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Transmission
ZF Friedrichshafen
AG.

Chassis
Double Layer

Rear Axle
Hub Reduction

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Hino P11C- 380Hp
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Transmission

- American Eaton
- ET - 20109A

Chassis

- 320mm * 90mm
(8mm + 8mm)

Rear Axle

- 16 tons + 16 tons
- Hub Reduction

RIGID TRUCK

4x2

6x4

8x4



Engine

- FAW -CA6DM2 - 39
390Hp ; 11045 cc
- FAW -CA6DM2 - 42
420Hp ; 11045 cc

Transmission

- American Eaton
- ET - 20109A

Chassis

- Double layer
320mm * 90mm
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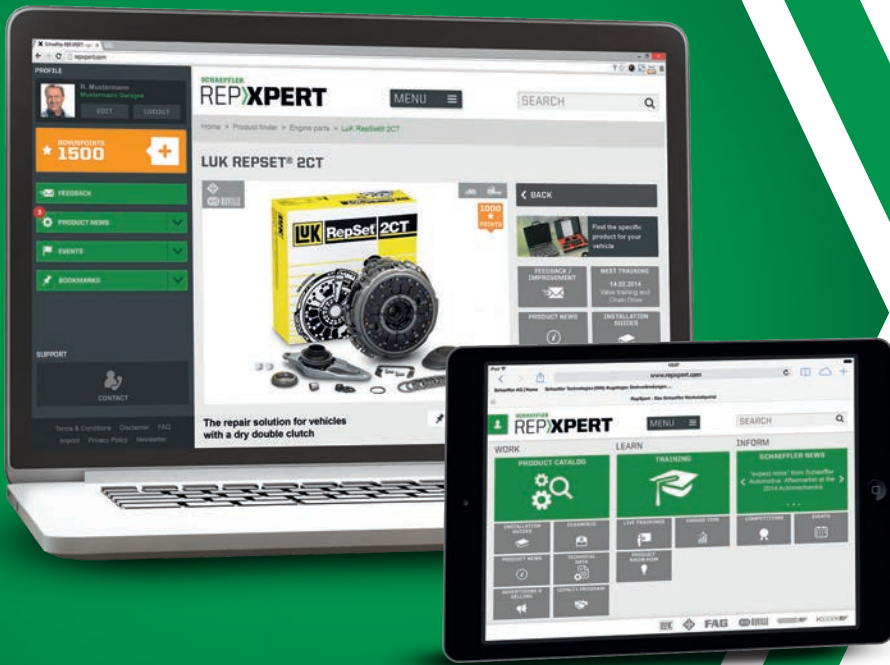
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MARKET INTELLIGENCE

INTELLIGENT TRUCKING

In a time when outsourcing is the in-thing, some companies pull out the very sharp pencil and make their own calculations. And sometimes the solution is so simple, yet so effective! Like Mammoth's decision to purchase their own trucks. Apparently, it will cost more to move their own equipment using a contractor than having own vehicles that could even stand idle for long times in a year. Obviously, it is also very smart to keep an eye on fuel consumption. I have learned a lot for my own driving in my car from editing material for our fuel saving tips. Perhaps you could also apply some and together we all save money and reduce the impact on the environment? There must also be some very clever minds behind the idea of truck platooning. As we report about that, a thought struck me: Wouldn't this give rise to computer hackers that can divert trucks remotely? You may say I am giving people ideas, but as I am not that clever, I am sure someone has already thought of this.

Made possible by HINO Malaysia, we visited the land of the rising sun to learn more about their culture and history. HINO's that is. Together with a group of Malaysian customers, we visited the HINO Headquarters and the museum. These trips are good opportunities for me to learn more about the industry as well. Who would have thought that HINO had made a truck as early as they did? And who would have thought that the train station also bears their name? Our cover story gives you the insights. Maybe we could start a column called "Did you know?"

In this issue we will surprise you with some research data. We asked a handful of truckers what they really think. To add some more intel, we have an event calendar for you to allow for your forward planning on which events to go to. Most likely, you will meet one of the Asian Trucker team there. Certainly, we will be at the IAA in Hannover in September. For next year you may want to mark the day for MCVE, our home-grown expo. Scania has confirmed that they will also be hosting their driver competition again. This time I WILL participate too. As we ran out of space in the magazine, we added a lot more event listings in our website. Please have a look as the calendar is now filled to the brim with entries. While you are there, you may also want to register for our online versions of our magazines. That way you have the content always handy.

Road safety continues to be a part of our editorial work. CICM has a word or two for those that think they can behave unintelligent on the road. I was positively surprised when our own research showed that our readers would like us to get more involved in road safety. Sure, I pledge that we will do as much as possible. At the same time I urge everyone to look at their own operation to find ways as to how the streets can be made safer. This is just another intelligent way of looking at your business as road safety not only results in lower insurance premiums, but you may also attract better drivers that see the long term benefit of a working for an employee that actually cares.

Please drive safe and buckle up,

Stefan Pertz
Editor, Asian Trucker Malaysia

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TGM 18.280 4X4 to be MAN's first CKD military trucks in Malaysia



MAN partners with AVP Engineering for supply of military trucks to Malaysian Ministry of Defence.

MAN Truck and Bus (M) Sdn Bhd (MTBM) announced it is partnering exclusively with AVP Engineering (M) Sdn Bhd (AVP), a subsidiary of CB Industrial Product Holding Bhd to supply MAN 4x4 light and medium series trucks in military configuration to Malaysia's Ministry of Defence (MOD).

A Memorandum of Understanding (MoU) was signed by Hartmut Muller, Managing Director of MTBM and Tengku Dato' Ardy Esfandiari, the Managing Director of AVP during the 15th Defence Services Asia exhibition and conference (DSA 2016) to mark the collaboration.

Under the agreement, AVP, which is a licensed and approved military and infantry vehicles' bodybuilder for the MOD, will undertake bodybuilding work on the MAN TGM 18.280 4X4 BB trucks based on military specifications. The vehicles will be the first completely

knocked down (CKD) assembled MAN military trucks in Malaysia and will be used for transportation of armed forces, carriage of goods as well as for other utility transportation and disaster recovery.

"We are the only German company to attend the signing ceremony and I am impressed to see Malaysia organizing this exhibition," said Mr. Mueller. "This will hopefully become a long-lasting partnership with AVP. Together we developed a special truck for this military purpose, a unique one, where nobody drives such truck, yet. We are expected to produce a few hundred military trucks based on the agreement," he added.

The MAN TGM truck is well-known for its optimal maneuverability, excellent handling, high load capacity and low loading levels as well as for its dynamic and safe driving characteristics. The high mobility, all-terrain and all-wheel drive

vehicle is also able to handle one of the deepest water-fording of more than 1 100mm and is equipped with a flexible chassis frame to withstand maximum payload.

"As the backbone of an army's transportation system, trucks are not just for hauling of weapons, ammunition and supplies but also to ensure faster and safer travel for the army's personnel over rugged terrains. I am delighted that AVP, working together with MAN, are able to contribute in this area to meet the needs of our nation's army", remarked Ardy.

In addition to the military configurations, the commissioned CKD trucks will be fitted with various military equipment such as blackout lighting wiring, convoy lights for night operation, watertight starters and special 3-chamber taillights for integration with the blackout lighting. **T**



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R U B B E R

Shell Malaysia launches next generation Shell Rimula

Shell Rimula is set to further strengthen its market leadership position as the best-selling heavy duty diesel engine oil (HDDEO) brand in the world and Malaysia with a completely new range of products and a new enhanced flagship fully synthetic product, which all come in redesigned packaging.




