos the next morning, the customs seals are broken, goods unloaded and new cargo taken onboard. A final check and the truck is heading across the border. Obviously, the truck is a familiar sight as the border officials greet us with friendly waves. In no time are we across the border. At the bottom of the Friendship Bridge II is a roundabout that feeds vehicles into the right lane as Laos has



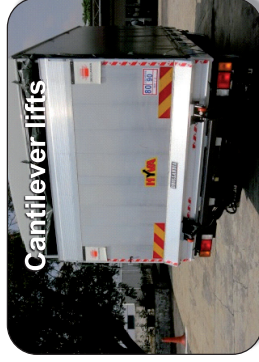
Thai Team taking me to Laos

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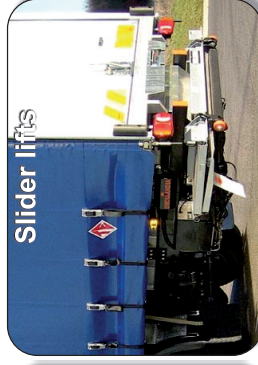
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left hand drive. Just behind the border, the container will be swapped using a crane and within 30 minutes the truck is back to the border and ready to make the journey back to Bangkok. By the time I am back I have covered over 3000 kilometres in less than 4 days. Just before we got back to Bangkok, a convoy of party busses overtakes us. These had been positioned at a truck stop a few kilometres behind and the passengers were having a party.



Hard work for man and machine

There is little in terms of “Trucker-Romantic”. The journeys are governed by time pressure and the need to keep a strict routine. Obviously, with some 20 tonnes in motion and other motorists just driving “like its their grandfather’s road”, truckers need to be fully aware and alert all the time. Representing a global brand also means that they have to behave accordingly and cannot just drive wild west style. After a few hours it becomes clear that this job isn’t easy. Yes, the trucks may have improved and you don’t need to double-clutch and wrestle the steering wheel, but it is still a demanding job. But surely, the TNT crew can do it.

As for the trucks, such a long ride clearly shows what matters: choosing the right vehicle and preventive care and maintenance. With TNTs reputation at stake, it would be fatal if a truck would break down in the middle of the trip. For long parts of the ride I did not see any workshops, sometimes not even villages. If one has to bring in a repair team or tow-truck, it will be very troublesome.

I am back to Kuala Lumpur now, but I took a flight to go from Bangkok to Kuala Lumpur. While this might be faster, the scheduling and precision, care and attention to detail reminded me of the ride along the ARN.

The Asian Road Network

Cheaper than air and faster than by sea is the promise that TNT offers. What exactly is the ARN? The Asia Road Network is a day definite road delivery network in Asia. Through this network, TNT can provide the fastest secure door-to-door, customs-cleared express delivery by road.



The Asia Road Network has operating routes that connect Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam and China. It furthermore connects seamlessly to TNT’s global air network offering a wide range of multi-modal delivery services from and to Asia.

With a road network that spans 5,000 kilometres (!!) and over 125 cities, this superior express delivery capability offers many benefits. Via the Asia Road Network, TNT offers clients a transparent all-inclusive pricing. The service is cheaper than air freight and much faster than sea freight. Offering you greater flexibility to control and manage your costs.

TNT’s Road network runs under strict security - monitored and controlled by live Security Command Control Centre, operational 24/7. Our high quality trucks are secured by global positioning satellite for easy tracking. Our dedicated and experienced drivers are security trained and operate on a point-to-point schedule. You can rest assured that your delivery is in safe hands.

FEATURES	BENEFITS
Integrated door-to-door service	One point of contact for all your shipments
Cheaper than air freight	Significant cost savings
Faster than sea freight	Short transit times - Singapore to Bangkok in just 3 working days
Transparent pricing	Allows you to control and manage your costs
Scheduled service	Allows you to accurately plan and forecast consistently and with full reliability
GPS and enhanced security system	Know your goods are protected 24/7
Track and Trade	Real time visibility of your shipments to give you total control

Above all, TNT is committed to Transported Asset Protection Association’s (TAPA) freight security requirements certification throughout its international delivery network. TNT’s ARN is also the first operator globally to achieve TAPA TSR (truck security regulations) for an international cross border network. The TAPA FSR certification, an industry recognized standard, provides you with the confidence that we have the established freight security requirements in place to give you peace of mind.

Asian Trucker would like to wholeheartedly thank the entire TNT ARN team that has worked hard to put this trip together. In July we will send Devindran Ramanathan to Hanoi to cover the journey from Vietnam to Hong Kong.



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Experience the wide range of materials and applications at MIBTC 2013
between 13 and 15. June, 2013: LAMILUX Composites, booth A104.



Scania R 380 - The hero of the story

Model	R380 LA6x2 MNA with Opticruise (CKD)
Type	Forward Control, Right Hand Drive, 6X2
Capacity	Front Axle Weight, Max 7,500 kgs Rear Axle Weight, Max 20,000 kgs Gross Vehicle Weight, Max 27,500 kgs
Axle Distance	3,100 mm
Engine	SCANIA DC12 17, six-cylinder in line, 4-stroke, liquid cooled, direct injection diesel engine with exhaust driven turbocharger and intercooler of "air to air" type. Equipped with EMS and unit injectors type PDE. Swept volume 11.7 litres. Max output 380 hp (279 kW) at 1900 rpm. Max torque 1900 Nm at 1 100-1300 rpm. Emission level EURO 3. FMS - Fleet Management System (Preparation) Heavy duty cooling system. Mechanical temperature controlled fan. White smoke limiter. Noise level 84 dB(A), according to ISO 362.
Gearbox	Scania GRS905 1 2-speed range-splitter, synchromesh gearbox with fitted with Opticruise gear system.
Opticruise	System for "Automatic Gear Shifting" on manual gearboxes. The clutch pedal only needs to be used when starting and stopping the vehicle. In automatic mode the system selects the most suitable gear, and shifts when it considered it necessary. The Scania Opticruise is also equipped with downhill speed control and Hill Mode gear shifting which is used for climbing hill of more than 5% gradient.
Steering Axles	SCANIA AM740/N. Rigid beam of I section, drop-forged, tempered alloy steel.
Drive Axles	SCANIA AD1300/TAG AXLE AS900. Pressed steel housing with magnetic oil filter plug. Central gear R780 with final gear ratio 3.42 : 1 c/w Differential Lock.
Wheels	Ten (10)wheels rim size 9.00" x 22-5" c/w one spare wheel.
Tyre	295/80R 22.5 Radial Highway pattern (Tubeless type)
Fuel Tank	200+ 200 litres aluminium tank c/w lockable fuel cap
Steering	Fully adjustable 4-spoke safety hydraulic power steering.
Brakes	Direct acting full air brakes with independent circuits for front, rear, parking-emergency and trailer circuits. Spring type parking brake acting on two rear wheels * Exhaust brake, foot switch operated. * Automatic slack adjuster. * Air Drier * Load Sensing Valve * ABS, Anti-lock Brake System * TC- Traction Control * APS- Air Processing System
Suspension	Front - Heavy duty parabolic leaf spring (2x32) suspension c/w shock absorbers and Anti Roll Bar. Rear - Heavy duty Air suspension of 2-bellow type c/w shock absorbers and Anti Roll Bar.
Electric System	24 volts with two 12 volts batteries connected in series capacity 180 Amp/H and Alternator 80 Amp/H.
Instrumentation	Long curved dark grey dashboard with all instruments and controls within easy reach from driver. Trip computer with engine hour meter. Tachograph, 1 day, 2 drivers, km/h, SIM, rev. recording. Cruise control, with switches in steering wheel. Speed limiter: Max speed 85 km/h.
Cab exterior	* 4-point mechanical suspension of cab * Tinted windscreen * Electric window winders, driver and passenger side * Spherical mirror driver and passenger side * Mirrors with air deflectors
Cab	SCANIA CR19N Sleeper Cab. Cab structure in welded steel with galvanized sheet steel panels. Front parts and mudguards are manufactured from non-corrosive compound materials. Cab Is approved according to the Swedish Road Traffic Safety Board. The cab is heat and noise insulated. With laminated windscreen glass. Door windows of tinted type. External sun visor, cab heating and defroster system. Roof and wall panels with textile. Door panels with textile.



Prevention is always better than cure...
sometimes not every damage is reversible...



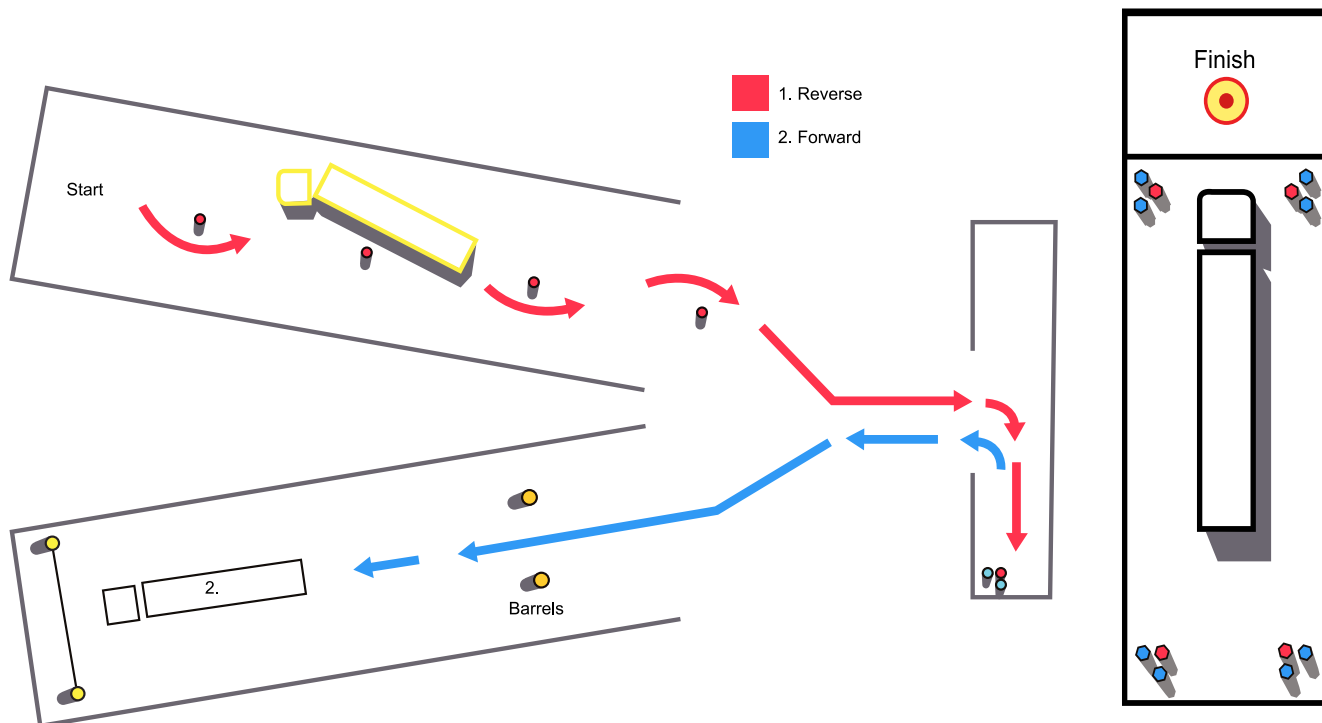
Unexpected hick-ups on the road are nightmares that could damper your business operation. Reason why it's important to ensure efficiency of your fleet by maintaining scheduled check-ups with your trusted service partner. Our fully equipped service infrastructure for commercial tyre will enable you to be in control of your fleet's safety, efficiency and cost saving by applying our **KL SIGMA Formula methodology**. Just so you can concentrate more on your business and less on worrying.

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SCANIA Driver Competition 2013 set to elevate status of Malaysian Truck & Bus drivers DRIVER

Toughest ever competition so far which emphasizes Road Safety and Fuel Economy



Scania Driver Competitions (SDC) 2013 makes a comeback in Malaysia with more stringent entrance requirements and tougher competition standards ever. Entering its 3rd edition, Scania Driver Competition is well-supported by Malaysia's public sector organizations with both the Road Safety Department of Malaysia (JKJR), Malaysian Institute of Road Safety Research (MIROS) and Malaysian Royal Police (PDRM) providing resources and support in judging and marshalling for the event. Global tire manufacturer Michelin is also one of SDC 2013's main sponsors, further endorsing Scania Malaysia's effort to promote safe driving and fuel economy driving among truck and bus drivers nationwide.

Fuel economy, road safety and manoeuvring tests as well as theory questions are to be tackled in order to be

successful at Scania Driver Competitions 2013. One of the competition's key objectives is to increase the profile of truck and bus driver in Malaysia and in turn create interest and promote professionalism in the profession. By participating in the high-profile Scania Driver Competition, Malaysian drivers are encouraged to focus on enhancing their driving skills.

Up to 400 drivers from all over Malaysia are expected to submit their participation forms starting 1 May 2013 to 31 July 2013. Judging will take place on 23rd August 2013. Only 10 participants, five each from the bus and truck category will be selected for the finals on 28th September 2013. The finals will be held at Scania's Bukit Jelutong headquarters. Participation forms can be obtained from any Scania branch or downloaded from

www.scania.com.my.

Scania Driver Competitions 2013 finals will test the 10 finalists on technical knowledge, defensive and economy driving and precision manoeuvring skills. Some of the challenging manoeuvring tests which are expected to push the limits of Malaysia's best drivers include Reverse slalom, L-Reverse and exit, Oil barrels, Knock the King and Bull's eye.

"Scania recognises that drivers are the single most important asset for securing safety and maximising the efficiency of the transport business. It is with this in mind that we have arranged the most extensive and demanding truck and bus driver competition thus far in Malaysia," said Ian Tan, Marketing and Communications Manager of Scania Southeast Asia.

The Scania Driver Competitions provide an ideal platform to discuss and address issues that help reduce accidents while increasing profitability and sustainability within the transport industry. To qualify for the competition, entrants need to complete an application form and answer correctly questions covering four main areas - local transportation laws and regulations; fuel-efficient and safe driving techniques; knowledge in occupational risks and health such as importance of rest as well as Emergency response which covers one's ability to assess emergency situations and act on the scene of an accident.

Scania to unveil new concepts, products and services to make total solutions more complete for customer profitability

Scania Malaysia will unveil a more comprehensive Total Solutions offering to the local transport and engines industry at the Malaysian International Bus, Truck and Components Expo 2013 (MIBTC).

Scania's comprehensive transport solutions may now encompass a fuller

product range from trucks, buses, to engines, while its services include maintenance and repair as well as Scania credit facility.


Last year, the newer Scania trucks and bus & coach chassis were launched with better torque at lower revs and even

Initiated in 2003, the Scania Driver Competitions were originally held in Europe and have since spread out globally, evolving into challenging events that highlight the importance of the skills of drivers, as well as driver training and development to enhance road safety awareness and proficient eco-driving.

Find out more about the Scania Driver Competitions 2013 at the Scania Drivers Lounge at the Malaysian International Bus, Truck and Components Expo 2013 at the Mines International Exhibition and Convention Centre from 13th to 15th of June.

better fuel consumption. This year, Scania has gone further with Scania Streamline, the name of Scania G- and R-series long-haulage trucks that are optimised for low fuel consumption, featuring new low-drag looks and full air deflector kits. Attached press release from Scania CV AB has further details about how it

Application form _ inside



WANTED: THE WORLD'S BEST BUS & TRUCK DRIVERS.

Competition Category: Truck Bus (especially Coach)

Your Information

First name: _____ Surname: _____ Mobile phone: _____ Contact phone: _____
 E-mail: _____ Day/Month/Year of Birth: ____/____/____ Current address: _____
 City: _____ State: _____ Postal code: _____

Currently driven Scania model: _____ Type of transport: _____
 Found out about the competition through: _____
 Years of driving experience: _____ Attended Driver Training with Scania Malaysia _____ times.
 Participated in previous Scania Driver Competitions? Yes No
 Competing as an Individual Company
 Company name: _____ Phone: _____ Address no. _____
 City: _____ State: _____ Postal code: _____

* Please complete all fields.

Scania Driver Competitions Malaysia 2013 – Qualifying Round

Theory Test (Multiple choice questions are worth 1 point each. Essay questions are worth 10 points each.)

1. How many hours a day is a truck or bus (especially coach) driver allowed to drive?
 - a) 8 hours
 - b) 10 hours
 - c) 9 hours
2. How many hours is a truck or bus (especially coach) driver allowed to drive without a break?
 - a) 4.5 hours
 - b) 4 hours
 - c) 5 hours
3. If you reduce your speed from 89 km/h to 80 km/h during highway driving, what is the expected reduction in fuel consumption (as a percentage)?
 - a) Approx. 1.5%
 - b) Approx. 10%
 - c) Approx. 5%
4. Which of the following makes for the best fuel efficiency when driving in or around the city?
 - a) Detailed pre-trip planning.
 - b) Adjusting pneumatic pressure correctly.
 - c) Maintaining engine RPM between 1,000 and 1,500.
5. Fuel is a major operating cost of a company, and poor wheel alignment, improper tire pressure and incorrect tires can increase fuel consumption. If these settings are correct, including appropriate tyre changes, how much fuel can be saved towards reducing costs in a year?
 - a) Approx. 5%
 - b) Approx. 15%
 - c) Approx. 10%
6. The faster an object moves, the more of an impact it produces. What is the equivalent weight, at impact, of a 2-litre soda bottle moving at a speed of 50 km/h?
 - a) Approx. 80 kg
 - b) Approx. 8 kg
 - c) Approx. 160 kg
7. (For truck drivers only) As you are tying down goods on a heavy truck, you notice that the synthetic fibre strapping is about 5% damaged. So the durability of the straps is going to be _____ lower.
 - a) Approx. 5%
 - b) Approx. 40%
 - c) Approx. 20%

7. (For bus drivers only) If passengers are carrying glass or other fragile objects, what is the best way to store them?
 - a) Simply store it where it's easy to keep an eye on.
 - b) Store it on top of luggage and strap it firmly in place.
 - c) Store it at the back of the compartment under the floor, cushioned by foam padding.
8. One way to feel better and avoid obesity is to eat a balanced meal. Which of the following ratios best describes this?
 - a) 40% potatoes, rice, pasta or bread, 40% fruits and vegetables, and 20% meat, fish, eggs or beans.
 - b) 15% potatoes, rice, pasta or bread, 75% fruits and vegetables, and 10% meat, fish, eggs or beans.
 - c) 33% potatoes, rice, pasta or bread, 33% fruits and vegetables, and 33% meat, fish, eggs or beans.
9. When you are driving, a small amount of alcohol in the blood can diminish your ability to cope with critical situations on the road. In other words, people should not drink at all the night before driving. You know it depends on blood alcohol concentration (BAC) – how much will cause a decline in the driver's concentration, including his ability to handle any driving situation?
 - a) A BAC of 0.02%
 - b) A BAC of 0.05%
 - c) A BAC of 0.01%
10. What should you do in the case of an injured person who may have damaged his spinal column?
 - a) A person with a neck or back injury should be moved carefully by at least three people – one holding the neck, one carrying the back, and a third to support the legs.
 - b) Although there is a risk to life, the injured person should not be moved by anyone but medical personnel.
 - c) A person with a neck or back injury should be cradled by one person, with a hand under the spine.

Essay Questions

1. What do you think is most important for a successful driving career? (Give reasons.) 10 points

2. When you feel sleepy while driving, what do you do? (Give reasons.) 10 points

Registration form: make sure you register



works to offers upto 5% further fuel savings for Euro 3 versions. For the MIBTC, Scania Malaysia will showcase the G-series for our customers in the country and the region to get a first look at this newly launched truck.

To complement the new trucks, bus & coaches, the Scania Malaysia will continue to upgrade the after sales infrastructure and service in order to provide fuel economy and uptime for our customers' profitability. There will be a new branch in Kota Bharu which

will be fully operational as part of Scania Malaysia's expansion plan. There will also be a host of concept service that will be unveiled during the MIBTC 2013.

Recognizing the potential for customers demand for engines use, Scania Malaysia also unveiled its engines product range at the exhibition. Scania engines cater to different market segments from industrial, power generation, stand-by generation set to marine use. Intended for both propulsion and auxiliary use, all Scania marine engines are based on Scania's

state-of-the-art modular engine platform, which is used for truck, bus, industrial and marine applications worldwide. Engine-by-engine, the new range has been designed for higher strength and durability. Many components are shared across the range, a factor that facilitates parts supply thus significantly reduces the number of unique components for used each engine. The modular architecture and common work methods also simplify training in Scania's service network, while maximising uptime for users.



The DC13 power generation engine will lead the showcase for a range of Engines available from Scania as ready-to-run solutions. For power generation segment, the engines are suited for demanding situations and environments such as remote construction sites or mining districts.

Last but not least, complementing Scania's latest product range is its financial services from the newly launched Scania Credit Malaysia making the total solutions even more complete. Scania credit is a flexible and comprehensive financial solutions package which provides diversified financial services such as hire purchase and leasing for acquisition of trucks, buses and other related products to qualified Scania customers. Scania customers can now look forward to an attractive alternative in financing options other than commercial banking facilities to help in their future fleet expansion with a one stop centre at Scania. These include tailored packaged solutions which affords flexibility with good support within the global Scania network.

"Scania's Total Solutions is all about ensuring success for our customers so they could achieve maximum profitability. We do so by providing the finest products and services that result in fuel economy and maximum uptime through premium services that offer tailor made solutions to customers." said James Armstrong, Managing Director for Scania Southeast Asia.





Scania Streamline – saving up to 8 percent of fuel in style

Scania Streamline is the name of Scania G- and R-series long-haulage trucks that are optimised for low fuel consumption, featuring new low-drag looks and full air deflector kits.

A new version of Scania Opticruise features a choice of performance modes. To maximise fuel savings, the new Economy mode is fully integrated with Scania Active Prediction. Potential fuel savings in long-haulage are up to 8 percent with the new, more efficient second-generation Euro 6 engines. Corresponding savings for Euro 3/4/5 are up to 5 percent.

New services are designed to help drivers and operators in their daily work, as well as during interaction with the workshop. To boost uptime and reduce the time re-

quired for a workshop visit, Scania workshops now have access to remote downloading of diagnostic data.

Henrik Henriksson, Executive Vice President in charge of sales and marketing at Scania, says: "Scania has invested a lot of ingenuity and know-how in perfecting the truck range for Euro 6 and we are very pleased with the results. We note with pride that our Euro 6 engines use less fuel than their Euro 5 predecessors in operation with customers – and the latest Euro 6 engines are even better.

"Scania's long-standing focus on fuel economy pays off handsomely and our customers can rest confident that we do our utmost to keep them competitive in the transport business."

Lars Stenqvist, Senior Vice President Vehicle Definition summarises the potential savings: "Scania's new second-

generation 13-litre Euro 6 engines are 2-3 percent more economical than the first ones. Scania Opticruise and Scania Active Prediction contribute 2-3 percent each. In addition, we have improved the aerodynamics and reduced drag in our gearboxes. Even though you cannot simply add the figures, we estimate that the potential saving for a European Euro 6 long-haulage customer could reach 8 percent. For customers in markets without access to topographical map data, the potential is almost 5 percent."

"The MIBTC 2013 is a great opportunity for Scania to unveil new concepts, products and services to our customers in Malaysia and also within the region," said Ian Tan, Marketing and Communications Director for Scania Southeast Asia. "The showcase will surely provide more and complete ideas and solutions for our customers' needs."

apollo

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ENDURANCE
PROFIT FROM PERFORMANCE

HAMMAR PLANS TO BUILD SERVICE CENTRE



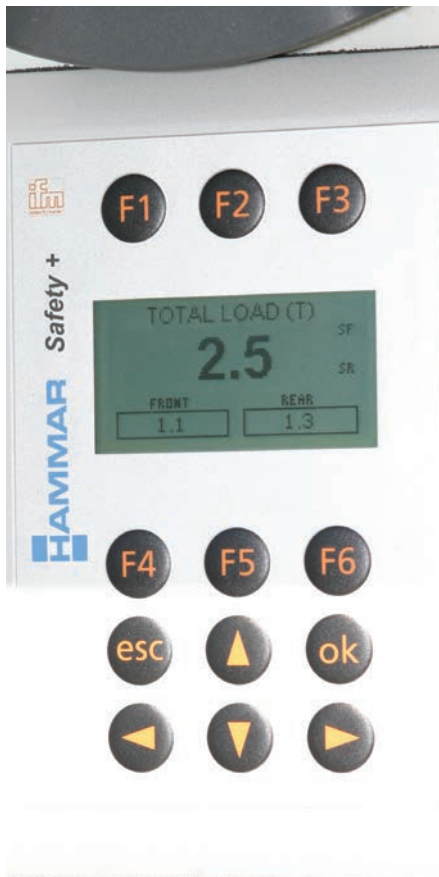
Hammar already has a very strong presence in Malaysia, since incorporating Hammar Maskin (M) Sdn Bhd, which is a fully owned subsidiary to Hammar Maskin AB in Sweden. From the start the company focused on building an efficient After Sales Service organisation. According to Chris Joon, Executive Director of Hammar Maskin (M) Sdn Bhd this has been achieved by constantly training and upgrading the knowledge and skills of the core employees - the HAMMAR Technicians and managing the service system itself very carefully. In HAMMAR's view it is necessary to give customers a top notch service at an unbeatable price. For all HAMMAR operators to feel that they get value for their money, it is necessary to streamline the process and let the economy of scale

work to their advantage. Joon explains that "As a result, they still look upon the Maintenance Service part purely as an added service to our customers. There is no monetary profit in it, but our profit is the fact that we have a lot of satisfied customers, that would not want to replace their Hammarlifts with any other brand. Our profit comes from selling new units and we do that because newcomers are attracted to our superior service."

To further strengthen their position in the Malaysian marketplace, Hammar is now actively looking for land to buy in Port Klang and to plans are in place to build a purpose built Service Centre workshop on it. With the clear objective of Hammar Maskin (Malaysia) being HAMMAR's ASEAN regional office for the Group, it will be easier for customers in neighbouring countries to have a firsthand look at how their Sideloaders have helped the Logistics Industry in an ASEAN country's competitive environment. Marketing the Sideloader

concept to the ASEAN countries' logistics industry is an immediate task in expanding their position. Joon notes that most of these countries are "Virgin Sideloader Markets".

A key advantage of HAMMAR Sideloaders are being a very economic alternative to distributing containers from the port to the consignees. It is far more efficient, with a productivity of each unit being up to 30 times higher than for an ordinary container chassis. Storage yard space will be minimized as the HAMMAR will mean less trailers requirements/storage space. This will also equate to reduced manpower cost, maintenance of trailers, tracking of trailers and greater yield. Factories without loading bays will be able to load/unload containers safely on the ground and more efficiently. As one of these customers commented "I simply want my Container delivered to me, a Container with trailer just takes up too much space in my factory which I can ill afford".



It is noteworthy that Hammar Maskin (M) Sdn Bhd was incorporated in March 2003, but did not sell one single Hammarlift until September that year. However, in those 6-7 months the company did sign up the first of our old customers for the now famous Maintenance Service Contracts, which are to be seen more as in insurance rather than a plain service agreement. HAMMAR keep customers' Hammarlifts on the road virtually 24 hours a day, 7 days a week, even during Hari Raya and Chinese New Year celebrations. Starting from their second year in operation and until now a constant sales of about forty (40) Hammarlifts per year was achieved, with no sign whatsoever of slowing down. Joon is optimistic that the demand for Hammarlifts will continue as more Industries outside of Port Klang area are now demanding for Sideloaders services in delivering their containerized cargo.

"As already mentioned, we believe that our growth in Asia will get a jump start with the implementation of our closer regional presence. Travelling to new Asian markets and customers from Malaysia is so much faster and can be made so much more frequent, compared to using Sweden as a base for the Asian marketing activities" says Joon.







"We are looking with great confidence at 2013 as being the year that we will find a suitable piece of land to build our own office and Service Centre on. With the Sideloader business in both the Klang Valley and in Johor Baru growing steadily, we expect new haulage companies to start up Sideloader operations, as well as already established ones to enlarge and re-new their Sideloader fleets" Joon concludes.



Hi-Tech support at Kit Loong

State-of-the-art technology gives Kit Loong the edge in tire retreading

Kit Loong Tyre, through over 80 years of experience and direct involvement in virtually all aspects of the tyre industry, has amassed a wealth of know-how, which is constantly deployed to enhance our value chain for the benefits of our customers. Their latest production line is a testimony of the expertise that the group holds.

The accumulated know-how, encompassing technical knowledge, industrial expertise, commercial acumen, market insight and consumer understanding, is an invaluable source of our competitive edge, and provides the fundamental strength to facilitate our ability to deliver appropriate solutions to our customers. In particular, the benefits of our know-how resources are most effectively accessed through participation in our various alliance programs, designed to meet specific needs of different market segments. Recently, Kit Loong applied a high-tech approach to their production and the results are giving them the edge when it comes to tire retreading.

Application of technology

If one expects a dark, stuffy environment where maybe a bit of smoke fills the air, then this is a picture from the past when it comes to tire retreading. It took some 2 years to put the new production line into place and at the core is a lot of high-tech. Kenneth Teh, Managing Director, explains "We may be in the market for a long time, but that doesn't mean that we are old-fashioned. Kit Loong has always sought ways to improve our business and to develop solutions that give us the edge. For this new production line, we have developed a new software that has cost in the region of 1 Million USD. Why? Simply because we need to continuously push ahead to be and remain competitive". According to him, Kit Loong is not happy with just been a

producer, he wants to see the company as an innovator in the Malaysian market. Ultimately, the company is now planning to move outside Malaysia and to offer their products and services to clients in the region. Kit Loong spend 20 years operating in countries like China with a total of 6 retreading plants. With 20 years experience operating abroad, instead of operating or investing abroad, the company now moves out with services. Stringent processes

Space dominates the new production line in Kit Loong's Kayel (the retreading arm) Kota Kemuning facilities. There are 2 categories of tires that Kit Loong handles: customer owned casing and stock casing. For the latter, the company purchases used tires and re-treads them for sale later on. Customer owned casing will be



after the completion of the retreading process. First, the tires are being cleaned and tagged with a RFID card. All relevant data is being captured at the first station with the linkage (Hitch on) of the RFID card and the data base.