The launch of the new Shell Rimula R6 LM 10W-40 with Dynamic Protection Plus Technology took place on April 20th. What makes the new products remarkable is Shell's proprietary PurePlus Technology. It produces an ultra-clean base oil made from natural gas, and Adaptive Additive Technology to deliver excellent all-weather protection, longer engine life, extended oil drain intervals, and reduced fuel consumption. Operators will enjoy a lower overall cost of ownership as a direct result of using this new high-tech product.

This latest innovation by Shell enables the new Rimula R6 LM to offer up to 53% better protection against engine wear and deposits, especially cam wear and up to 45% lower oil consumption. The oil's upgraded CJ-4 specification now exceeds ACEA (European Automobile Manufacturers Association), MAN and Mercedes-Benz specifications for engine

wear and cleanliness to ensure extended oil drain intervals and lower emissions. Its low SAPs (Sulfated ash, Phosphorus and Sulfur) formulation also significantly reduces downtime from clogged-up diesel particulate filters by ash. This means that the new Rimula R6 LM is especially recommended for highly rated engines meeting Euro 5 to 6 emission requirements.

"The new enhanced Shell Rimula portfolio once again reflected Shell's investment in research and development and its desire to offer cutting-edge lubricant products that deliver real and tangible benefits to businesses operating in an increasingly challenging economic environment," said Mr. Leslie Ng, Shell Lubricants General Manager, Malaysia and Singapore. "Our revolutionary and proprietary gas-to-liquid (GTL) technology has enabled us to be the first company to launch passenger car motor oils and motorcycle engine

oils made from natural gas. We are now bringing this breakthrough technology to the HDDEO segment." Interestingly, GTL Technology was actually developed at Shell's Bintulu, Sarawak plant more than 40 years ago. Today, the largest GTL plant is in Qatar. During the process, gas is being converted into Syngas. The next step is using a proprietary catalyst in a Fischer-Trops Synthesis to derive base materials that are then distilled into base oils, GTL Fuel, Kerosene, Naphtha and normal Paraffin.

Shell also makes a strong case for the use of high-end products that may mean higher initial cost, but overall long term savings. In laboratory tests, Shell Rimula R6 LM flows after less than 10 seconds at -39°C, more than 80% faster than conventional oils. One company in Venezuela was able to save close to USD 70 000. Globally, Shell Rimula R6 LM has a proven track record of savings success: over USD \$3,600,000. These total savings were recorded for 49 customers globally from 2008 to 2015. "These savings may vary from site to site and from time to time, depending on, for example, the operating conditions, the current products being used, the condition of the equipment and the maintenance practices. However, this demonstrates the potential of cost savings using our products" said Ng. 



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* Specifications may vary from models illustrated here.

Iveco deploys semi-automated trucks for world's first ever Truck Platooning Challenge



Two heavy-duty Iveco Stralis trucks were driving to Rotterdam, the Netherlands, but unlike your average freight operation, these two semi-automated vehicles were travelling in a platoon – something that up until now has not been performed on a public road. This mission was a part of the European Truck Platooning Challenge, an initiative organised by the Netherlands as part of its 6-month EU Presidency. As a member of the European Automobile Manufacturers Association (ACEA), which is actively supporting and participating in the Challenge, Iveco joined five other European truck manufacturers travelling via platoon to an event culminating on April 6 in Rotterdam.



CNH Industrial's commercial vehicles brand joined five other European truck manufacturers for the European Truck Platooning Challenge, the world's first cross-border initiative with smart trucks. The brand set off with a 2-truck platoon from the EU capital of Brussels, where a press conference was held together with local transport authorities.

Truck platooning is the linking of two or more trucks in a convoy. These vehicles closely follow each other at a set, close distance by using connectivity technology and automated driving support systems. The truck at the head of the platoon acts as the leader, with the vehicles behind reacting and adapting to changes in its movement. For example, if the platoon leader brakes, all the other trucks in the platoon also brake. Platooning can help make transport safer, cleaner, and more efficient, alongside reducing fuel consumption through improved driving practices, and more importantly has the potential to reduce CO2 emissions by up to 10 percent.

A press conference was held in Brussels in promotion of the initiative and to see off the departure of Iveco's platoon. Representatives from Belgium's Federal and local government and Iveco discussed a number of topics concerning platooning and autonomous driving. Speakers included Belgium's Federal Minister of Mobility, Jacqueline Galant, who spoke about the country's approach to testing semi-automated vehicles; Dirk Quina, the Deputy Head of Cabinet for Belgium's Chief State Secretary for Road Safety and ICT who addressed the usefulness of technology for road safety; and Giandomenico Fioretti, Trucks Portfolio Management Director at Iveco who focused on Iveco's role in the European Truck Platooning Challenge.

Corporate Communications

The overall objective of the European Truck Platooning Challenge is to accelerate the introduction of truck platoons by putting the subject high on the agenda of EU policy makers. The main event in Rotterdam on April 6 was to demonstrate the advantages of truck platooning with an aim to foster European cooperation between truck manufacturers, member states, logistics service providers, road operators, road and vehicle approval authorities, research institutes and governments. Truck platooning is also part of the industry's integrated approach to further reducing CO2 emissions.

This approach examines all elements that affect emissions when operating a truck. Besides the vehicle itself, trailer design, the use of alternative fuels, logistics, infrastructure and intelligent transport systems (such as platooning) all play a decisive role in reducing CO2 emission levels. **F**

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Diesel Technic Asia Pacific Experiences Rapid Growth



In the two years since Diesel Technic Asia Pacific was launched in Singapore, the aftermarket supplier has seen tremendous growth in sales in the region, writes Floyd Cowan.

Diesel Technic, was founded as a GmbH by Horst Lieberwirth and Erwin Naujoks in Sulingen, Germany in 1972. The Group now includes the headquarters in Germany, subsidiaries in France, the Netherlands, Spain, United Kingdom, Dubai and Singapore. Another new subsidiary is now in the implementation stages. Worldwide, the Group employs more than 650 people from 30 countries.

Expanding Operations

The 4 300sqm warehouse and office facility in Jurong is already filling up with regional relevant parts from the total of over 30 000 that Diesel Technic can provide - on average five new products are added to the range at the headquarters every day. "We are currently planning to enlarge our warehouse space," General Manager Eike Torsten Merz states. "In the two years of operation, under the direction of GM Merz the

company has seen over 80% growth in SKU's (stock keeping units) in Asia Pacific. "Currently we are moving 11 000 SKUs up from 6 000 when the new warehouse was opened and operations began in May 2014.

One Stop Shopping

The large number of spare parts available to customers in Asian Pacific is just one reason the company is growing so quickly. "We are a one stop shopping centre," Merz continues. "We can meet the needs of all our customers who are looking for replacement parts for European commercial vehicles. Under the brand DT Spare Parts we are selling parts for trucks, buses and trailers, plus the new parts range of parts for transporters."

"We are selling to our same customers as we did before the Singapore warehouse opened," points out Sales Manager, Paul Chan, who like Mr Merz, has many years of automotive OE/OES and IAM experience working in the region. Their experience with other companies was a huge advantage when they assumed operation of Diesel Technic in Asia Pacific, just one reason why they have been able to increase sales so dramatically, "We are a bridge linking the customers with Germany. Now, there is no time zone difference as we are in the same region. We speak the same language and we respond to their needs immediately. Our customer service colleagues are all coming out of our industry and have an in-depth knowledge of the markets and have close relationships with the customers as well.

Decreasing the time to pick and pack parts to a customer has also added to their appeal. "The parts that we keep in the warehouse," Ole Steffen, Supply Chain Manager, points out, "are the ones that are in the



greatest demand. After order entry, we can pick and pack deliveries to South East Asian countries within one day. Outside of the SEA region we are able to get the delivery ready for pick up within two business days. We provide courier and express overnight deliveries as well.