“We can now see what has been done to a tire, by which worker and how long it took to do that in each station ” explains Teh. This way, Kit Loong (Kayel) not only knows exactly where the tires are in the process, but thorough analysis of casing brands and condition categories in market is possible. From here onwards, a tag will be accompanying every tire through the retreading process, all data is captured with it. This process management system is a web base multi side multi station.

Following the receiving, Microdetection and Shearography weed out tires that are too damaged for the re-treading process. Kit Loong has developed an in-house grading system and according to the findings, the tires may either declared unfit for retreading and returned to the customer or are further processed. If tires are in a borderline state, the customer will be informed and they can decide if they want to go ahead with the processing. Depending on the grading, Kit Loong (Kayel) will proceed with the retreading, following their procedures. Kit Loong is currently developing a system, that could enable customers, based on the casing condition to different brands of retread, end product to identify which application, what vehicle or even which axle position a categorized retread tyre to be use by our multi brand solution. Instead of the previous system, which was either to accept or being reject, this sophisticated system could maximize the usage of various categories of casings and at the same time, increase the safety level of a tyre application.

After buffing the tires having stripped them off the old tread, using a fully computerized buffing machine, where various types of casing will be buffed with preset buffing specifications , workers use different tools at the Skiving stations to clean up the buffed surface on those crown injuries. Once the tires have left the buffing stations, the tires will not be touching the ground



as this may impact the quality of the retreading process as dust may stick onto the exposed casing crown area . All tires are moved from station to station hanging from a railing system. The repair stations are organized according to the various levels and disciplines of qualified technicians to handle difference categories of casing. After leaving the repair stations is the place where the 1st Quality check will be performed. The segment between buffing to repair is called the surgery department and after the surgery, Kit Loong will perform a quality check on the working skills varied out before going for the next segment of the processes. Following the 1st quality check, the casings then move on to application of cement and filling of holes on the casing where the casing was skived . Cementing the tire and also uses state-of-art machine with direct feed hotfitting the cushion-gum.



The following step is the “building” of the tire, which is identical to a new life being manufactured. Here, Kit Loong (Kayel) will apply a tread depending on the specific conditions and brand of the tire. “There are several dimensions we need to take into consideration” Teh elaborates. “Brand, grades, size, application, prior use and many more factors influence the choice of tread at this point.” Which is all the data been captured by the system along the processes previous done. According to him, this is where the true benefit of the computerised production line lies as it has become too sophisticated for humans to handle all the data and options.

Following the building of the tire, the 2nd quality inspection takes place before the tire is being handed to the enveloping and curing. After these steps a final inspection process takes place.

Continous improvement process pays out

“We are dealing with a lot of factors: casing, processes, materials and human factors. It is our responsibility to manage all of these in the most cost effective way to allow our customers to be more profitable and to be able to recommend the right application, right down to the positioning of the wheel in relation to the operation application. This is only possible through the use of modern technology” Teh states. Through the innovative use of computers, Kit Loong (Kayel) can monitor the entire production process and management would know exactly what is happening in both plants. As the system is internet based, the data can be accessed from anywhere and at any time. “Imagine, in the near future as a client you could see exactly where your retreaded tire is. You could plan your entire tire management process with this and optimise your fleet utilisation” Teh beams.

Naturally, there are also tremendous savings for the company, which eventually will be translated into savings for clients. Capacity is 200 tires per day and this is done in only 1 shift (1.5 for curing) in the Kota Kemuning facility where previously 2 shifts or more were needed. Workers need to be more skilled as

they need to also manage the computer system. Kit Loong has an in-house training program and workers can go through a 5-level system, where level 5 are supervisors with ability to train. The process is made easy as the interface is designed in a simple way. The workings of the system may be highly sophisticated, the use isn't. The rationale here is that the workers should concentrate on the task at hand.

There is literally no manual labour involved in this process and the joke goes that Kit Loong (Kayel) Production workers don't even know how to lift a tire. Currently there are 32 workers in this section and through the application of this new system, productivity has gone up 3-4 times. Ultimately, this system eliminates most of the failures which traditionally could not be solved, which reduces downtime for customers. Planning is underway to allow overseas customers access to this system and Teh hints at overseas expansion in one way or another.





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Strengthening Ctrack's Presence in Asia

Recognizing the need for simultaneous fleet management and asset monitoring, ISIS allows customers to plan, load, reconcile, track contents during journey through to delivery and issue proof of delivery to customers. The solution is ideal for the cash-in-transit industry, palletised cargo and other high-value goods and designed for three years.

In addition to ISIS, MFCS has also established regional Data Centre to support Multi country tracking of all Ctrack fitted vehicles in the Asia Countries. Thereby, MFCS is marketing the complete Ctrack Intelligent Solutions in terms of product range in hardware and software from Ctrack including the Transported Asset Protection Association (TAPA) and Long haul solutions. This joint venture gives global cargo and fleet customers a revolutionary product that will radically enhance control on the status of cargos during transportation. With the new data centre established in Kuala Lumpur and designed to manage ISIS and Ctrack business in Malaysia, Singapore, Thailand, Myanmar, Japan and Philippines, customers are able to use Ctrack and ISIS cross border and increase visibility of their business. MFCS is already working to launch China by the year end, which will complete the Asian Road Network that enables all Ctrack Intelligent Solutions to be fully Visible from Singapore up to China.

How it is increasing Ctrack's presence in the region

Ctrack's Asian operations were previously managed from South Africa and followed a distributor model for countries where it serviced customers. In 2010, a decision was taken to establish Ctrack Asia based in Kuala Lumpur to reorganize and expand the region to ensure it is well positioned to take advantage of the fast-growing and expansive Asian economy. Relationships with distributors in Indonesia and Indo-China have been strengthened and new country operations have been established with MFCS.



Ctrack is regarded globally as one of the main solution providers in the telematics industry. Building on their strengths in South Africa, Europe, UK, the Middle East and Indian Sub-Continents, they have selected Mega Fortris, a truly Malaysian Company that have a global reach in security to be their parties in the Asian development. Ctrack Sales topped USD\$ 108 million in 2012 with over 700,000+ units operating globally.

Mega Fortris Ctrack Solutions Sdn. Bhd. (MFCS) is the joint venture form between Mega Fortris Malaysia Sdn Bhd and Ctrack Asia Sdn Bhd, a DigiCore Holdings company. MFCS has developed the Integrated Security Intelligent Solutions (ISIS) active RFID technology powered by Ctrack enabling valuable cargo to be tracked throughout its journey from origin to destination. MFCS has the global rights for marketing ISIS across 50+ countries and MFCS in Malaysia will be the HQ for future development of MFCS across 50+ countries.

Ctrack's main focus markets going forward with:

- Oil and Gas
- Mining
- Insurance
- Long haul (Logistics)
- Individuals (Stolen Vehicle Recovery)

Products and services

- Insurance - Insure & Secure
- Individuals/ Stolen Vehicle Recovery - Secure, Lite and ICE
- Long haul (Logistics) - Lite, Assist, Solo, ISIS
- Mining, Oil and Gas - Assist, Solo



Growing network

With this planned growth not only will we be in adjoining countries but also provide with our global sim cross border tracking and Ctrack maintenance services along the Asian Road Network. In the second phase we will open the sub-continent route from Thailand, Myanmar into Bangladesh and India. Malaysia and Singapore are now operational with Thailand, Myanmar and China will become operational by end 2013 with Philippines and Japan in 2014.

To know more about this, we recommend contacting:

Aaron Mikhel Ng | Marketing Support

Mega Fortris Ctrack Solutions Sdn. Bhd. | Mobile: +6019 353 7918 | Email: aaronmikhel.ng@isis-ctrack.com

You may also visit Ctrack at MIBTC 2013, Booth M 06



Brand rolls out marketing plan with entry into Malaysia at MIBTC 2013

Apollo Tyres - An ambitious newcomer to Malaysia

Apollo Tyres is the leading Indian tyre company with a turnover of US\$ 2.5 billion (FY12). With manufacturing facilities across three continents -- Asia, Europe and Africa -- and R&D facilities in the Netherlands and India, the company has grown rapidly in the last few years. In this journey, it has acquired a 100 year old tyre brand -- Vredestein, in the Netherlands and has the rights to market the Dunlop brand in 32 countries in the African continent. We speak to Satish Sharma, Chief, Zone I, Apollo Tyres Ltd who guides strategy and oversees the implementation of key functions like manufacturing, sales and marketing and customer relations for regions including Asia, Australia, New Zealand, Fiji, Middle East, Asian CIS countries and Turkey.

AT: Apollo is an newcomer and therefore a relatively unknown brand in Malaysia. Can you tell us something about Apollo Tyres?

Satish Sharma: Apollo Tyres started out in India in 1972. While Apollo started its operations with manufacturing and sales of truck tyres only in India, today we have manufacturing presences in Asia, Europe and Africa with 9 modern tyre facilities and export to over 100 countries. Apollo Tyres is powered by its key brands - Apollo, Dunlop (brand rights for 32 African countries) and Vredestein. We offer a comprehensive product portfolio spread across passenger car, light truck, truck-bus, off highway and bicycle tyres, retreading material and retreaded tyres.

AT: What are your plans for the Malaysian and the ASEAN market?

Satish Sharma: Malaysia and the entire ASEAN region are extremely important for Apollo Tyres. As per the LMC report 2012, the market potential for Truck & Bus segment for the ASEAN region is estimated at 6 million units, 22.6 million units for PCR and 16.8 million for the LCV segment. Our growth in the ASEAN regions is a testimony to our interest in this market. In the past 3 years, our exports to the ASEAN markets have almost doubled, and it contributes 42% to the total exports out of India. We have recently set up a Sales Office in Thailand, which will serve as a hub for the entire ASEAN region. Further, we are also exploring locations to set up a manufacturing plant in the region.



AT Can you give a breakdown of the products you have for truck segment?

Satish Sharma: Apollo Tyres has one of the widest range in truck bus radial (TBR) and the truck bus bias (TBB) segment. In the TBR segment, we currently have over 22 sizes ranging from 17.5 inches to 22 inches and in the TBB category, we have over 54 sizes covering the range from 20 inches to 24 inches. Out of these sizes, we are already selling 10 sizes in TBR and 2 sizes in the TBB segment in the Malaysian market, based on market segmentation and customer requirements. We have plans to add another few sizes in both segments in the coming quarter.

AT: What are the similarities and differences in the Indian and Malaysian truck market?

Satish Sharma: Compared to the Indian market, Malaysia has a higher percentage of radialisation in the commercial vehicle segment, which is close to 70%, compared to around 25% in India. In Malaysia, bias tyres are used specifically for logging and is used extensively in Tipper Lorries.

AT: You have announced setting up a R&D facility in Netherlands. Can we have an update on your R&D function?

Satish Sharma: We have identified R&D and Marketing as the two key pillars for the next phase of our growth journey. While earlier, our R&D was scattered across our operations and manufacturing facilities, given the importance of R&D for Apollo Tyres, we have reorganized the function and created two R&D hubs: in India and the Netherlands. All our commercial vehicle tyre R&D will be centralized in India, while passenger car tyre R&D will be based out of the Netherlands. We believe that this will not only strengthen the R&D function but ensure faster integration with market needs and will provide a higher focus on core research. More importantly, I see our R&D budget moving up substantially in the next few years with focus on fuel efficiency, use of green raw materials and recycling of materials.

Importantly, we are already seeing the results of this focus. Recently, we introduced a new Steer Axle tyre 'XMR' in cross ply construction and launched the 4G series of tyres for the passenger car segment for the Indian market.

AT: Where do you see Apollo Tyres in the next few years?

Satish Sharma: We have set a target of being a US\$6 billion organization by the year 2016. We believe that by achieving this turnover, we would be able to join the elite league of top 10 tyre manufacturers globally.

Apollo is one of the Silver Sponsors of MIBTC and is located at Booth M 31 & M32



WHAT'S NEW IN THE CAB

With the introduction of new trucks and with new improvements to the interior of cabs Asian Trucker decided to take a detailed look at what three companies have done to upgrade the cab and make life more safe and comfortable for the driver.

The New STRALIS Born for the Driver

In 2012 Iveco launched the new Stralis that recently won Truck of the Year 2013. It is a winner in many areas – including in the cab with the emphasis on high comfort and ergonomics.

The cab of the new STRALIS is designed around the driver. All the cabs have been redesigned to incorporate a functional and ergonomic dashboard. The controls have been re-positioned around the dashboard and central area, so as to make them easily visible and accessible without raising your back from the seat, for maximum driver safety. The decompression engine brake, hydraulic retarder, radio, and cruise control can all be operated without taking the hands off the steering wheel.

Visibility

The large windscreen allows optimum visibility and the steering wheel is fully adjustable. All controls are clearly visible and can be reached with ease to keep the vehicle under control in complete safety and comfort. In addition, the number and capacity of storage compartment has been increased.

With an improved drag co-efficient and new sound insulating panels, the noise in the cab is lower than ever. In addition, there is an additional low-noise, low consumption air conditioner built into the roof panel to ensure a comfortable cab temperature even with the engine off.

Quality of Life Improvements

Along with the pneumatic steering wheel adjustment system, the cab features a new heated and ventilated seat with height-adjustment and integrated seatbelt. The new steering wheel features integrated telephone controls and the IVECONNECT system, with hi-fi radio and touch-screen display, and also manages the Driving Style Evaluation function, the sat-nav system and the advanced telematics services.

The night area includes the new High Comfort bunk – guaranteed to make drives feel at home – wherever they are. The 80cm wide bed, more than two metres long, is equipped with wooden slats, a super-comfortable mattress and a reclinable back-rest, which is ideal for short stops.

Maxi-Fridge & More

Alternatively there is a stowable bunk that folds in the middle and turns into a handy table. On the Hi-Way version the top bunk is easy to open thanks to the air-sprung opening system, and folds away completely into the way to make the cab even more spacious.

There's an additional low-noise low-consumption air conditioner built into the roof panel, which ensure a comfortable cab temperature, even with the engine off.

Two more external storage compartments are available for stowing tools and work clothes. The fridge features a handy bottle-rack, and for the longest missions, a maxi fridge can be installed with a capacity of over 35 litres.



About IVECO

IVECO (Industrial Vehicles Corporation) is a world leader in the field of transport, with sales exceeding €9 billion and employing 31,000 people from all corners of the globe. IVECO has 23 manufacturing plants in Europe, Australia, China, India, Russia, Turkey, Argentina, Brazil and Africa, and is a major contributor to the global transport world in over 160 countries.

Offering a broad range of light, medium and heavy commercial vehicles, IVECO manufactures passenger transport vehicles, off-road trucks, buses and coaches as well as special vehicles for applications such as fire-fighting, off-road missions, defence and civil protection. Their vehicles adopt the latest engineering technologies, applied to a comprehensive range of engines running on diesel and alternative fuel, including natural gas (CNG), bio-fuels, hybrid technologies and electric engines.

Volvo FH Efficient & Effective for Work & Relaxation

The new Volvo FH series made a big splash when it was launched in Sweden in September 2012. The new series has a number of innovative features and many of them are found in the cab. A more ergonomic workplace, greater comfort and another 300 litres of storage space are some of the new features. The goal was to create a cab that meets the truck driver's need for both efficient work and effective relaxation.

Going to Work

By making the A-pillars more upright, the Volvo FH cab has become more spacious than before. "This gives the cab straighter lines on the outside, but the sloping line of the cab roof compensates for this change. As a result the Volvo FH keeps its distinctive cab appearance," says Rikard Orell, design manager at Volvo Trucks.

The Volvo FH looks as if it is on the move even when parked. This impression is created by the lines and shapes of the cab panels. Despite its bigger cab, the new Volvo FH still has retained the excellent aerodynamic properties of its predecessor, not least thanks to the increased radius of the cab corners.

One thing that clearly differentiates the new Volvo FH series is its rear-view mirrors. "We've removed the mirror housings to improve visibility. Now all you see is the slimline mirror arms with their adjustable mirrors," says Orell.

Improved Support

On the inside the cab has changed a whole lot. "We've improved everything inside the cab. Drivers spend an average of five days a week in their cabs nowadays. So it has to be an optimal workplace as well as a welcoming place for relaxation and leisure time for any driver, irrespective of build - short or tall, slim or broad," says Ulf Andreasson, product manager for cab development at Volvo Trucks.

The driver's seat offers improved lumbar and side support and can slide a further four centimetres back. Thanks to the new steering wheel adjustment system, the steering wheel can be angled a further 20 degrees compared to the previous version. This makes it even easier for the driver to find an ergonomic and relaxed driving position.

A well-rested driver also needs a comfortable bed. Volvo has widened the bed to 815mm and has introduced new mattresses.

Essential Instruments in the Middle

Many of the functions in the new truck can be operated via buttons in the steering wheel –including the phone and navigator. The buttons in the instrument panel have been positioned in order of priority.

"Our new instrument cluster will raise the industry standard. It groups all the essential dials in the middle, with less crucial instruments to the left and right. As a result, you normally don't need to take your eyes off the road to see the most important gauges," explains Orell.

Uncluttered surfaces

The windows are larger than on the previous Volvo FH and they are designed to improve close-quarter visibility. The instrument panel is smooth and is in one piece all the way from one side of the cab to the other.

Another detail that improves visibility is the rear-view mirrors. Orell explains, "The new mirrors increase direct visibility considerably, that is to say what you see to the front and sides when everything that can disrupt your field of vision is taken into consideration."



One Cubic Metre of Extra Space

The cab of the new Volvo FH series has grown by up to one cubic metre. This creates a more spacious and airier interior, at the same time as storage capacity has expanded by 300 litres.

“A good truck cab is designed not only for work but also for relaxation and sleep. We see the cab as a businessman’s hotel,” Orell notes. “It should be possible to work efficiently inside the cab, while being assured of a good night’s sleep, so that you can tackle the new working day fresh and alert. Clean design and light colours enhance the feeling of space and help in this regard.”

Integrated Parking Cooler

An integrated parking cooler gives the driver a pleasant in-cab temperature round the clock. “The cooler does not use any fuel at night. It provides a better flow of air in the cab and operates very quietly. What is more, it’s smart: it calculates how much it can be used without draining the batteries. That’s why we can safely guarantee that the truck will start in the morning,” Andreasson explains.

Since the cooler, which is an option, is integrated in the cab it does not affect the truck’s aerodynamics or take up any space inside the cab.

Attracts the Best Drivers

The truck’s cab affects the driver’s wellbeing and thus also the haulier’s profitability. But it also fulfils additional functions. “Hauliers with trucks that are popular among drivers find it easier to attract the very best drivers. And we know that good drivers are one of the most important factors for the haulier’s profitability,” says Andreasson. Currently the new FH series is only available in Europe.

Continental Introduces Innovations

Together with steering and display units, vehicle cockpits have been the most important interface between driver and vehicle since the beginning of the automotive age. Because of this function, cockpits put their stamp on vehicles and influence the driver’s emotions more than any other component.

Indicators & Displays

With the advent of the electronic age, indicators and displays in recent years have undergone considerable changes that have influenced the design of the entire cockpit. Features that have long since become established in the car sector – such as larger touchscreen color TFT displays or optimized ergonomics – are increasingly affecting the commercial vehicle industry.

Bundling on its experience from passenger cars and adapting it to the requirements of commercial vehicles, Continental has stepped up its collaboration with cockpit specialists SAS Automotive Systems to develop complete cockpit solutions for commercial vehicles. SAS Automotive Systems is a joint venture of Continental and Faurecia specializing in the development, assembly and logistics of customized cockpits.

Concept cockpit T.Dash

Continental and SAS Automotive Systems have developed the T.Dash concept cockpit. The study takes up trends from the latest car cockpits and adapts them to meet the requirements of commercial vehicles.

For example, individual components are growing in both number and complexity, as are customer demands concerning ergonomics, design and quality. Another challenge is the global demand for larger volumes, while at the same time cockpits have to be extremely variable to satisfy different market requirements. This means that the cockpits have to be flexible enough to adapt to different comfort needs, different vehicle types (from short-range to long-distance transport) and local standards.

T Structure

The T.Dash cockpit was developed with these future trends and their growing importance in mind. Its T structure makes it extremely flexible and modular. For example, the centre console and glove compartment area can be simply repositioned. This gives the commercial vehicle manufacturers an advantage for as far as product differentiation is concerned.

In addition, the latest instrumentation solutions are built in: The study includes a 12” digital instrument cluster that displays the relevant driving and vehicle information in clearly arranged 2D and 3D graphics. A separate touch screen display enabling connections to smartphones via MirrorLink technology is ergonomically positioned in the centre console area of the cockpit, while an indirect ventilation system provides additional comfort.

Design & Ergonomics

Apart from the technical innovations, special attention was paid to design and ergonomics. During the development phase, an ergonomics study was carried out in collaboration with Munich Technical University, the findings of which were integrated into the development process. Moreover, the design of the T.Dash cockpit is geared to the high standards of the automotive industry. For instance, it uses a variety of high-grade materials such as brushed aluminium, wood and leather.

The design also includes practical little details that underpin the top-quality claim. For example, all the ambience elements have separate illumination that can be adjusted in intensity and colour.

The use of high-quality materials and the ergonomically optimized design underscore the intention to make the commercial vehicle cockpit as natural an interface as possible. Continental and SAS Automotive Systems already offer series-produced cockpit solutions which consist of up to 50 percent natural fibers. Besides eco friendly production, these materials have other advantages such as high sound insulation and low weight.



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HINO Motors Wins Dakar Rally 2013

Marking the 4th Straight Championship in the "Under 10-litre Class" of the Trucks Category



HINO Motors, Ltd. (HINO) has won its fourth consecutive championship in the "Under 10-litre class" in the Trucks category. With this, the company also achieved its 22nd consecutive finish in the Dakar Rally 2013, which was held from January 5th through to January 20th, racing through the South American countries of Peru, Argentina, and Chile.

HINO was the first Japanese truck maker to enter in this rally in 1991. In 1997, the company entered three trucks, and became the first company to achieve a 1-2-3 finish in its category. Subsequently, the company has been champion in twelve out of thirteen applicable years in the Under 10-litre class since it was set up in 1996, and is recognized as a true powerhouse in the Trucks category.

This year, HINO entered the race with two HINO 500 Series trucks, teaming up with Team Sugawara, led by drivers Yoshimasa Sugawara, who holds the record for most consecutive entries in the Dakar Rally at 31, and his son Teruhito Sugawara. The trucks were produced at the Hino headquarters, and the company sent four mechanics to the rally. These mechanics were selected from among the many mechanics who applied from Hino dealers across Japan. Also, a local dealership set up a servicing base on their site, making this a true team effort by all members of the Hino group of companies.

As a result, Teruhito Sugawara won the team's 4th straight championship in the Under 10-litre class. The team came

in 19th out of 75 contenders in the overall Trucks category, which is remarkable as this category was crowded with trucks powered by engines with almost twice the displacement. Yoshimasa Sugawara became the first driver in this rally to race a HINO truck powered by an electronically controlled (common rail) engine, and finished 4th in the Under 10-litre class and 31st overall. In the sand dunes in the fourth stage, Car 1 overtook 16 trucks in a stunning performance, demonstrating the exceptional potential of this engine.

By taking part in the world's top level race, HINO aims to share the excitement of racing with customers and motor fans around the world, and build on the spirit of challenge and technological capabilities honed through this experience to deliver products and services that benefit our customers.

Contestants in the Dakar Rally race for about 2 weeks over a route spanning 10,000km under harsh conditions. Trucks form the foundation of logistics operations. Technologies that enable environmental compliance in the form of reduced emissions, fuel economy, powerful driving performance, and safety - all crucial elements of trucks - are required to become more sophisticated every day. There will always be challenges that must be overcome in order to meet the ever increasing demands of the market. This is also why HINO takes on the challenges that the Dakar Rally throws at contenders. HINO's vision beyond the goal line is an image of HINO taking on the next challenge to achieve technological innovation.



HINO Motors Sales (Malaysia) Sdn Bhd hosts 2nd Kaizen Rally in Malaysia

Distributors present Kaizen activities in Malaysia

Attended by distributors from 14 countries, the second Kaizen Rally in Malaysia provided a platform for the 46 participants to exchange ideas and to push the HINO brand forward. The main theme of this event was "Total Support", which was also the topic of the World Conference in 2012.

The event was held in the Impiana Hotel KLCC and excellent cases of innovation and application of Kaizen principles were awarded. Being the chapter for Oceania, the sessions were attended by representatives from Malaysia (host country), Thailand, Vietnam, Singapore, Hong Kong, Taiwan, Pakistan, India, Australia, Indonesia, Philippines, New Zealand, Fiji and China. The program comprised points like the Kaizen presentations of individual distributors, Introduction of the HINO Academy and a visit to distributor facilities.

It was noted that the Kaizen activities produced results, with participants of the 1st Kaizen Rally having improved their scores compared to the second instalment of this event. Malaysia, with the "Free Service Program" also clinched the first place in the awards. Host country for the next HINO Kaizen Rally will be Thailand.

Kaizen (改善), Japanese for "improvement", or "change for the better" refers to philosophy or practices that focus upon continuous improvement of processes in manufacturing, engineering, and business management. It has been applied in healthcare, psychotherapy, life-coaching, government, banking, and other industries. When used in the business sense and applied to the workplace, kaizen refers to activities that continually improve all functions, and involves all employees from the CEO to the assembly line workers.





New Fleet Management System from Cobra

It's about connecting to your business

CSE (Cobra Security Electronics) Telematics Sdn Bhd has drawn from its expertise in providing telematics solutions to develop a Fleet Management System (FMS) that is modular, functional and cost effective to enable all companies that have a vehicle fleet to connect to their business.

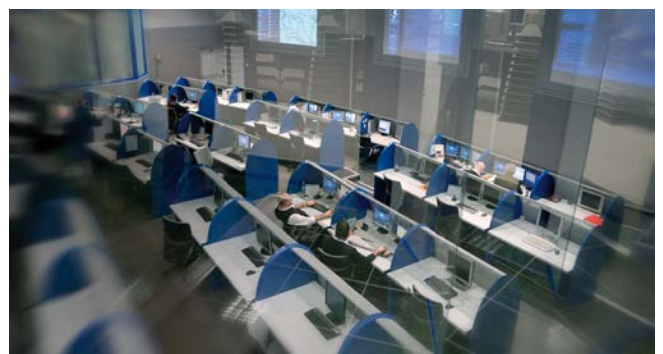
This new generation system, called Cobra Link, will be launched at the Malaysia International Bus Truck and Components (MIBTC) Exhibition 2013 at the Malaysia International Exhibition and Convention Centre (MIECC) in Seri Kembangan from June 13-15.

CSE Telematics senior managers for business development Mr Ooi Lay Beng and Mr Manuel Baldissera both agree that the MIBTC is the perfect platform to launch Cobra Link as the event has been organised to serve the needs of the regional trucking, logistics and bus industries besides focusing on the commercial vehicle market and its supporting industries. "MIBTC is the best opportunity to showcase Cobra Link," said Mr Baldissera.

"We have the right target audience at this show to introduce our system and explain its extensive features and functions. At the same time, we are able to receive the feedback not only from fleet operators but also from commercial vehicle manufacturers, distributors and dealers."

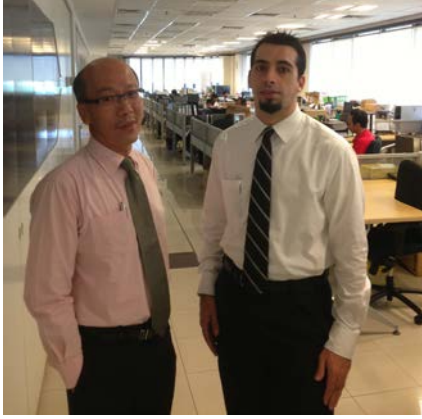
"Cobra Link has been designed in such a way that we are able to cater for any type of fleet, budget and business. People sometimes restrict themselves and think only about transport

and logistics companies when it comes to GPS-based Fleet Management System. In fact, our system can cater for any fleet size and can be used in any industry sector."



To live up to its slogan "We Connect You", CSE Telematics has extended an invitation to everyone to visit its booth (M-09) at the MIBTC and discuss any aspect of their fleet operations or fleet management requirements during the entire duration of the event.

The modular system has been designed to make it easy for fleet owners to implement Cobra Link. Initially, they can start with a basic FMS package which provides a host of system functions including real-time tracking, extensive reports, fuel monitoring, trip replay, full-day journey view, alerts, events, vehicle dispatcher and other features. For the convenience of users, Cobra Link can be accessed by web and mobile.



Customers, who have additional requirements, can add Cobra's Stolen Vehicle Recovery (SVR) service which comes with a 24/7 Secure Operating Centre (SOC) that has been endorsed by major vehicle manufacturers. The role of the SOC is vital in receiving theft alerts and aiding the vehicle recovery process following a theft alert including vehicle tracking and coordination with the Police.

Companies that have bigger fleets and specific requirements are given the choice to add other options like driver rating and management, distribution and job planning, CAN Bus data management, accident reconstruction, anti-hijack

system, electronic driver safety passport and drive recorder camera.

"Our aim," said Mr Ooi, "is to make it easy for companies to connect to their business. All companies— whether they are delivering goods or providing services – need a vehicle fleet to operate. "Cobra Link helps them to verify the work completed by their vehicle fleet and work force besides confirming that their customers have been reached. The system connects them to their business by providing them with real-time, reliable and detailed data all the time. "The system enables our customers to achieve more than just monitor their fleet, reduce fuel and operating costs and manage their drivers. These are good benefits but they must get more from it."

"Every business needs to know that their vehicles are well utilised and that their workers, drivers and sales force are productive. They need to know that the routes, delivery and work schedules are properly planned, deliveries of goods and services are provided on time and that customers are satisfied. They need to ensure that their cargo and vehicle asset are secure. If there's any delay, they need to know immediately and historically

when and where the delay happened so that they can better respond to it and to take measure to prevent it. "In short, they need to connect to their business and to verify that all the work has been carried out efficiently and effectively."