Making the Most of Mature Markets

Merz adds: "Ever since we took over the markets in Asia from Diesel Technic Headquarters in Germany, we literally made no major adjustments in our distribution network in the matured countries like Malaysia, Thailand, Taiwan and Korea and yet we achieved a high two digit sales growth in FY2015, a full year operation after Diesel Technic opened. We are confident to achieve another strong growth in FY 2016.

"Diesel Technic Asia Pacific takes pride in the new market developments in Myanmar, Vietnam and Philippines where it is estimated that these countries have the least European vehicle population. In particular we achieved strong sales turnover growth in the mining sector in Indonesia, Australia, Myanmar and Vietnam."

"We set a high service quality standard to respond to every inquiry and Request for Quotation (RFQ) within 24 hours or a maximum of two working days, if we are experiencing a high sales call volume," says Paul Chan.



From left to right: General Manager Eike Torsten Merz, Supply Chain Manager Ole Steffen, Sales Manager, Paul Chan in the Singapore Diesel Technic warehouse.

Opening New Markets

While the Diesel Technic sales force has reinforced their relationship with longstanding customers they have also been opening new markets. However, the company's big coup was to land the largest CV spare parts distributor in Australia in January 2016, and they are now exclusively selling DT products for their European range. "This is a very big account for us and this will contribute to continued growth in the number of parts we ship," says Eike Torsten Merz.

All parts sold by Diesel Technic Asia Pacific come from Diesel Technic Germany where they have a wide range of testing facilities. "There are several test benches there," Ole Steffen explains. "We do 25 tests per day, 6 000 inspections per year, on these test benches and other test facilities. All testing and engineering equipment is based on the latest international standards and the supplier process audits are in accordance with the automotive standard VDA 6.3."

New Technology

The Singapore warehouse is not automated, with orders being hand picked. However, they do use Mobile Barcode scanners which have provided efficiency improvements. "We are moving towards a paperless operation in the warehouse," Ole Steffen relates. "With 11 000 parts, and growing, we have no room for error. The Mobile Barcode scans in all the information on the part, so we know exactly what is being shipped and received, and what we have in the warehouse." The current facility has 1 300 pallet spaces and 6 500 shelves to hold all those parts.



Merz notes that the local operation does more than just sell customers high quality parts. "We support customers on supply chain matters such as shipping and customs clearance," he states. "Our customers are well pleased with Diesel Technic's One-Stop-Shopping concept. They are benefiting from DT brand spare parts which are wide in product range, premium in quality. With common languages and time zone, faster response time and efficient logistic services, our customers can be more cost effective and improve their profitability.


More Customer Services

"We are also actively engaging distribution partners and their customers through technical product seminars and trade fairs in Asia Pacific," Merz continues. "Our focus in 2016 and 2017 is on technical training.

While an economic downturn means more challenges, for Diesel Technic the current economic situation has meant opportunities. "We are experiencing more and more customers' keen interest to use our products and services to minimise their stringent cost management," Paul Chan shares. "When economic times are good, many companies don't concern themselves with price differences. However, when revenues drop and budgets are tight they look for opportunities to reduce their costs. When they understand that we deliver premium products at a competitive price they are inclined to try our products."

Mean, Lean & Efficient

During the two years of operation regional General Manager Eike Torsten Merz has had the goal of expanding operations while keeping the organisation mean and lean to provide customers with an efficient operation that can make quick decisions. The digitised global environment businesses operate in today allows some of its office operations, such as accounting and IT, to be carried out in Germany.

"We engineer and distribute high quality parts in Germany, we have German efficiency, German organization and attention to detail, but we have lived and worked extensively in Asia Pacific, so we understand the needs and the sensibilities of the customers here. This is why we will see a solid sustainable growth in the region for the Diesel Technic Group," states Merz. 



TCIE launches the Quester 8L in Malaysia



Following the launch of the 11L version in late 2013, UD adds a smaller engine version of the Quester, a truck that is specifically designed for the needs of the Asian markets.

In May, Tan Chong Industrial Equipment (TCIE), UD Trucks' sole distributor in Malaysia, introduced the new Quester 8L (litre) to the Malaysian market. With this new addition, UD Trucks now offers the widest range of possibilities to meet all kinds of business operations ranging from long haul, mining and distribution to construction work and regional transportation.

Widest range for all kinds of businesses

With the new addition of the Quester 8L to the existing Quester 11L offerings, the UD Trucks heavy-duty range expands its flexibility in meeting the needs of businesses across various industries. The new Quester 8L comes in 4x2, 6x2 and 6x4 models, adding to the existing models from the Quester 11L of 4x2, 6x2, 6x4 and 8x4. There are now also two options for the driveline, with the addition of a new powertrain historically motivated as Malaysia has traditionally been a market with lots of vehicles with seven to eight litre engines. During the product presentation, representatives of TCIE and Volvo pointed out that the engine is specifically designed to deliver high torque at low revs, making this a very fuel efficient vehicle. The engine characteristics in terms of power availability over the entire band of revs

makes the Quester an all-rounder, but it may perform specifically well in construction applications. It is important to point out that the Quester has a completely redesigned cab, being the only one now that surpasses the stringent European safety regulations.

UD Telematics


Meanwhile, Mats Nilsson, President of Volvo Group, Malaysia said, "Together with our long-time partner, TCIE, we are happy to be introducing the Quester 8L trucks to the Malaysian market. The multiple and reliable variants of all UD Quester Trucks are equipped with many great features and one of them is the UD Telematics. This on-vehicle electronic system helps customers monitor the health of their trucks and driving behaviour. One of the key features UD Telematics has is its ability to coach the



driver in manning the vehicle in the most fuel efficient way. Hence, it is economical for the company and reduces carbon emission to the environment," he added. UD Telematics comes factory-fitted in every UD Quester truck. He added that the response from the market to the Quester has been "Excellent!"

Comprehensive aftermarket service

"TCIE takes aftermarket services very seriously," said Mr Tan Keng Meng. "We have 42 service centres nationwide providing easy access to drivers to bring in their vehicles anytime. To top this, we also have fully-equipped mobile service trucks with genuine parts to reach trucks drivers who are unable to come to us," he said. "We believe in providing reliability and a total solution to our business partners. This is also the very reason why TCIE is the first private partner in APAC outside of Japan to assemble locally the Completely Knocked-down UD Quester trucks in our Segambut plant," he elaborated. Clients will be happy to note that the vehicles only need to be serviced every 30 000 kilometers while the newly designed cab is offering more comfort for the drivers.

During the launch, Tan Keng Meng, Executive Director of TCIE stated that "Our clients actually get the best of three worlds: Japanese heritage with the Gemba Spirit, Volvo Technology and TCIE's local presence and market support." 



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Pilot course commences at **ISUZU Technical School**

Isuzu Malaysia's collaboration with the Jabatan Pembangunan Kemahiran (JPK) to introduce more competent mechanics into the workforce has kicked off with its first intake of trainees.

The first five Isuzu Technical School (ITS) apprentices from the pilot batch began their six-month course recently and will be working towards graduating with their Sijil Kemahiran Malaysia – Level II (SKM II) certificates at the end of their term. CEO of Isuzu Malaysia Kenji Matsuoka who witnessed the initiation ceremony held at the Isuzu Development Centre (IDC) in Shah Alam recently said that the creation of the Isuzu Technical School was to help build a stronger foundation of skilled mechanics in the country.

According to Matsuoka, the programme that was initiated by Isuzu Malaysia aimed to raise the capabilities of skilled technicians and to improve the level of competence offered by Isuzu service centres.