Customer support is essential to get the most out of any system. CSE Telematics provides a dedicated Sales Manager and Account Manager for each client to ensure good customer support and follow-up. Clients can also contact Customer Service six days a week from Monday to Saturday from 9am to 7pm.

"Cobra has been a proven OE and after-market supplier of security and electronic equipment for the automotive industry for more than 28 years in Malaysia and would now like to extend this proud track record to the fleet management sector," he added. "For us, it is not only about selling and handing over the system to the customer. We do our best to make sure that our customers use the system and benefit from it."

CSE (Cobra Security Electronics) Telematics Sdn Bhd will be exhibiting at MIBTC 2013, booth M 09





INOKOM Truck Celebrates rollout of 10 000 th Unit of Lorimas AU26

INOKOM Truck held a ceremony to celebrate the rollout of its 10,000th unit of the best selling Lorimas AU26 from the assembly line at the Inokom Assembly Plant on April 2nd in Kulim. The INOKOM-badged Lorimas AU26, a 1.5-tonner was Inokom Truck's first Hyundai light-duty truck model to be assembled locally in 2000.

"The Lorimas AU26, Korea's number one best seller, is selling very well here with an average sales of 1200 units a year since 2010. It is a practical light-duty truck and it is also value for money. With a 2.6L Euro 1 engine it offers good speed, acceleration and fuel economy," said Mr Ng Lian Bee, Head of Commercial Vehicle, Operations, Hyundai-Sime Darby Motors.

Though an entry-level truck, the Lorimas AU26 is packed with superior features such as power assisted steering with telescopic and tilt column, which makes manoeuvring the truck effortless, anti-roll bar for better stability and large air-conditioned cabin space with a good air ventilation system. Engineered for durability and reliability, it also reduces downtime giving the driver peace of mind.

Apart from the Lorimas AU26, INOKOM Truck also assembles the AD3 5-tonner, which is available in two variants; complied to Euro 1 and Euro 2 emission level. With the production of these two models, INOKOM Truck is averaging more than 1,600 units sales per annum with a market share of 11% in the light-duty commercial vehicle segment. "It is in INOKOM Truck's plan to grow its market share to 20% by increasing the production of its existing models and also the introduction of new truck models that are in demand in today's businesses," added Ng.

Hyundai has made great advances in its automotive technology with both premium safety features introduced in all its commercial vehicles as well as its engine technology. "With the technological improvements, I'm confident that INOKOM commercial vehicles will be able to compete in a level playing field with the Japanese makes. We anticipate greater demand for our commercial vehicles with new models introduced and hopefully we'll make giant leaps in terms of sales when the time comes." said Mr Ng.

INOKOM Truck has more than 37 authorised dealers and 40 service centres throughout Malaysia with five in the Klang Valley alone. Some of them have already been upgraded to the more customer-friendly and convenient 3S centres.





The first INOKOM Truck commercial vehicle centre in Malaysia is located in the heart of Shah Alam industrial area near the national car company. The new commercial vehicle centre is specially designed and equipped at a cost of more than RM1.5 Million to cater to the sales and services of all types of INOKOM commercial Vehicles, especially large and heavy vehicles. There is ample space within the 15,000sq ft building allowing for ease of maneuvering commercial vehicles. Super heavy duty hydraulic lifts are there to cater for fully laden trucks that need immediate repairs. Current service capacity is between 25 and 30 vehicles and are still expanding.

Fast moving stocks of genuine parts are always there to ensure fast turnover vehicles are serviced. Competitive price for spare parts also further attract more fleet operators to buy from the service centre.

Commercial vehicles of the INOKOM brand have been well accepted in the market since their launch. This can be supported by a whopping 4,000 units sold nationwide in the last 30 months.

The company is principally involved in the manufacture and assembly of light commercial vehicles as well as contract assembly. Its manufacturing facility is located at Padang Meha, Kulim, occupying 200 acres of freehold land.

INOKOM started with the Malaysian National Commercial Vehicles ("MNCV") project which produced Permas and Lorimas models, based on the technology transferred from Renault and Hyundai respectively.

Initially INOKOM manufactured Hyundai's micro multi-functional vehicles (MFV) in September 2002. The agreement had been finalised upon signing of the Technical Licence Agreement between the two parties in March 2002. Since then, INOKOM had produced various ranges of products in the Kulim assembly plant. The model ranges from passenger to commercial vehicles. The marketing and distribution of INOKOM products are handled by Hyundai-Sime Darby Motors Sdn Bhd.



Taipanco -

Fully loaded and aiming to become number 1 haulier in Malaysia



Celebrating not only their 10th anniversary, but also being HAMMAR's biggest customer for side loaders, the company is setting eyes on becoming the number 1 haulier company in Malaysia. From humble beginnings, where only 10 reconditioned vehicles served customers' needs, the company has grown leaps and bounds to now 159 trucks. Further growth is planned for and the company also uses latest technology to improve performance.

Growth through innovation

Incorporated in 2003, the business became fully operational in 2004. When the company started, they immediately ordered 3 side loaders. Using these in smart and innovative ways, today the count for side loaders stands at 32. This makes Taipanco HAMMAR's largest client world-wide. "I was invited by the business owners to help build the business as I already had a lot of experience in haulage" says Nazari Akhbar, Executive Director. One of the most important tools the company is using is a custom-made, in-house created software to manage the fleet. This, according to Nazari, has helped with the rapid growth as the company has the ability to monitor every movement, plan the routes efficiently.





Fast decisions and modern material

Akhbar further states that the flat hierarchy allows the company to make swift decisions and to implement new ways of doing business rapidly. The next step is to diversify the business. "We are planning to expand into warehousing and to add workshops. Also we are going to put in place our own petrol station to support the business" says Nazari. Not only is the fleet a rather young one with 80% of the trucks less than 8 years, but there is also a brand-new laden Kalmar container handler used in the operation. Typically, the trucks are either Volvo or Scania (About 50 % each), however, Nazari is thinking of giving some Chinese truck brands a chance to prove themselves. Together with the sideloaders, this operation is highly efficient. Currently the company has 192 staff, but is looking for drivers as there is a shortage of them while there is more and more business coming in. Currently, Taipanco is Malaysia's Central Region's second largest container haulier, moving 4.4 % to 4.5 % of 20' and 40' containers in the country. Taipanco targets to be the biggest haulage company in term of TEUs handled by 3rd quarter of this year.



Obstacles to overcome

Not standing still, Taipanco still has to address certain issues, some of which may be a problem for anyone in the industry. Availability of drivers keeps pressuring the owners. "This gets worse during any festive season when people want to go back to their home towns" Nazari elaborates. In his view, allowing foreigners to drive trucks in Malaysia could be a solution, but he will leave this to the authorities. There are still some missing links in the in-house created software which the team is currently trying to find solutions to. One area where improvement could mean tremendous increases of efficiencies for Taipanco are the handling times of containers in depots. If the times needed to load and offload containers could be reduced, the trucks could spend much more time doing what they are supposed to: Hauling Containers.



Volvo in overdrive

With the newly launched FH 16, innovative services and the recent announcement of a JV with DongFong, Volvo is clearly on the fast track

Some things don't surprise the market a lot. After almost 2 decades in service, it was timely to launch a new FH truck. And what a truck that is! Barely launched it is already winning design awards. Over here, Volvo Malaysia is also kicking in the turbo by adding fast service lanes and innovative services. In Roslan bin Md. Ali the brand has a strong ambassador for the FuelWatch challenge. All the effort seems to pay out as the sales has sky-rocketed. We are taking a closer look at what is happening at Volvo in Malaysia and around the world.

Largest truck manufacturer in the world in the making

AB Volvo has signed an agreement with the Chinese vehicle manufacturer Dongfeng Motor Group Company Limited (DFG) to acquire 45% of a new subsidiary of DFG, Dongfeng Commercial Vehicles (DFCV), which will include the major part of DFG's medium- and heavy-duty commercial vehicles business

and heavy-duty commercial vehicle operation from the joint venture DFL (owned jointly by DFG and Nissan Motors). The major part of the re-purchased commercial vehicle operation will be included in the new company, Dongfeng Commercial Vehicles (DFCV).

According to the agreement between DFG and Volvo, Volvo will acquire 45% of Dongfeng Commercial Vehicles for a total amount of RMB 5.6 billion, subject to adjustments, to be paid on closure of the transaction. Payment of the purchase price will increase Volvo's net debt by approximately SEK 6 billion. The Volvo Group is the world's third largest manufacturer of heavy-duty trucks with 180,000 units sold in 2011. Dongfeng was the second largest producer of heavy-duty trucks in 2011, with total sales of 186,000 units, of which approximately 142,000 units were produced by the part of the company that will be included in DFCV.

"We are pursuing a clear strategy to achieve our vision of becoming the world leader in sustainable transport solutions," says Olof Persson. "With this agreement in place, we take a crucial step toward reaching a number of our key strategic objectives such as size and growth in Asia.

In 2011, DFCV reported net sales of approximately RMB 39 billion (pro forma) and operating income of approximately RMB 1.2 billion (pro forma). DFCV has approximately 28,000 employees and sold 142,000 heavy-duty trucks and 49,000 medium-duty trucks in 2011 (pro forma).

For the first three quarters of 2012, DFCV's net sales amounted to approximately RMB 22 billion (pro forma) and operating income to approximately RMB 0.3 billion (pro forma). During the same period, 81,000 heavy-duty trucks and 35,000 medium-duty trucks were sold by DFCV (pro forma). At the end of the third quarter of 2012, DFCV had net financial debt of approximately RMB 500 million (pro forma). The AB Volvo holding in DFCV is expected to be reported as an associated company and consolidated in accordance with the equity method, one-line consolidation, within the Trucks segment. During 2012, the Chinese market for heavy-duty trucks totaled approximately 636,000 vehicles, while the corresponding figure for the medium-duty market was 290,000 vehicles. DFCV occupied a leading position in China in both the heavy- and medium-duty segments, with sales of 102,000 heavy-duty trucks and 45,500 medium-duty trucks, corresponding to market shares of 16.1% and 15.7%.

At completion of the transaction, the Volvo Group will become the world's largest manufacturer of heavy-duty trucks. "This is a very exciting venture that will combine the best of two worlds, strengthening the positions of the Volvo Group and Dongfeng and offering excellent opportunities to both parties," says Volvo's President and CEO Olof Persson. "Combining Dongfeng's strong domestic position and know-how with the Volvo Group's technological expertise and global presence will offer DFCV excellent potential for growth and profitability in and outside China."

The completion of the transaction is subject to certain conditions, including the approval of relevant anti-trust agencies and Chinese authorities. The purchase consideration amounts to RMB 5.6 billion. The ambition is to complete the transaction as soon as possible and completion is expected to take place within approximately 12 months from today.

The transaction with DFG follows the recent agreement between DFG and Nissan Motors, in which DFG purchased the medium-





"China is the world's largest truck market with a total market for heavy trucks equivalent to the European and North American markets combined," says Olof Persson. "The partnership between the Volvo Group and DFG will strengthen DFCV's already strong position in China and provide the company with the right conditions for successful international expansion." The partnership with DFG not only provides the Volvo Group with ownership in the largest heavy-duty and medium-duty truck manufacturer in China, but also offers excellent opportunities to achieve economies of scale in terms of sourcing, development and production for the Group's truck operations. There are a number of areas in which cooperation is planned between DFCV and Volvo, such as engines and powertrain components, product platforms and purchasing.

"In Dongfeng, we have a partner that we know well, having worked together for several years, and with a management team and a product range that we really appreciate," says Olof Persson, Volvo President and CEO. "Joining forces will provide clear benefits for both parties and the right conditions to develop DFCV into a competitive and successful international truck manufacturer with healthy profitability."

"This partnership will enable us to significantly strengthen the Group's position, both in and outside China," says Olof Persson. "With DFG as a

partner, we can improve our position in the increasingly important Chinese market and become more internationally competitive by virtue of the Chinese volumes."

The DFCV management team will consist of eight members, with Volvo nominating four of the eight members and Dongfeng the remaining four. Dongfeng will nominate the company's Managing Director, while Volvo will be responsible for nominating the Chief Financial Officer. The Board of DFCV will comprise seven board members and it has been agreed that the Volvo Group will account for three places and DFG four.



Asian Trucker wanted to know how this agreement is going to impact the local market. However, it is too early to say exactly what the agreement with Dongfeng will mean for Volvo in Malaysia. The joint venture has to be approved by relevant authorities before we can go into real planning. But, of course, by creating the world's largest truck manufacturer with a strong base in Asia, Volvo could be expected to becoming even more competitive on the Malaysian market.

Volvo Malaysia Records 42% Increase in Deliveries

Meanwhile, Volvo Malaysia ended 2012 on a positive note and once again reported strong growth in deliveries for 2012 with a total number of 339 units sold of which 301 were Volvo Trucks and 38 units of Renault Trucks. Compared to 238 units sold in 2011 (205 Volvo Trucks

and 33 Renault Trucks), there has been a 42% increase in unit deliveries.

Commenting on their business growth in Malaysia, Mansoor Ahmed, Managing Director of Volvo Trucks Malaysia (Region Malaysia) said, "High double digit growth in a relatively mature economy is a sign of great business health. Our market share in Malaysia for 2012 has grown to 39% in the European segment. With our total transport solutions and fuel efficient, technologically advanced, and internationally acclaimed product line, we are confident that the company will continue to grow this year", Mansoor adds.

Last year, the company focused on listening to their customers and using their insight to augment their business offerings in Malaysia. They augmented their breakdown support with fully equipped Action Service Vehicles and reduced their average response rate to a breakdown. Additionally, Volvo also started faster repairs at the Shah Alam workshop for a quick turnaround time for trucks coming for repair. Beginning 2012, dedicated Fast Track bays were created for jobs that can be completed within 2 hours as well as pre-booking services to accommodate serious repairs and breakdowns.



The year 2012 saw an increased and more frequent dialogue with truckers, starting with Fuelwatch Challenge 2012. This annual challenge that has helped put Malaysian truckers on the global map for the past three years, pitting Malaysia's local champions against the world's best truck drivers. In conjunction with Fuelwatch 2012, Volvo Malaysia also launched the Globe Truckers Club to offer Malaysian truckers a constant stream of news and useful information that will advance them in their long-term careers.

The growth of Volvo's automated manual transmission, I-Shift in Malaysia has been positively increasing and received well by customers with an increase of demand by 20% in 2012 compared to the previous year. Mansoor shares that "Coupled with Volvo's competent sales force that is completely aligned with Volvo's products and truly understands the local customer

base, their requirements and challenges, we have noticed an increasing acceptance among our customers on the benefits of I-Shift. Some of these are reducing fuel costs, lower maintenance intervals, and the ease of drivability among others – issues that haulage companies found to be challenging."



2012 also saw Volvo unveiling the arrival of its all new version of the popular FH Series truck in Europe. "The Volvo FH series is our backbone and has for many years been the most preferred choice for hauliers with extra demands on performance, efficiency, power and comfort. With the new FH series equipped with the latest technologies by Volvo, the bar is raised to an entirely new level. As one of the global leaders in commercial vehicles, we strongly believe that this truck will set a new industry benchmark and continue its legacy when we launch it in Asia" said Mansoor.

For 2013, Mansoor is confident that the company will continue to grow in the commercial vehicle industry from more dealerships, expanded networks, trucker engagement and strong relationship with new and existing customers. "We are

here for the long haul, given the critical role that Malaysia plays in our global business strategy," he added.

Volvo launching distributor in Hong Kong

Volvo and UD to ramp up services in Hong Kong, aiming to excite the market with more models and stronger after sales support.

Yvonne Chan, Operations Director - Commercial vehicles of Swire Motors has ambitious plans to bring out the best of the brands that the company now represents. Having taken over the distribution of all three brands in Hong Kong, it is now a demanding task to deliver a well rounded and tailored package to the clients.



A key player in the market extension is Taikoo Motors, which has been distributing Volvo trucks for many years. Yvonne and her team look for their strategic partner for help when it comes to training of staff and to learn from the successful strategies applied in Taiwan. Swire Motors is to model their business after the Taiwanese pioneer. Currently, the Taiwanese team is assisting in the training of local staff, which is now also seeing an increase in head count to cope with the increased demand for trucks under the multibrand dealership.

Gearing up to meet the demand of the market, additional workshops are to be opened soon. "The difficulty here is to find suitable locations for such workshops" explains Chan. "We need to be close to our customers and easily accessible" she further elaborates. Having sold a good number of new Volvo trucks already, these workshops will soon be busy managing customer's repairs and maintenance. Swire Motors is confident that the demand for their vehicles will increase with more awareness being created and the current 50 % FRT rebate given by the government of Hong Kong.



Chan states that "We predict a few general trends: Our core segment for the coming 5 years should be local usage and long haul cross border business., not so much in long distance haulage. Construction use will be another main market for us and with the FM 6X4 & 8x4 heavy duty truck which give very good driveability and low fuel consumption we are well equipped here. Also, we see good potential to secure a number

of government contracts. Also, we believe that clients still value Quality and will therefore be willing to spend a little extra for their trucks". As for EURO 6, predictions are that the implementation will not take place in 2013, although the principals would be ready to meet the new regulations. Macau is a major market for Swire Motors where the UD brand is popular and continues to show strong growth.

Recently launched, already winning awards



The new Volvo FH from Volvo Trucks beat thousands of international products and wowed a panel of design experts to win a red dot product design award – an internationally recognized quality label for outstanding design achievement and one of the world's most sought-after seals of design quality.

The red dot product design awards for 2013 honour outstanding industrial design and celebrate the team behind the concept. The red dot product design award is global and presented for excellent design quality. Only the very best innovative works, in 19 categories, managed to convince the international jury – and this year 4,662 products were entered by manufacturers, designers and architects from 54 countries worldwide. The new Volvo FH was awarded the prestigious prize in category 16: automotive and transportation.

"We are extremely proud to win such a highly respected award from one of the largest, most distinguished design competitions in the world," says Rikard Orell, Design Director at Volvo Trucks. "This award symbolizes several years of hard work and it is a tribute to the creativity and innovative spirit we have at Volvo Trucks. A great deal of emphasis was placed on the design and emotional aspect of the new FH – something that isn't usually



given high priority in commercial vehicle design. It is fantastic that the red dot jury has recognized our efforts and we are thrilled to receive this globally-recognized mark of industrial design quality."

The new Volvo FH is designed with the driver in focus. With fuel-saving technology, efficient ergonomics, superior handling, and passive and active safety features, it has been designed to set new standards in the trucking industry while capturing the Volvo heritage.

"When we started designing the new FH we invested a lot of effort in creating a cohesive entity, and achieving this is what I'm most proud of," says Rikard Orell. "There is no conflict between design and function – instead the two work together in perfect harmony. The new FH delivers a functional and dynamic design which provides truck drivers with the best workplace in the industry."

"Strong design competence and economic success nowadays go hand in hand," says Professor Dr. Peter Zec, the initiator and CEO of the red dot. "The winners of the 'red dot award: product designs 2013' are the protagonists of a highly developed design culture and design industry. These days it is becoming more and more difficult to distinguish between well-designed products. It is often only in the details that the special qualities become apparent. However, those product creations that pass the test before the critical eyes of the international red dot jury will not disappear into the crowd and will be able to fend off global competition."

More than 1,000 guests from the world of design, industry, politics and media will celebrate the red dot award winners in Germany on July 1st at Essen's opera house, the Aalto Theatre. The new Volvo FH will be represented at a four-week special exhibition in the red dot design museum, together with the other prize-winning products from July 2nd – 28th 2013. After this, the winning entries will be integrated into the permanent exhibition at the museum and displayed there for at least one year. The museum is located at the world heritage site of the Zeche Zollverein Coal Mine Industrial Complex in Essen and houses the largest permanent exhibition of contemporary design worldwide



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We are fanatical about testing

We tested Fuelsaver not just for a few days, but for thousands of hours. If it sounds a bit fanatical, it is.

So what did this admittedly unorthodox test reveal? Quite simply, nothing the people at Green Genius hadn't already predicted.

When the Fuelsaver was installed in mining vehicle fuel tanks, they had an immediate positive impact on reducing fuel consumption by 5% to 12% (an 8% average), thus increasing the mining company's ROI and their bottom line.

The Fuelsaver also reduced toxic emissions by up to 35%, improved performance, and reduced the need for engine maintenance.

It works to save you money

What does this mean for the transport truck and bus fleet manager? On the highway, transport trucks can drive an estimated 120,000 km a year—that's the equivalent of circling the entire world three times over.

On average, it means fuel cost savings of up to US\$1,900 or RM6,000 per year per vehicle. For truck and bus fleets with 100 vehicles, fuel cost savings can average up to US\$190,000 or RM600,000 per year.

To further ensure even more fuel saving kilometres and maintenance free driving, the Green Genius Fuelsaver™ is guaranteed for up to five years of usage.

After considering everything that went into testing the Green Genius Fuelsaver, it's no wonder the Fuelsaver is the world's only proven "Genius in the Tank".

GREEN GENIUS FUELSAVER™

Genius in the Tank



Proven and tested: Van Leeuwen Test Systems B.V.



Headquarters / Factory
The Netherlands

Innovations make it a joy to have commercial vehicles tested in these fully computer guided testing lanes.





VLT 55 YEARS OF QUALITY

With a track record of over 55 years and as one of the few companies which supplies state of the art vehicle testing equipment combined in fully integrated

test lanes. These test lanes have a high level of computer automation, including vehicle tracking systems, with a capacity of 20 to 25 vehicles or even more per test lane per hour with half the number of inspectors. VLT has automated everything as much as possible, even the visual inspection. Above and under carriage are fully computer guided with less human action and this means less errors by inspectors. The test lanes are user friendly, paper free and require a minimum of human supervision and influence. The machine makes the decision!





Re-tests after failures are easy and quick! Only the failed items need to be re-tested: the computer system knows exactly what has failed and redirects the vehicle straight to the testing device on the test lane where the re-test has to be executed.

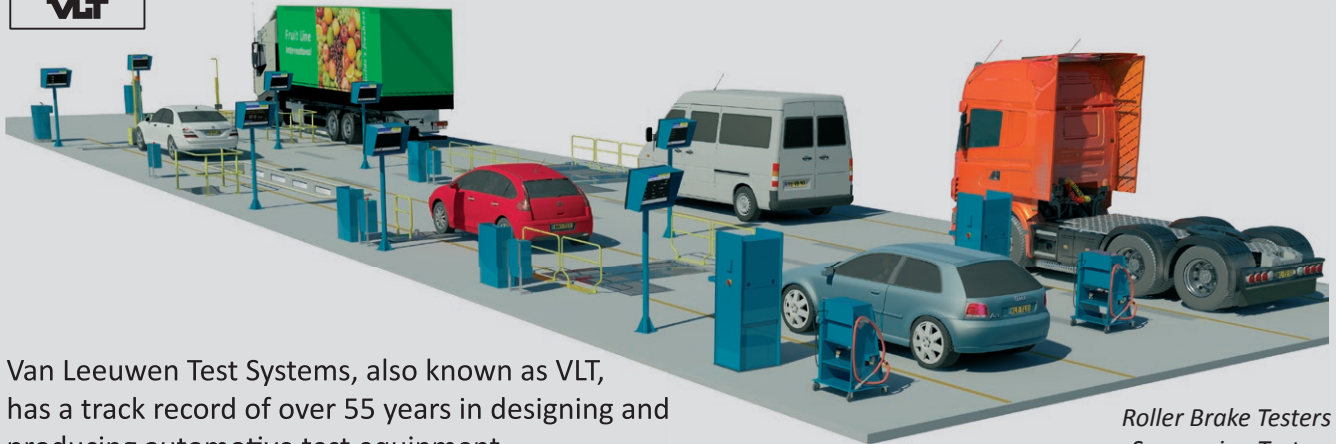
The equipment is designed and built by experts for a high volume of work and minimum of maintenance to serve the operator and his clients.

VLT has its own Research and Development Department to bring the high quality and innovation level of products even higher. VLT is definitely the "Innovator" in Professional Vehicle Test Lane Equipment.





V L Test Systems Malaysia Sdn Bhd



Van Leeuwen Test Systems, also known as VLT, has a track record of over 55 years in designing and producing automotive test equipment. VLT equipment is well known for its quality, durability and ease of use.

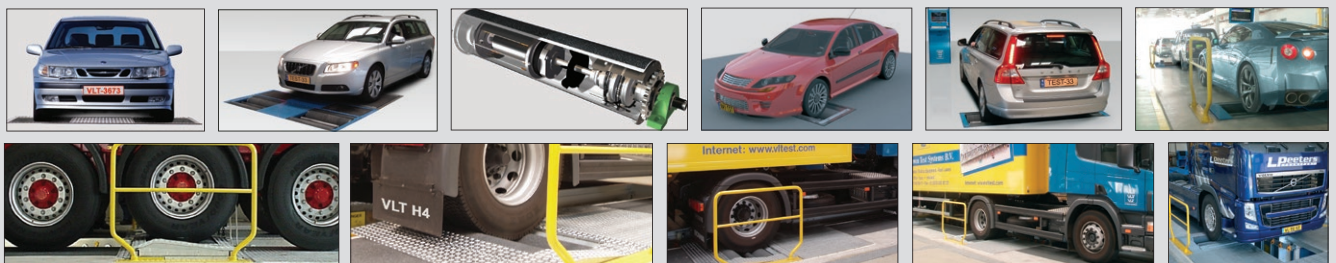
Equipment is available for heavy vehicles (trucks, buses, trailers, axle load up to 24000 kg), light vehicles (cars, vans, taxis, axle load up to 5000 kg) and 2 and 3-wheeled vehicles (motorcycles, scooters, trikes). It can be used in stand-alone situations such as garages and repair shops, but can also be integrated into fully automated Test Lanes for Periodic Vehicle Inspections.

These Test Lanes have a high level of automation, high throughput of vehicles per hour, and are paperless (except for the printed test reports for your customers of course).

All steel components of VLT equipment are either galvanised or epoxy painted. Brake Tester rollers are covered with VLT's high quality roller coating. The equipment uses purpose-built industrial processor boards with embedded software, all developed in-house by VLT.

So, if you need reliable equipment that lasts for 15 years or more with just minor maintenance and little down-time, take a look at VLT!

- Roller Brake Testers
- Suspension Testers
- Side Slip testers
- Emission Testers
- Diesel Smoke Testers
- Headlight Beam Testers
- Speedometer Testers
- Chassis Dynamometer Smoke Testers
- Wheel Play Detectors
- Overrun Brake Simulators
- Axle Load Simulators
- Visual Inspection Keyboards



V L Test Systems Malaysia Sdn Bhd

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DAF - Back to Hong Kong

European marque ups the ante with backing of Dah Chong Hong Group



Confidence Motors is taking DAF to new heights in Hong Kong. Re-launched in the beginning of the year, the brand already has an impressive line-up of available. Edward Tse, Sales Manager of Confidence Motors Ltd shares some insights with us. C

DAF Trucks N.V. is a wholly owned subsidiary of the North-American corporation PACCAR Inc. Today, DAF Trucks' core activities are focused on the development, production, marketing and sale of medium and heavy-duty commercial vehicles.

Production facilities for DAF Trucks are located in Eindhoven, the Netherlands and in Westerlo in Belgium. Thanks to its high efficiency and the world class manufacturing and products, the company has established a strong competitive position on the European market and is well known around the world.

A brand with a history of innovation and surprises

DAF's roots go back to 1928, when the brothers Hub and Wim van Doorne laid the foundation for what currently is the fastest growing truck manufacturer in Europe. What started as a small engineering business and blacksmith workshop, developed into a trailer manufacturing business in 1932. In 1949, the first DAF truck was produced in the trailer factory. A year later a new truck factory was built and production started with three, five and six tonne truck chassis.

In 1949 DAF presented its first two truck chassis to the press: the A-30 (3 tonnes) and the A-50 (5 tonnes). The vehicles are characterized by a grille with seven chromium strips and form the basis for the forward control trucks (cab over engine).

DAF surprises everyone with the introduction of the 2600 series, also called the 'Mother of International Road Haulage' in 1962- the new standard in driver comfort, available with a sleeper cab.

In 2008 DAF is the first truck manufacturer to offer EEV (Enhanced Environmentally friendly Vehicles) compliant diesel engines for its entire vehicle programme. Official opening new DAF Engine Test Center by Dutch Prime Minister Balkenende.

2010 DAF is among the first European truck manufacturers to start production of a hybrid distribution truck. The DAF LF Hybrid uses a parallel hybrid system, through which reductions in fuel consumption and therefore CO2 emissions of up to 20% can be achieved.

DAF in Hong Kong

A brand with history and a bright future

We interviewed Edward Tse to learn more about the brand's history in Hong Kong and the plans going forward after the "re-launch" of the brand.

AT: DAF has been in Hong Kong previously and is now returning to the SAR. What motivated the brand to the come-back?

ET: To answer this, we need to look back at the brand's history and also at Dah Chong Hong's involvement in the 1980's. Confidence Motors, which represents DAF Trucks in Hong Kong, belongs to Dah Chong Hong (DCH). DCH is a major player in the car and truck businesses in Hong Kong. Already in 1989, DCH started representing DAF as the first DAF dealer in Hong Kong. The business relationship went on until 2003. There was a good response to the trucks. Especially fleet customers like government agencies or oil companies used the trucks in those days. During these years, cross border transport was also very active and that is where you need reliable and durable trucks. From Hong Kong, trucks drove to other countries and to serve this purpose, mainly tractors were sold for long distance haulage. Between 2003 - 2013 the business relationship went dormant. In 2012 both parties restarted talks and DAF re-appointed DCH based on previous performance.

AT: What are DAF's advantages and what will be the initial product line-up for the brand (local assembly or CBU)?

ET: European truck brands are best suited for the Hong Kong market. European brands are constantly improving on the emission standards and environmental protection. Hong Kong has always look at these issues and typically uses the latest emission standards.

We will be importing CBUs for Hong Kong. One of our biggest advantages is that DAF has a complete line up from LCV to HCW, so we can cover all market segments. DCH is prepared to bring the complete range, we will move step by step. Currently we have three models in stock, 4X2 truck (GVW 16T), 8X4 truck (GVW 30T) and the 4X2 tractor (GCW 38T). We have planned to launch the 6 x 4 shortly, but first we need to bring in stock. Naturally, our first job is to build up the logistics and the brand.