“Through the ITS and with the support of the Ministry of Human Resources, we hope to develop a new level of competency among mechanics coming out to join the workforce. With the expansion of Isuzu’s product line-up and the growing number of Isuzu dealerships throughout the country, the establishment of the ITS will strengthen Isuzu’s commitment to provide excellent after-sales services to our customers,” said Matsuoka.

The ITS course covers a range of theory and practical classes, conducted over a period of six months with the syllabus



developed by Isuzu Malaysia under the guidance of the Malaysian National Skill Department. It includes the basic principles of workshop operations, commercial vehicle operating systems, procedures of vehicle service and maintenance as well as component overhaul skills.

The final part of the programme includes internships at Isuzu workshops where apprentices are exposed to real-world working conditions in commercial workshops, brushing up on their working procedures, dealing with customer expectations and handling parts operations.

According to Isuzu Malaysia’s Head of Training & Skill Development Syaiful Azuan, the objective of the Isuzu Technical School is to produce a new level of skilled

sales and after-sales personnel who will be able to raise the level of customer satisfaction more effectively.

“As a world-class vehicle manufacturer, it is our aim to produce the next generation of skilled personnel through the Isuzu Technical School. Our current certification level from the government is at level two and three but we hope that as we gain more traction in the programme, we will be able to offer higher levels of skills training and build a professional foundation for our local mechanics,” said Syaiful.

To enroll in the Isuzu Technical School, potential candidates are required to possess a minimum SPM credit in math and science. They can contact the school for more information on the training programme via www.isuzu.net.my.

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City Zone Express takes delivery of Shacman trucks

Adding 15 new Shacman trucks to their fleet, the operator is gearing up to pick up more business and to ensure that the provision of their transportation business runs flawlessly.



Following the opening of the Ipoh 4S Centre, Mr. Alex Kau, Managing Director of YonMing Group, went on to hand over a sizeable number of new trucks to their client City Zone Express in Prai the very next day. With some six service points in the northern region, this area sees the highest concentration of Shacman trucks in Malaysia. "We now have some 50 Shacman trucks operating in the northern region of Malaysia. Our customers understand that we not only offer a good truck, but also peace of mind service with through our service network, spare parts availability and 24 Hour Breakdown Service," Kau said in an exclusive interview during the handover ceremony.

According to him, the success of the YonMing Group is based on the Quality Approach, seeing that only genuine parts are being sold, service is always top notch and problems will be addressed immediately. He stated that "This means that our clients will have an overall lower operating cost, which helps them running their business."



In his speech, S. Pirithivaraj Selvarajoo, Director of City Zone Express thanked YonMing for making the handover ceremony a meaningful event. Having started the operation with reconditioned trucks, they have since moved forward when they purchased their first Shacman trucks in 2012. "Naturally, one is sceptical at first when it comes to Chinese trucks. However, we were convinced by the fuel consumption and the excellent service we received from YonMing." He said.



Currently, the company operates some 89 trucks and has 140 drivers on its roster.

City Zone Express Sdn Bhd is subsidiary of Singapore main board listed CHASEN HOLDINGS LIMITED. City Zone Express Sdn Bhd. (CZE) is the logistics arm for Chasen Holding Limited. Chasen Holding Limited has more than 16 subsidiaries from various countries throughout Singapore, China, Vietnam, Malaysia,



Thailand, Timor-Leste, USA and others, which consists of various industries under their umbrella.

CZE is one of the Malaysia's leading total logistics solutions provider, specialising in Land Transportation with a product name called "Dragon Zone". This service covers countries from Singapore to Malaysia, Thailand, Myanmar, Cambodia, Vietnam, Laos to China Mainland. Besides own offices in most of these the company has strategic partnerships with local players. "We as City Zone Express Sdn Bhd, strive to deliver beyond expectation services by developing intelligent and tailor-made solutions for our customers by adopting and practising our corporate Shared Values. Thus, leveraging operations, people, technology, safety and environment in the Logistics industry," S. Pirithivaraj Selvarajoo told us during the handover ceremony.

Established in 2006, CZE has been a family-owned organisation which started with a small number of trucks. Today, it has grown to become a leading regional player in the logistics arena. "We are also operating more than 250,000sqft of warehouses at Singapore, Johor, Kuala Lumpur, Penang and Bukit Kayu Hitam. Besides, providing standard service facilities for Bonded and Non-Bonded cargoes in additional supplementing value-added manual operations such

as sorting, re-labelling, re-packing, re-palletising, inventory monitoring and replenishment," he said.

The move to purchase new trucks in times that many deem challenging, seeing declining demand, S. Pirithivaraj Selvarajoo is confident to have made the right move. His philosophy is to look ahead into the future and what may happen in six months time, rather than to react to immediate events today. As such, he is trying to see potential and opportunities that he shapes for the company instead of simply waiting for conditions to change. As part of this approach, he is emphasising on customer service and the use of modern technology, which in the case of City Zone Express is a customised management system incorporating modern IT. The side effect of this is that the company "Is able to attract drivers and they understand that our biggest strong point is our proactive way of doing things," he explained.

Adding to this, Alex Kau noted that customers in the north are evaluating trucks in a different way, resulting in a higher share of Shacman trucks on the road. "We have proven that our trucks are reliable and worth their money." Supporting this statement was Mayang Bayumas Sdn. Bhd. which again ordered some five units of Shacman M 3000, which were also handed over during the event held on 26th May in Butterworth. **F**



POS MALAYSIA picks Tata Xenon pick-up for its logistics business

Pos Malaysia Berhad (Pos Malaysia), has selected the Tata Xenon Single Cab 4x2 Pick-up to complement its logistics business, especially for the Courier, Express and Parcel (CEP) pick-up and delivery services.



Pos Malaysia acquired a total of 553 units of Tata Xenon Single Cab with special fabricated customised box body based on Tata Xenon’s innovative design, intelligent automobile technology, comfortable interior features and distinctive exterior design. The vehicle is powered by a 2.2L common rail turbo diesel engine that delivers 140Ps@4000rpm with a robust torque of 320Nm@1700-2700rpm. Combined with a 5-speed synchromesh gearbox, the Tata Xenon is reliable and agile, allowing you to go the extra mile effortlessly. The special customised box body is equipped with reverse camera, strong body structure and chassis frame to support heavier load capacity, easier loading and unloading with access from the rear and both sides of load body to meet Pos Malaysia’s requirements.

The handover of the Tata Xenon to Pos Malaysia was held recently by Dato’ Abdul Harith Abdullah, Chief Operating Officer, Automotive Distribution and Defence, DRB-HICOM Berhad to Dato’ Mohd Shukrie Mohd Salleh, Group Chief Executive Officer of Pos Malaysia, in the presence of Mr. Rudrarup Maitra, Head

of International Business, Tata Motors Limited. The project had commenced in November 2015, when Pos Malaysia decided to lease the pick-ups through DRB-HICOM EZ-Drive Sdn Bhd (EZ-Drive) leasing facilities. The leasing period is for 36 months, with an option to renew for another 24 months.

Dato’ Mohd Shukrie Mohd Salleh said, “In recent years, Pos Malaysia had opted for operating lease over outright purchase due to lower ownership cost, lower upfront capex, better tax benefit and higher worker productivity where fleet management is now being taken care of by EZ-Drive.”

“We always strive to put our customers’ needs at the forefront, and with the additional vehicles in hand, we are confident we will be able to serve our customers better and ensure Pos Malaysia will be their logistics and transportation provider. To date, Pos Malaysia has a fleet size of 9 602 vehicles comprising of lorries, panel vans, Pos-On-Wheels (POW), four-wheel drives (4WD) and motorcycles,” he added. Tata Xenon is made available by DRB-HICOM

Commercial Vehicles (DHCV), an exclusive distributor of Tata Motors commercial vehicles in Malaysia. For the Pos Malaysia project, the customised designed box body is fabricated by Oriental Summit Industries Sdn Bhd (OSI).