AT: Where are the service centers going to be and how many are there at the moment? As service and maintenance is crucial for truck operators, what are additional services that DAF will be offering?



ET: The service center will be in Yeun Long, in the same place as the DCH center. This location is ideal as it is close to our DAF showroom. Our offer will extend to all DCH centers, eventually. The arrangement for DAF trucks is that Confidence Motors handles the sales and marketing while DCH provides the service. This allows us to offer a better service network as we leverage on existing infrastructure and through sharing the facilities we achieve economies of scale. Our mechanics were trained by DAF in Eindhoven, several months ahead of the re-launch of the trucks here in Hong Kong. Obviously, we have heavily invested in hardware as we need diagnostics tools, diagnostics software and all the right tools. Today, trucks are more technically advanced and one needs to make sure to have all the right equipment handy to service and repair the vehicles.

AT: Given that there are already a number of truck brands competing for Hong Kong's truck customers, do you think there is a market for another European brand?

Why not? As a European truck brand, we would always compete with other European marques, not so much the Japanese. Some brands are less active and we will compete with the ones matched best to our offering. If DAF is one of the major brands in Europe, why wouldn't we be able to achieve the same in Hong Kong?

AT: Tell us a bit about yourself. Where have you been working before handling the DAF brand?

ET: Actually, I handled DAF in 1989, as sales representative. I am therefore very familiar with the brand and product. I have also worked with trucking related companies for over 10 years.

I studied accounting and financial management, which helps me running the business now as there is a lot of that involved nowadays. Trucks are all about efficiency and helping clients to become more profitable. That's where my training comes in handy.

AT: What motivated you to handle the DAF brand?

ET: As I already sold DAF earlier, I had knowledge about the brand and I like the approach that the company is taking. I feel honored to be back with them and happy to see that DCH is again the local partner.

Environmental protection is important and European trucks are very advanced in this regard. A lot of effort goes into design and development and that makes this truck brand an interesting one to work with. Even in their factories the same idea applies: environmental protection from start to finish.

There is another reason that motivates me to handle the DAF brand: the professional commercial vehicle selling process! I really enjoy to provide a thought-through solution to every customer by means of going through a detailed configuration process. With the TOPEC (a very sophisticated computer program by DAF), we are able to not only choose a wide range of different specifications, but also perform various technical calculations such as payloads, turning circle, weight distributions, top speed, fuel consumption etc. This is done through a computerized stimulation during the configuration process. As a result, we can work with the customer to find out the best solution or the most tailor made specification for their application. Of course, I am happy to see a customer buying a DAF truck from us. Yet, I am even more happy to see my customer really utilizing all the benefits of a DAF truck, equipped with the most advanced technology in commercial vehicles.

AT: Lastly, any comments from your side regarding the development of the truck market in Hong Kong?

ET: It is interesting to see the reaction of customers. To some, DAF is well known, others have not had the chance to experience DAF trucks. So in a way, the brand is established and new at the same time.

In Hong Kong, DCH Holdings is one of the largest distributors of vehicles and provides a wide range of cars from luxurious European and Japanese private vehicles to commercial and special purpose vehicles. DCH Holdings is the distributor of acclaimed auto brands including Acura, Audi, Bentley, Honda, Infiniti, Isuzu, MAN, Nissan, Opel and Saab in Hong Kong and Macao. In addition, DCH Holdings also obtained the distributorship of Xiamen King Long and Sinotruk vehicles in Hong Kong.



PACCAR Parts further expands TRP programme



With the addition of a complete series of supports legs, airbrakes and LED lighting for trailers, the TRP product range now contains over 75,000 parts. It represents a leading range of parts for all truck and trailer brands and workshop requisites. PACCAR Parts introduced its TRP Truck and Trailer Parts programme in 1995 within the framework of the “One

Stop Shop” strategy, whereby a haulier can find everything for his fleet from one address.

The TRP programme has been extended with a series of support legs for trailers supplied complete with gear housing, connection shaft, foot and crank. The support legs are very low in weight (about 15 kg lighter), competitively

priced and available in a broad range of sizes and models. Another new addition to the TRP programme is an extensive range of parts for air brake systems, including brake chambers, valves and palm couplings. TRP is also introducing LED lighting for trailers to convert the conventional lighting on trailers to LED lighting. The package includes marker-, work-, interior- and outline marker lamps that are maintenance-free, consume up to 80% less energy and last up to four

times longer compared to conventional lighting. As well as the parts from the air brake programme all LED lighting has been approved by the TÜV and therefore complies with the ECE quality mark.

The 75,000 items in the TRP programme can be found in the digital catalogue at www.daf.com/trp where, thanks to a comprehensive search function, the required parts can be found quickly under both the brand and parts category. A new printed version of the TRP catalogue is also available. It is one of the most extensive catalogues for parts and workshop requisites in the truck industry and includes illustrations of the leading range of products it contains. The TRP products are exclusively available via the DAF dealer organisation and come with a comprehensive warranty as standard.

Continental TopView: maneuvering without risk



With this innovative TopView system for risk-free maneuvering and electronic viewing of the blind spot – the system has already been released for field testing – Continental is once again catering to megatrends in the vehicle industry as a whole. For with innovations like the Continental TopView system, not only is the safety of the driver, vehicle and other road users improved; this camera-based assistance system also enhances the efficiency of vehicle operation because maneuvering with Continental TopView takes less time and results in a lower risk of damage, less downtime and reduced repair costs. The environment is spared too because it makes maneuvering in particularly sensitive areas like city centers faster, reducing noise and pollution. Moreover, Continental TopView is a further step towards improved information and data exchange between drive, vehicle and infrastructure.

The heart of Continental TopView consists of four microcameras mounted on the outside of the vehicle, which thanks to fisheye lenses and high resolution sweep the complete sides, rear and front of buses and trucks. As in a television director's control room, an electronic control unit merges these four digital, high-resolution camera images on a display – automatically optimized for contrast and brightness – in the cockpit giving the driver a bird's-eye view of the vehicle, as it were. Live, in real time, and at the push of a button even from different angles, Continental provides an all-round view: At a glance, thanks to Continental TopView the driver can even see objects in the so-called blind spot, the area that is not covered by the wing mirror and in the case of commercial vehicles often is large enough to conceal pedestrians, bicyclists and even entire cars.

Wall projections, corners of buildings and other vehicles are immediately visible, and the vehicle driver can maneuver safely in critical situations, in dense city traffic, at narrow loading ramps, in cluttered factory yards, or at bustling building sites. In bus stop bays, bus drivers have a view not only of the entrances and exits of their vehicles, but also of persons moving around the bus. This is particularly useful for school bus operation. The driver is able to recognize immediately if children are in a potentially dangerous situation.

BPW presents new mechanical suspension system at the bauma

In April BPW Bergische Achsen KG presented a new mechanical suspension system at the bauma.

In many markets mechanical suspension systems play a major role. The sturdiness, uncomplicated service and emergency running properties of this running gear are decisive features for its use, particularly wherever hard operating conditions, long distances between service points or long periods of use with low mileage are every-day factors.

These were the requirements set by BPW Bergische Achsen KG in developing the new ECO Cargo VB mechanical suspension systems, which will be presented to visitors at the bauma 2013 exhibit from the 15th to 21st of April in Munich at the BPW booth N919/2 on the open-air exhibitions grounds.

The running gear has been completely revised with intelligent details for service and operation.

Alignment and service features have been significantly improved

by using proven equipment from the major BPW air suspension series. Moreover integrated anti-rotation lock bolts on the equalizing beam and torque arm bearings have eliminated the necessity of additional "weld on" locking plates. The most important service information is embossed directly onto the parts to ensure that nothing can go wrong when servicing the equipment or ordering spare parts.

The robust running gear is based on springs matched to the specific use. Together with optimised bearings for the torque arms, they guarantee long life expectancy. As a producer of intelligent running gear systems BPW places particular value on use of low wearing materials for components such as spring sliders. This and ease of replacing parts make servicing more economical.

The new mechanical ECO Cargo VB suspension systems ensure precision tracking and optimum positioning of the torque arms for low tyre wear. The new suspension design with overslung springs also provides low ride height with maximum ground clearance.

Fuso names Goldbell Engineering Pte Ltd. (Singapore) as international "Distributor of the Year 2013"

Mitsubishi Fuso Truck and Bus Corporation (Mitsubishi Fuso), one of Asia's leading commercial vehicle manufacturers, has recognized Goldbell Engineering Pte. Ltd. (Goldbell), Singapore, as its international "Distributor of the Year 2013." The annual

award goes to the international distributor with the strongest overall performance in the preceding year in market share, aftersales and new vehicle revenue and brand presentation.

Fuso has been the market leader in Singapore among the Japanese commercial vehicle brands for five consecutive years since 2008. Goldbell once again achieved number one market share in 2012 which was particularly supported by its outperforming aftersales business and reinforced sales activities supported by comprehensive use of sales & marketing tools such as iPads, which have been introduced at their front-line since 2011.

"We are proud to recognize Goldbell as our 'Distributor of the Year 2013,'" said Mr. Kai-Uwe Seidenfuss, MFTBC Senior Vice President and Head of Sales & After Sales. "Fuso has a strong global network of distributors, which provide our customers with excellent service and superior product ownership experience. Goldbell has always proven to be one of the best distributors for Fuso, and we look forward to the continued relationship."





MANN+HUMMEL takes over Purolator filters joint venture from Bosch

The MANN+HUMMEL Group, based in Ludwigsburg, Germany, takes over Purolator filters LLC, previously a joint venture between Bosch and MANN+HUMMEL. Antitrust authorities have now approved the transaction. The business will continue to be based in Fayetteville, NC (USA), but will be re-named to MANN+HUMMEL Purolator Filters LLC. The terms of the deal have not been disclosed.

The German filtration expert MANN+HUMMEL and Bosch ran the joint venture for more than six years in a very productive partnership. While MANN+HUMMEL managed the Original Equipment (OE) business, Bosch took care of customers in the Independent Aftermarket (IAM). IAM customers that have been served by Bosch during the joint venture will be transitioned to

MANN+HUMMEL Purolator Filters LLC. A seamless customer service is being guaranteed.

Alfred Weber, President and CEO of MANN+HUMMEL, said: "For our customers, Purolator will continue to be a trusted partner. We are committed to strengthening the Purolator brand and are providing new opportunities to the people of

Purolator, who we warmly welcome to the MANN+HUMMEL family today."

MANN+HUMMEL is incorporated in Germany, and has a global presence with over 50 locations. The independent market research institute Freedonia confirmed MANN+HUMMEL's leadership in filtration in 2012. The latest study, which covers the total market for filtration applications world-wide, places the filter expert MANN+HUMMEL in the top position. With the acquisition of all of the Purolator shares, MANN+HUMMEL will further strengthen its OE and aftermarket business in NAFTA, as well as its

With five locations in NAFTA, MANN+HUMMEL employs close to 2,000 people in the region and has built solid relationships with customers ranging from vehicle and industrial equipment manufacturers to the aftermarket, distributors, and retailers. With its system competence, high market coverage, and strong brands, the MANN+HUMMEL filter business has grown substantially over the last years, and will be further strengthened by the integration of Purolator

Meritor WABCO launches Electronically Controlled Air Suspension (ECAS) for OEM and aftermarket applications - Solves the traction challenges of 6x2 applications, creating new options for fleets

Meritor WABCO, a leader in integrated safety systems and efficiency technology for the North American commercial vehicle industry, announced today that its Electronically Controlled Air Suspension (ECAS) is available for both OEM installation and aftermarket retrofit.

ECAS addresses two key customer groups. For those fleets that are already

using 6X2 vehicle configurations for weight and fuel savings, ECAS provides "intelligent load transfer" to help improve traction and reduce tire wear, offering advantages over many current mechanical and simple electronic systems available today. For those fleets that are not yet using, but are considering 6X2 configurations, ECAS provides the assurance that the fleet will have optimal traction and ride performance to support conversion to 6X2. This enables fleets to

now take advantage of the important fuel and weight savings that a 6X2 configuration delivers.

Meritor WABCO ECAS addresses long-standing fleet concerns regarding 6x2 tractor applications by providing enhanced traction capability, improved drive axle tire wear, reduced parasitic loss, and further weight savings. It also potentially increases vehicle re-sale value.

Key features and benefits of the new Meritor WABCO ECAS include:

- Accurate, electronic maintenance and control of ride height between axles and chassis
- Reduced air consumption for better fuel economy through decreased compressor duty cycle with air spring pressure adjustment only occurring when there is a change in load
- Quick and automatic load transfer from tag to drive axle to reduce drive axle wheel spin during low traction events
- A faster coupling/uncoupling process with ECAS due to faster inflating/deflating of air bellows when compared to mechanical leveling valves
- Speed-activated driveline protection realized by an automatic increase in driving level
- Manual lift axle control to reduce roll resistance when the vehicle is unladen

Daimler Trucks posts record revenues in 2012



Daimler Trucks substantially increased its sales and revenues in 2012 while also generating good earnings. One of the factors that will help strengthen Daimler Trucks this year is the Daimler Trucks #1 initiative, which is expected to generate positive effects amounting to €1.6 billion until the end of 2014. Due to the expected course of market development, this growth will probably occur mainly in the second half of the year.

In 2012 the truck markets were affected by positive as well as negative developments. After many truck markets had posted strong sales increases in the first half of the year, all core markets saw

demand increase more slowly or even decline in the third and fourth quarters. In Europe, the sovereign debt crisis and the associated economic downturn led to a marked decline in purchases. Economic constraints also limited demand in the NAFTA region to the procurement of essential replacement vehicles. Although reconstruction activities caused an upswing in Japan following the earthquake, this development slowed considerably in the course of the year. In Brazil, meanwhile, weak economic growth and the introduction of a tougher emissions standard led to a significant drop in unit sales since the beginning of 2012.

In spite of these difficulties, Daimler Trucks succeeded in further increasing revenues and unit sales, with growth occurring in particular in Asia and the NAFTA region. Revenues rose by 9% worldwide, to €31.4 billion (2011: €28.8 billion). The division sold 462,000 vehicles, or 9% more than in 2011. Sales in the NAFTA region rose by 18% to around 135,000 units (114,000), and in Asia by 21% to 164,000 vehicles (135,000). In Western Europe, Daimler Trucks' sales declined by 6% to 58,000 units (61,400). The result in Latin America was particularly impacted by the steep contraction of the Brazilian truck market. As a consequence, sales in the region as a whole dropped by around 25% to 46,200 vehicles (61,900).



Mercedes-Benz Arocs

Coined “the new force in construction”, this truck is to change the way the construction industry uses trucks

From 2013, all trucks and semitrailer tractor units from Mercedes-Benz specifically designed for on-road application and off-road operation in the construction sector will be grouped under the designation “Arocs”. Arocs is available as two-, three- and four-axle vehicles with a distinctive design, in seven S, M and L cab variants, in 14 different versions and two cab widths. Four-axle units with all-wheel drive and two steered front axles, four-axle units with one front and three rear axles, a broad spectrum of air-sprung vehicles and the payload-optimised cement mixer chassis with single-tyre drive system tandem bear witness to the wealth of variants of the Arocs that are available ex-works.