According to Mr Rudrarup Maitra, “The Tata Xenon is a proven performer that can be customised for various applications, delivering sustainable value to customers. Manufactured by our subsidiary company Tata Motors (Thailand) Ltd, the delivery of Tata Xenon to POS Malaysia is an important milestone in Tata Motors continued expansion in Malaysia and ASEAN region.”

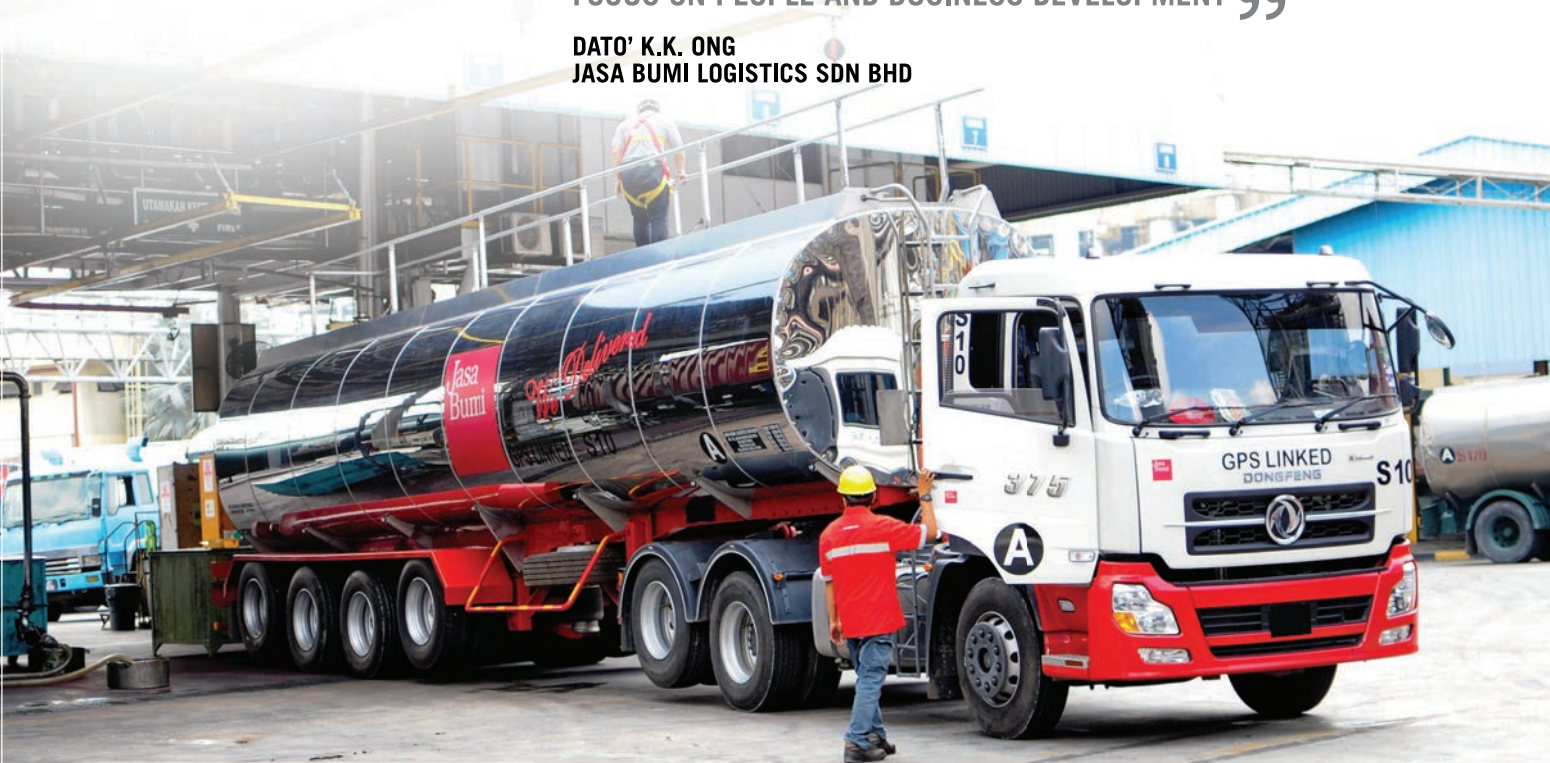
Dato’ Abdul Harith Abdullah said, “The Tata Xenon is not only a workhorse that can be customised for various commercial purposes, but is fitted with a turbo charged engine that gives more power with better fuel efficiency. Apart from that, Tata Xenon has an extended service interval of 15 000km. With a tough and durable build, the vehicle is engineered to support heavier loads and ensures long-term saving,” he added.

“As our commitment to ensure best quality service to Tata vehicle owners, the Company also provides 24/7 breakdown assistance service throughout Malaysia as well as additional services such as accident repairs, spray painting, accessories fittings. In addition, services includes periodic inspection service – smoke test, engine inspection and tyre checks,” said Dato’ Abdul Harith. **F**



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*Dato' K.K. Ong and En. Azmir Yahya
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YonMing adds 4S Centre in Ipoh



assembled from China and YonMing is handling the distribution as well as the servicing. According to XYZ "Safety is very important to us and the tankers are very well suited for the Malaysian market. We are experts in China and here we found a very good partner in YonMing."

Also visiting from China was Ms. Lily, Vice General Manager, Shanxi Heavy Duty Automobile Import & Export Co., Ltd., Shacman and YonMing have been in partnership since 2011 and according to her, the partnership is "a great one with a lot of advantages that the (YonMing) Group brings to the table." First and foremost, she praised the enthusiasm when it comes to taking responsibility in looking after customers. With the extensive service network, spare parts on hand and vast experience, YonMing provides an exceptional experience. Further, she said, YonMing would be very good in their marketing, which allows them to provide feedback to the principal in order to adjust and further improve the products. "I like visiting Malaysia, I enjoy Durians, coconuts and the seafood here," she said before introducing herself to all customers present at the launch event. **■**

Joining other industry heavy-weights in Ipoh's Kawasan Perindustrian IGB is YonMing Group with the opening of their 4S centre.

It was clearly a proud moment for Mr. Alex Kau, Managing Director of YonMing Group, when he officially opened the latest service centre in the companies' network. Sitting on an acre plot of land, the 4S service centre uses half of it at the moment. "We found the premises very suitable for this purpose and the strategic location added to the attraction," he told us during the launch event, which was held on 25th of May. On display were not only Shacman trucks, which are distributed by the group, but also a number of other brands that YonMing Group represents and sells in Malaysia. In his speech, Alex Kau thanked the brands present, namely Linyu, WABCO, ZF, CIMC, Mann + Hummel, Valeo and Sabo.

we manage to half the time to offload." YIN also praised the tankers for their solid build, which results in less maintenance needed. "We also run three rigid trucks and seven prime movers from Shacman. YonMing is providing a true 4S service!"

Linyu's representative, Guo Chaoyang, Sales Company Deputy GM, Luoyang CIMC Linyu Automobile Co., Ltd., was present during the event as well to support YonMing during their opening. "We hope to sell some 50 units of this tanker this year. Currently, the market is slow, last year we did almost twice as many." The tankers come fully

Having purchased some six units of Linyu tanker trailers from YonMing Group, Yew Choo Kein of Syarikat Jasa Selamat Sdn. Bhd., said "We transport Cement from Kelantan to Kuala Lumpur and other cities in the central region of Peninsular Malaysia. It was the design of these tankers that has convinced us to buy them. As they only have one central discharge valve, instead of the usual six,





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Events & Exhibitions



BUSTEC CHINA 2016

Date : 08 June 2016 – 10 June 2016
 Venue : Shanghai World Expo Exhibition & Convention Center (SEWWCC)
 Contact Info : 86 – 21 – 51870312 / 31082785
 (Mr Kejun Chen)

PHILBUS & TRUCK 2016 & PHILTREX 2016

Date : 15 July 2016 – 17 July 2016
 Venue : SMX Convention Centre
 Contact Info : 03 – 4041 9889 (Mr Richard Yew)

JBTC EXPO – JOHOR BARU

Date : 12 August 2016 – 14 August 2016
 Venue : Expo @ Danga City Mall, Johor Bahru
 Contact Info : 07 – 351 5749

TRAFFIC INFRA TECH 2016

Date : 01 September 2016 – 03 September 2016
 Venue : Bombay Exhibition Centre, Mumbai
 Contact Info : +919840932892 (Mr Parvathi Gabriel)

ASIAN RETREAD CONFERENCE 2016

Date : 04 October 2016 – 05 October 2016
 Venue : Sime Darby Convention Centre, Kuala Lumpur
 Contact Info : 019 – 350 3036 / mohamed.ishak181@gmail.com (Dato' Mohamed Ishak)

RTE – INTERNATIONAL RUBBER AND TYRE EXHIBITION 2016

Date : 11 October 2016 – 13 October 2016
 Venue : Kielce Trade Fair Centre, Poland
 Contact Info : 48 – 41 – 3651222 /3651263 /3651232 /3651230 /3651212 (Mr Szymon)

CONNECTING ASIA WITH BETTER ROADS

Date : 16 October 2016 – 20 October 2016
 Venue : Putra World Trade Centre, KL
 Contact Info : 03 – 5513 6521 (Road Engineering Association of Malaysia)

MYANAUTO 2016 (International Auto, Auto Parts, Accessories, Service & Repair Equipment Exhibition)

Date : 28 October 2016 – 30 October 2016
 Venue : Tatmadaw Hall, Yangon, Myanmar
 Contact Info : 03 – 4041 9889 (Mr Richard Yew) / poe@ambtarsus.com

BUS & TRUCK EXPO – THAILAND

Date : 03 November 2016 – 05 November 2016
 Venue : Bangkok International Trade & Exhibition Centre
 Contact Info : 66 – 2717 2477 (ext 164)

TYREXPO ASIA 2017

Date : 21 March 2017 – 23 March 2017
 Venue : Singapore Expo Centre
 Contact Info : 65 – 6403 2100

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HINO blossoms and weathers slowdown



Experiencing the Cherry Blossom in Japan is a once in a lifetime event. HINO Malaysia invited clients to join a technical seminar, complete with a visit to the HINO museum and headquarters. Asian Trucker hopped onto the ride and snooped out the latest developments from the Japanese truck maker.

The first days in Osaka were an exploration of Japanese culture and nature. With the cherry blossom in full bloom, cities transformed into a magical wonderland that married modern architecture and old traditions. While the group was walking along tree-lined river banks, couples set out to reserve their spots for their dinner picnic under the canopy of blossoms.

"The idea here is to show our clients a deeper and richer Japan. In order to understand the way Japanese do business, one must also understand our rich traditions and customs, the food and performances for example," said Dato' Yoichi Shibaike, Senior Advisor, HINO Motors Sales Malaysia.

Joyce Chang, one of the participants of the tour, commented on her first visit to Japan "The cleanliness and friendly etiquette is impressive!" Operating a fleet of over 150 HINO vehicles, the Operation Consultant for GC Logistics

was clearly impressed. "Our trucks are closed bonded reefer trucks and the most important criteria for us to buy trucks is the maintenance cost. She noted that Hino is the most popular truck brand in Japan. "More than half trucks or prime movers on the road is Hino brand"

Meanwhile, Toshiaki Yasuda, Managing Officer, Overseas Sales & Marketing, Overseas Business Planning Division had an update for us. He was very proud to announce that HINO has not just ridden out the slowdown of the past year, but also improved overall sales. He attributed this to the discipline and effort of the 29 894 employees, which is including their overseas subsidiaries and affiliated companies. As of 2007, more than 50% of sales for HINO was done outside of Japan. In 2015, 65% of sales was outside the home market. Malaysia actually ranks among the top seven countries. That year, more than 169 000 units were sold globally with 5 100 in Malaysia. One of the milestones the company is aiming at is

to win the Rally Dakar for 25 consecutive years, with this year's win going to Team Sugawara yet again.

Globally, 2015 has been a tough year. Naturally, we want to know how HINO's sales were affected. Yasuda agreed that it has been a difficult year, however, due to the strong performance of some



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countries, the overall sales of HINO actually increased. According to him, this was due to the fact that HINO has taken measures to improve products and that the company is present in markets that, despite the global downturn, were still in their growth phases. "This has allowed us to overcome this difficult time," he said. Especially where others were late to enter the small or medium vehicle markets, the company has been doing well as they have been present for some time. A good example is Malaysia, where HINO has been in operation for several decades by now.

Within the region, the key markets for HINO are Thailand, Indonesia and Malaysia, while there are subsidiaries in Vietnam and the Philippines. In Singapore, the environmental incentives even lead to growth. However, it was not just the products that made it a successful year for HINO. Customer care, called Total Support, is a major contributor to what drives the business. Naturally, one wouldn't expect customers to replace their vehicles as frequently in economically challenging times. Therefore, it is crucial to care for the customers and to look after the vehicle. Through the Total Support activities, HINO managed to weather the storm. Thanks to that, sales even grew overall!

Now seeing European truck makers entering Japan, Yasuda is welcoming the competition. While Mitsubishi-FUSO and UD have been competitors for many years, HINO managed to increase their market share in Japan. "Thanks to our sales network and the fact that we are listening closely to our clients, we

remain to be in a position where we can provide our clients with what they need." Although other foreign owned brands may have seen a reduction in market share, Yasuda pledges not to be complacent about it. Both, Volvo group and the Mercedes group make Japan an important part of their strategy. "This actually stimulates us here at HINO. We will not just rest here."



First Truck Mass-Produced in Japan

As one enters the HINO museum in "HINO Auto Plaza", the truck greeting visitors is a TGE-A, which is a replica of the independently designed and produced truck by HINO's predecessor, Tokyo Gas & Electric Industry Co. Ltd. (TGE). It was the first mass produced truck in Japan and in 2008 it has been registered in the "Modern Industrial Heritage" of the Ministry of Economy, Trade and Industry.

While fierce competition is one concern, HINO is also looking at other trends and challenges. Short term growth is likely to be spurred by the upcoming Tokyo Olympics. This mega-event will require more transportation to handle the athletes and tourists. At the same time, it is known that Japan has an aging population. "There are two issues here: one is that the population will shrink and that we won't need that many trucks. The second issue will be the adaptation of our product to the needs of older people, both the drivers and mechanics," he states. Trucks need to be easy to drive. At the same time, there are now more female drivers entering the industry, having different requirements towards the vehicles they operate. Driverless technology is a phenomenon that is not going to stop. Currently, HINO is already offering advanced driving technologies, such as auto-stop, for some of their vehicles. Eventually, the driverless vehicle will not be a thing of science fiction movies, but reality in the not so distant future. "There are already collision detection systems that we offer. Trucks will eventually stop automatically, preventing accidents," Yasuda states. According to him, there is a lot of development work going on inside HINO to push this agenda forward. This is also spurred by the extremely wide coverage of accidents involving commercial vehicles in Japan.