The Arocs range is being offered in a previously unparalleled variety of vehicle models to precisely match customer requirements in this extremely diversified application sector. The new dump trucks, all-wheel drive dump trucks, cement mixers, semitrailer tractors and dropsider chassis vehicles are available as two, three and four-axle vehicles with 16 power output levels ranging from 175 kW (238 hp) to 460 kW (625 hp). From the outset, all of the engines have been designed to meet the future Euro VI emissions standard and are available to order as Euro VI versions.

Around half of all construction vehicles work directly on construction sites. Around a third deliver equipment and building materials to sites, while a further 15 percent of construction vehicles are involved in handling ready-mixed concrete. On top of this, there is also a wide variety of requirements when it comes to the means of transport used in ancillary construction trades or the ultra-heavy-duty transport sector. And public service vehicle operators also require tailor-made vehicles too.

The Arocs Loader has made consistent use of every possibility to reduce its own kerb weight. The result provides payload optimised 4x2 semitrailer tractor units which are among the lightest vehicles in the construction sector, as well as 8x4/4 cement mixers with a 32 t maximum permissible weight. Thanks to their particularly low kerb weight of a maximum of 9250 kg, these vehicles are able to supply 8m³ of ready-mixed concrete on every trip.

The Arocs Grounder is designed for operating in extremely difficult conditions, such as in quarries or on building sites. Thanks to a host of technical measures, such as a longitudinal member thickness of nine millimetres, it is extremely robust and also features particularly high levels of stability and a high load carrying capacity.



Both the Loader and Grounder belong to a broad collection of vehicles comprising the Arocs family and which range from a maximum gross vehicle weight of 18 t in the case of the two-axle models, through to 41 t for the offroad four-axle models making up the Grounder series.

In general, the Arocs construction vehicle family has been specifically designed for all types of applications. As a result, even the so-called "road roller" for example - the two-axle semitrailer tractor unit with driven rear axle (4x2) - is not an Actros variant but a separate vehicle type in its own right.

The frames, frame heights and overhangs are specifically different from those found on long-haul trucks. As a result, matching conversion parts for use as construction material transporters are no longer required. The two-axle Arocs semitrailer tractor vehicle can therefore be ordered as a 4x2 standard vehicle with steel or air suspension, a payload optimised 4x2 Arocs Loader, a 20-t 4x4 all-wheel drive vehicle or a 4x4 Arocs Grounder.

Other specialist vehicles within the broad-based Arocs family include variants previously only available as subsequently converted vehicles. Four-axle vehicles now roll off the production line with a front and three rear axles as part of a normal series production process in the world's largest truck plant in Wörth. This four-axle vehicle is based on a three-axle vehicle with a non-driven steering axle and two twin-tyred driven rear axles. Added behind this is a single-tyred, liftable trailing axle with positive steering.

Possible areas of application include building material platform trucks with a loading crane for example, which are required to operate on their own. A three-axle vehicle, or even a classic four-axle variant, would not be able to cope with the rear position of the loading crane due to the load distribution. Thanks to the triple solution at the rear, however, all axle loads can be handled without a problem.





Kit Loong Commercial Tyre Group (KLCT) is a newly organized group of companies within the well-established 80-year old Kit Loong Group. With the benefit of extensive experience, KLCT has successfully evolved to become today the only comprehensive professional service provider in the commercial tyre industry. Our mission is to contribute to mobility, by improving safety, competitiveness, cost effectiveness, and confidence (SC3) in the logistics industry. Accordingly, we place significant emphasis on process methodology and management, and have secured ISO9001 accreditation for our tyre management contract outsourcing process and tyre breakdown rescue process.

KLCT is currently embarking on ambitious growth plans toward innovative breakthrough, including development of strategic IT solutions for both domestic and overseas markets. Complemented with our marketable know-how, which is organized as Intellectual Property materials, we are positioning to offer modules of KLCT System Franchise, the cornerstone for building KLCT into an international company.

In line with our growth plans, we seek equally ambitious individuals...

1. Marketing & Communication Manager- Kota Kemuning

Responsibilities:

- Lead the Marketing & Communication Dept to manage the overall marketing process to develop and implement effective Marketing Plans, develop communication materials for various marketing objectives including responsibilities to establish and grow relationships with various external stakeholders by developing effective communication materials, and making presentations professionally
- Develop marketing tools to deliver the company's value proposition
- Manage market research/survey activities to facilitate effective scanning of the marketing environment
- Study and analyze relevant data and information to enable comprehensive market segmentation, targeting and positioning
- Develop appropriate marketing mix to create and deliver value to various customer segments
- Develop and implement annual Marketing Plan to achieve the company's business plan targets and objectives
- Organize, implement, monitor and control marketing activities/campaigns to ensure effective execution, including schedule tracking, budget control and post-activity evaluation
- Direct and manage outsourced external agencies/consultants to ensure professional quality and timely delivery
- Develop and produce marketing communication tools and materials, including powerpoint presentations, of high professional standards
- Establish and develop relationships with various external stakeholders, such as government bodies, industry groups, trade associations, media, etc., by organizing and conducting presentations, dialogues, conferences, seminars, etc
- Undertake any other projects or assignments as and when required by the management

Requirements:

- Reputable University Degree (preferably in marketing, communication; other discipline may be considered if complemented with relevant experience) – standard/qualification achieved & university reputation/standard important; MBA qualification can be an advantage
- Min. 8 years related experience required; experience in industrial/technical product/service provider marketing environment desirable
- High standard of communication skills (oral and especially written) in English is essential. Oral fluency in Bahasa Malaysia will be an advantage. Knowledge of Chinese language is not necessary but can be an advantage
- Proficient in Microsoft Office software, especially Excel and Powerpoint. IT savvy candidates added advantage. Familiarization in Microsoft (NAV ERP and Dynamic CRM environment) will be an advantage
- Strong analytical ability is essential
- Must have own transport and willing to work in Kota Kemuning
- Willing to accept long and occasionally irregular hours
- Mobile; willing to travel if required

3. Sales Executive- Kota Kemuning, Petaling Jaya (Selangor), Prai (Penang), Tampoi (Johor)

Responsibilities:

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- Develop appropriate marketing mix to create and deliver value to various customer segments
- Develop and implement annual Marketing Plan to achieve the company's business plan targets and objectives
- Organize, implement, monitor and control marketing activities/campaigns to ensure effective execution, including schedule tracking, budget control and post-activity evaluation
- Direct and manage outsourced external agencies/consultants to ensure professional quality and timely delivery
- Develop and produce marketing communication tools and materials, including powerpoint presentations, of high professional standards
- Establish and develop relationships with various external stakeholders, such as government bodies, industry groups, trade associations, media, etc., by organizing and conducting presentations, dialogues, conferences, seminars, etc
- Undertake any other projects or assignments as and when required by the management

Requirements:

- Reputable University Degree (preferably in marketing, communication; other discipline may be considered if complemented with relevant experience) – standard/qualification achieved & university reputation/standard important; MBA qualification can be an advantage
- Min. 8 years related experience required; experience in industrial/technical product/service provider marketing environment desirable
- High standard of communication skills (oral and especially written) in English is essential. Oral fluency in Bahasa Malaysia will be an advantage. Knowledge of Chinese language is not necessary but can be an advantage
- Proficient in Microsoft Office software, especially Excel and Powerpoint. IT savvy candidates added advantage. Familiarization in Microsoft (NAV ERP and Dynamic CRM environment) will be an advantage
- Strong analytical ability is essential
- Must have own transport and willing to work in Kota Kemuning
- Willing to accept long and occasionally irregular hours
- Mobile; willing to travel if required

4. Programmer- Kota Kemuning**Responsibilities:**

- Primarily responsible in requirement study, analysis, design and development of systems
- To carry out implementation of system including programming and system testing
- To provide post-implementation system supports
- To involve in systems and user documentation development (Functional, Program, User Specifications)
- Maintain current knowledge of standard programming languages, coding methods, operational requirements

Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate Diploma or Professional Degree in Computer Science/Information Technology or equivalent
- At least 2 year(s) of working experience in Net Developer, Visual Basic (strongly preferred Visual Basic .Net but Visual C# & Visual Basic 6 also acceptable) and 1 year experience in SQL Server (strongly preferred with Structured Query Language experience). Stored Procedure Creation / Modification, Database Design and General Database Management
- Computer knowledge in Reporting Experience (MSSQL Reporting Services, Crystal) Devexpress Tools/controls Experience, Web Development Experience (ASPX), Android Development Experience and Visual Basic 6 will be an added advantage
- Strong communication skills, problem-solving skills, analytical skills, able to work independently and with good self-initiative
- Must have own transport and willing to work in Kota Kemuning

5. Marketing & Communications Executive- Kota Kemuning**Responsibilities:**

- Ability to identify and interpret graphic design needs and develop into creative design concept
- Keep track and assist the Marketing & Communications Manager in multi-brand and product presentation to the market, by driving corporate identity guidelines and policies compliance
- Ensure timely deliveries for various marketing and communication touch points (products, liveries and communication materials)
- Execute marketing and communication activities for the multi-brand
- Assist in the monitoring progress of materials related to the marketing and communication activities internally and externally
- Undertake ad-hoc projects as and when assigned by management

Requirements:

- Candidate must possess at least a Professional Certificate/Diploma/Bachelor's Degree, Post Graduate Diploma, Professional Degree in Art/Design/Creative Multimedia/Advertising/Mass Communications or equivalent
- Required skill(s): Adobe Illustrator, Adobe Photoshop, Macromedia Flash
- Excellent written and verbal presentation skills in both English and Mandarin. Proficiency in Bahasa Melayu is an added advantage
- Highly motivated, result-oriented, independent and service-oriented individuals are encouraged to apply
- Possess own transport and willing to travel within country and overseas
- Fresh graduates will be considered

7. Customer Service Advisor- Petaling Jaya**Responsibilities:**

- To attend to walk-in customers including answering their enquiries and providing advice on their needs
- Recommending the range of our products and services to the customers
- Arranging & assigning jobs to technical staff upon identifying the needs of the customers
- To take immediate actions on customers' complaints and advise customers on the status of the problems, if the duration of the problem solving take days
- Responsible for the coordination of works between the customers and our technical staff to ensure satisfactory completion of work
- Prepare all necessary documentation for each sales transaction to ensure collection of cash and its accuracy
- Responsible for the inventory level and its recording system to ensure availability of essential stocks at all times
- To maintain and ensure orderly appearance & cleanliness of our premise especially at the working area. This includes orderly parking of our customers' cars by the technical staff
- To attend to telephone calls to ensure prompt answering of all phone calls

Requirements:

- SPM and above
- Preferably with some relevant working experience in a customer service environment and knowledge in automotive
- Possess positive attitude, customer first mindset, people oriented, reliable and good working ethics
- Must be competent in handling customers' enquiries, complaints and feedback promptly and accurately
- Possess excellent interpersonal and communication skills
- Able to converse in English, Bahasa Malaysia and Chinese dialects
- Computer literate
- Able to work independently with minimum supervision
- Must have own transport and willing to work in Petaling Jaya
- Must be willing to work on Saturday (Full day)

2. Accounts Manager- Kota Kemuning**Responsibilities:**

- Provides timely financial and management information/reports to management.
- Advises Senior Management and other Department Heads on financial policies and the implementation/application of such policies
- Manages the accounts, budgets and financial control activities of an operations division to meet the information needs of management, the Company, government and statutory bodies
- Manage, lead and work together with group of data entry staffs to ensure prompt and accuracy of information available all times
- Any other ad-hoc project or assignment from time to time

Requirements:

- Bachelor in Accounting / ACCA, MIA or any equivalent qualification
- At least 5 years in managerial position in accounting
- Well versed in computerized accounting systems, knowledge in Microsoft NAV accounting system, Microsoft Excel is an added advantage
- A team player who is dynamic with mature personality, independent and able to work under high pressure and meet tight deadline
- Able to lead, supervise and work with group of data entry staffs
- Responsible, committed and willing to work extra hours
- Must have own transport and willing to work in Kota Kemuning
- Good command in communication & interpersonal skill
- Good command of written and spoken English & Mandarin

6. Accounts Assistant-Kota Kemuning & Petaling Jaya**Responsibilities:**

- Able to handle part/full set of accounts
- Responsible for accounts transaction and ensuring meeting deadline
- Maintain and update necessary accountings record such as reports, cash flow, invoices etc
- Perform bank and creditors reconciliation

Requirements:

- Min LCCI / Diploma in Accounting or related qualifications
- At least 1~2 years of working experience in handling part/full set of accounts
- Computer Literate, proficient in Ms. Excel and Ms. Words
- Experience in handling stocks would be an added advantage
- Able to converse in English, Chinese and Bahasa Malaysia
- Able to work independently with minimum supervision
- Willing to go outstation for stock count assignment (3-4 times per year)
- Meticulous, committed and able to work well under pressure to meet tight deadlines
- Must complete their study & do not have plan to study in near future
- Willing to go outstation for stock count assignment (3-4 times per year)
- Must have own transport and willing to work in Petaling Jaya / Kota Kemuning
- Must be okay with the working hours which they may need to stay back late to finish the tasks

8. Credit & Legal Assistant- Kota Kemuning**Responsibilities:**

- Assist in handling and update all legal requirement and documentations
- Assist in all credit management matters eg. Updating debtor information, follow up with sales on collections etc

Requirements:

- Minimum SPM
- At least 1 year experience in credit & legal is an added advantage
- Computer Literate, proficient in Ms. Excel is an added advantage
- Matured, responsible, committed and willing to work extra hours
- With some accounting background
- Meticulous, committed and able to work well under pressure to meet tight deadlines
- Must have own transport and willing to work in Kota Kemuning

We offer competitive salary and comprehensive benefits package, provide information Technology working environment that fosters professional excellence, career advancement and personal growth.

Interested candidates are invited to write-in / fax / e-mail a complete resume, together with a recent passport-sized photograph (n.r) to the following:

**Senior Manager, Group Human Resource Manager
KIT LOONG GROUP OF COMPANIES**

N0. 10, Jalan Anggerik Mokara 31/50 Kota Kemuning, 40460 Shah Alam, Selangor.

Tel : 03 – 7782 7762

Fax : 03 – 7781 7092

Email : hr@kitloongholdings.com

Website : www.kitloongtyre.com

Note: Only shortlisted candidates will be notified



TKSC Earthworks Sdn Bhd receives 12 units 3340S for their Cement Tanker Operation



Also known as TKSC Trading & Transport Sdn Bhd the company was established in 1993 in Ipoh.

Principal activities include mining & earthworks/sand & stone as well as products for tin mines and as of December 2012 they have started Cement Tanker Operation for Hulme Cement.

Being a satisfied user of the Mercedes Benz Actros due to reliability and lower fuel consumption compared to other continental vehicle, TKSC Earthworks Managing Director Mr. Tan Koon Seng said that there is potential for more units to be ordered from Hap Seng Star Service following a successful integration of the new trucks.

The first unites where handed over to TKSC Earthworks at **Lot 181599, Lebu Perusahaan Klebang 11, Kawasan Perindustrian IGB, 31200 Chemor, Perak D.R.**
Tel: 05-291 7097 Fax: 05-291 7096



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