Another issue impacting the development of trucks are the strict and stringent rules and regulations when it comes to environmental protection. The pressure is also applied by society in general and the question is how truck makers can meet these demands technically as well



Toshiaki Yasuda, Managing Officer,
Overseas Sales & Marketing, Overseas
Business Planning Division



as economically speaking. In terms of physical distribution, things are changing very much in Japan and with that the needs of customers. As customers are very demanding, the question is how to meet these demands. Yasuda concludes that Japan is already a highly advanced market with very demanding clients. Over time, other industrialised nations will follow suit with high demands, whereby HINO will already be able to meet their needs, having had the right products ready in Japan.

Speaking about customer engagement, Yasuda elaborates on the facilities found in Japan, next to the Headquarters, and the testing grounds next to the production plant in Malaysia. In Thailand, a similar facility is operated by the Toyota Group. "Encouraged by the success of the facilities in Malaysia, we are looking into opening other such locations, but have no concrete plans at the moment to do so," is his comment. When it comes to facilities and support for drivers, HINO separates these two. That way, even without such facilities the company can teach drivers eco-driving and how to operate vehicles safely. It is the task of the distributor to do so and in that way, HINO is carrying out such training globally.

Distributors are invited to Japan to learn about driving methods at the track in HINO and transfer the knowledge to local drivers back in their respective home markets. In certain markets, drivers can simply obtain a licence and immediately drive heavy duty vehicles. These are the markets where drivers and operators are especially thankful for the support the company is extending as it means that drivers will receive additional training beyond the short time spent to get the licence. This results in less accidents and companies with fewer accidents are being seen as ones that take care of their drivers. "With our first customer centre outside Japan being based in Malaysia, you can just imagine how much we value this market". It is hoped that the use of the facilities is leading to benefits for both sides. Currently, the schedule is filled as customers are flocking the track to train drivers and to experience more of the HINO culture.

Having learned from recent flooding and other events impacting the supply chain, HINO Japan would want to stress that the entire Toyota Group is taking the supply of spare parts very serious and that the company is taking steps to ensure that customers will have access to parts at

any time. Previously, the automotive industry in Japan didn't have a grasp of the consequences of having parts that could not be substituted through other channels. Today, HINO will ensure that these parts are available at all times. Naturally, parts will be now also produced closer to customer. In addition, overseas production facilities will also be able to provide parts that can then be distributed globally. Japan has always had issues with natural disasters and the Japanese spirit of Kaizen has always helped to improve and overcome difficult situations. What HINO realises is that this approach and knowledge should be applied to stations outside Japan as well.





Milestones prior to establishment

- 1910** - Tokyo Gas Industry Co., Ltd. was established.
- 1913** - Corporate name was changed to Tokyo Gas and Electric Industry Co., Ltd.
- 1918** - Mass production of motor vehicles began in Japan.
- 1937** - The Automobile Division of Tokyo Gas and Electric Industry Co., Ltd., Automobile Industry Co., Ltd. and Kyodo Kokusan K.K. were merged into Tokyo Automobile Industry Co., Ltd.
- 1941** - Corporate name was changed to Diesel Motor Industry Co., Ltd.

Milestones after establishment

- 1942** - Hino plant was separated from Diesel Motor Industry Co., Ltd. and renamed Hino Heavy Industry Co., Ltd. to produce military track-laying vehicles.
- 1946** - Production of heavy-duty tractor and trailer cargo and coach and diesel engine began, in response to a shift in demand from the private sector. Corporate name was changed to Hino Industry Co., Ltd.
- 1948** - The Sales Department was separated and re-established as Hino Diesel Sales Co., Ltd. Corporate Name was changed to Hino Diesel Industry Co., Ltd.
- 1949** - Hino was listed on the Tokyo Stock Exchange.
- 1950** - Production of heavy-duty diesel truck and bus began. Japan's first ever trolley bus was introduced.
- 1959** - Hino Diesel Sales Co., Ltd. merged with Hino-Renault Sales Co., Ltd., and was renamed Hino Motor Sales, Ltd. Hino Diesel Industry Co., Ltd. was renamed Hino Motors, Ltd.
- 1962** - First overseas sale company was established in Thailand. (now Hino Motors Sales (Thailand) Ltd.)
- 1963** - Operations commenced at Hamura plant in Tokyo.
- 1964** - "HINO RANGER KM", Japan's first 3.5-ton medium-duty truck, was introduced. First overseas production company was established in Thailand. (now Hino Motors Manufacturing (Thailand) Ltd.)
- 1966** - Hino Motors, Ltd. and Hino Motor Sales, Ltd. created a business alliance with Toyota Motor Co., Ltd. and Toyota Motor Sales Co., Ltd. (the latter two merged on July 1, 1982 to form Toyota Motor Corporation.)
- 1971** - Hino received the Deming Award.
- 1977** - Japan's first body-framed touring coach was introduced.
- 1980** - Operations commenced at Nitta plant in Gunma. The redesigned "KAZE-NO-RANGER SERIES" medium-duty truck was launched.
- 1981** - The redesigned "SUPER DOLPHIN SERIES" heavy-duty truck was launched.
- 1985** - Operations commenced at Gozenyama Proving Grounds in Ibaraki.
- 1986** - Hidaka Delivery Center was established.
- 1988** - Domestic sales of "RANGER series" reached 500 000 units.
- 1990** - The redesigned "S'ELEGA" touring coach was launched.
- 1991** - The world's first diesel-electric hybrid system "Hybrid Inverter-controlled Motor & Retarder (HIMR)" powered bus was announced. Hino participated for the first time in the truck category at the Paris-Dakar Rally.
- 1992** - The redesigned "SUPER DOLPHIN PROFIA SERIES" heavy-duty truck was launched.
- 1994** - New symbol mark and logotype were adopted.
- 1995** - The redesigned "LIESSE SERIES" light-duty bus was launched.
- 1996** - Hino Motors 21st Century Center was established. (Hino Auto Plaza opened at the center in 1997.)
- 1999** - New "DUTRO" light-duty truck was introduced, jointly developed with Toyota Motor Corporation. Hino Motors, Ltd. and Hino Motor Sales, Ltd. merged into Hino Motors, Ltd.
- 2001** - Hino became a subsidiary of Toyota Motor Corporation
- 2003** - The light duty hybrid truck was launched, conforming to new stricter regulations on exhaust emissions, effective as of 2005.
- 2004** - Low emission high-mileage HINO RANGER Hybrid was introduced.
- 2005** - Non-step large-sized hybrid route-bus HINO BLUE RIBBON CITY Hybrid was introduced. "HINO RANGER" medium-duty truck was launched, to meet new long-term emission regulation. The redesigned "HINO S'ELEGA" was launched, to meet new long-term emission regulation. "HINO PROFIA" heavy-duty truck was launched, to meet new long-term emission regulation. Customer Technical Center was established at Hamura plant.
- 2006** - Hino Motors Sales Canada, Ltd. began assembling trucks and changed its name to Hino Motors Canada, Ltd. Australia's first light-duty hybrid truck was introduced.
- 2007** - Annual overseas unit sales exceeded domestic unit sales for the first time. Cumulative exports reached one million units. Operations commenced at West Virginia plant in USA. (Hino Motors Manufacturing U.S.A. Inc.)
- 2008** - Hino Motors Manufacturing Colombia, S.A. began assembling trucks. Hino Motors Sales, LLC was established in Russia. Low emission high-mileage HINO S'ELEGA Hybrid was launched.
- 2009** - PT. Hino Motors Manufacturing Indonesia began the additional production of light-duty trucks (HINO 300 Series and TOYOTA Dyna) in Indonesia. Hino Motors Manufacturing Mexico, S.A. DE C.V. began assembling trucks. A joint venture company, GAC Hino Motors Co., Ltd. began assembling trucks in China. The cumulative production of Hino trucks and buses reached three million units.
- 2010** - Toyota and Hino provided fuel-cell bus for Tokyo airport routes. Hong Kong's first light-duty hybrid truck was introduced.
- 2011** - New light-duty truck HINO300 Series was launched.
- 2012** - Operations began at Koga knock down factory. Hino Poncho electric bus entered pilot service.
- 2013** - Light-duty Electric Vehicle truck entered pilot service. The cumulative sales of HINO hybrid trucks and buses reached ten thousand units.
- 2014** - The cumulative number of driving seminar participants at the Customer Technical Center exceeded 50 000.
- 2015** - New modularized products were introduced in Indonesia and Thailand.



Mr. Ho De Leong, Managing Director of SWM Environment Sdn Bhd, joined the tour for his second visit to HINO. He remembers that the entrance to the HQ still looks the same and points out that even 16 years ago, the Koi pond in front of the reception area was a stunning piece of architecture. When asked about the use of HINO trucks, he explains that it is the on- and off road driving that makes the difference. "Not all the landfill sites we enter are packed grounds that make driving easy. Some sites have very loose surfaces and driving on them is rather tricky." Southern Waste Management or SWM in short, operates some 200 HINO vehicles as part of their fleet.

Another customer using HINO trucks on this trip was Lai Eng Yeow (Albert) of Skyforce Sdn Bhd. It was his first time to visit the factory, however, his company has been using HINO trucks for many years. "We are the appointed distributor for AICHI Skylift, which is also a Toyota subsidiary. There are several reasons for us to use HINO trucks. Firstly, the fact that these two brands are from Japan ensures that they are compatible. Secondly, the products have an extremely high standard of safety and lastly, the safety features on these products are crucial for us, given the task these trucks are being used for," he was saying. The fact that one of their AICHI Skylifts has been in operation for 35 years and is an AICHI speaks volumes

for the quality of the vehicles. "When we deliver our vehicles, they can be labelled as QQSR, which stands for Quality (of the truc), Quality (of the crane), Safety and Reliability".

As HINO strives to be a truly global brand, the company has made a foray into Russia. However, as there are a number of strong European players, an entry into Central Europe is not seen as an easy task. One of the key issues is to satisfy the European clients in terms of their demands towards the vehicles. Yasuda however hopes that one day, HINO will be competing with European trucks in their home markets. "It is not that we can't do it, but right now the time isn't right." **T**



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High volumes, share gains and six awards. 2015: a record year for Iveco Daily



In its first full year on the market, the “International Van of the Year 2015” New Daily achieved a remarkable success with a 20 percent increase in wholesales, compared to the previous year. The increasing growth in retail sales shows just how well appreciated this vehicle is by the buying public, as it reflects the greater popularity among owner-operators. In Europe the New Daily outperformed the market, increasing its market share by 0.6 percent compared to 2014 – a growth achieved in great part because key accounts and retailers chose this vehicle. In Latin America, in spite of the difficult market conditions, the Daily gained an even bigger share of the market with an increase of 1.5 percent.

Commenting on the result, Pierre Lahutte, Iveco Brand President said: “We are proud of the success the Daily is having around the world – especially the van models. It is reaping well deserved awards, and making inroads into the markets where it has been launched. This shows that industry experts and transport professionals alike appreciate how this vehicle has raised the bar on Total Cost of Ownership, Comfort, Drivability, Productivity and Sustainability”.

New Daily reaps awards

The New Daily has reaped awards from the moment it was launched to the public, impressing industry experts around the

world. Its first title was the prestigious European “International Van of the Year 2015” at the 2014 IAA Commercial Vehicles Show in Hannover, Germany. It also received recognition from several industry segments: the German Courier, Express and Parcel Delivery industry with the “Best KEP Transporter 2015” and “Innovation Award for KEP Transporter 2015” for the Daily Hi-Matic; the European Caravanning industry with the “European Innovation Award 2016” for the Daily Hi-Matic. Most recently, it has received the “2016 Best Commercial Vehicle” title in Chile and with the “Best Commercial Vehicle up to 3.5 tonnes” award in Germany.

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The New Daily, launched in 2014 and winner of the "International Van of the Year 2015" award, had an exceptional year in 2015, winning multiple awards around the world and meeting with a resounding success in the markets.



Daily: the professional partner to the transport industry evolves with its customers

The Daily was born to be the best professional partner to transport businesses. Over the years it has evolved continuously, anticipating the needs of its customers and providing the best solution when needed, always remaining true to its vocation for transport and premium features. With more than 2.7 million Daily vehicles sold to date in more than 110 countries across the world, it is a truly global vehicle.

New Daily Hi-Matic: the secret for absolute driving pleasure

The New Daily Hi-Matic featuring Iveco's class exclusive 8-speed automatic transmission, which sets new standards of versatility, cost-efficiency and driving comfort, is storming the market. In the first year on the European markets, the Daily Hi-Matic has racked more than 10 000 unit sales, concentrated mainly in Germany, the UK, the Nordic markets and Benelux, following a trend of constant growth that shows no sign of slowing down. The new generation Hi-Matic with ergonomic multifunctional shift lever is designed to provide absolute driving pleasure and puts the driver in the condition to drive more safely, as they can

be fully focused on the traffic and driving conditions. The New Daily Hi-Matic has attracted enthusiastic response from the markets.

Pierre Lahutte adds: "We are receiving enthusiastic feedback from customers. We have developed a product able to attract also new customers, especially those who are looking for a vehicle with premium quality and features".

Iveco further extends widest range in the market with New Daily Electric and 4x4 models

In 2015 Iveco presented the exclusive New Daily Electric, a 100 percent electric, zero-emissions vehicle, that guarantees maximum sustainability, offers superior levels of reliability and is perfectly suited for urban missions, such as door-to-door distribution and passenger transport.


Iveco also launched the New Daily 4x4 for off-road applications, which remains true to the Daily's core values of strength and flexibility and stands out for its one-of-a-kind features. The vehicle is available in two gross weight variants of 3.5t and 5.5t in chassis cab and crew cab version as well as a stripped chassis cowl, for specific setups with campers, minibuses or other tailored designs.

With these new additions, Iveco further expanded what was already the widest range in the Light Commercial Vehicle market and the only one that extends all the way up to 7.2 tonnes.

The New Daily sets off to impress markets around the world

The commercial strategy for the New Daily has seen its European launch in 2014, followed during 2015 with the introduction in other parts of the world: Africa, the Middle East, Asia Pacific, beginning with Australia – where it has been extremely well received – Russia and China, and Latin America with its initial launch in Chile, where it has already won the "2016 Best Commercial Vehicle in Chile" award.

Increasing production volumes

The Daily is manufactured at the Iveco plants in Suzzara, Italy and Valladolid, Spain where the production lines were renewed to support the new range's launch. Further investments are planned in Suzzara, where Iveco plans to focus the European production of the New Daily. The two plants have been working year-round and have started 2016 with a bigger order book than last year, confirming the continued growth in sales of the Daily. 



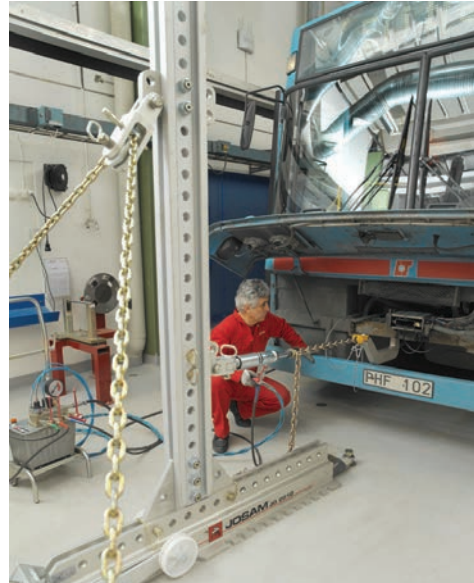
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German tyre maker Continental supports transporters with innovations

Continental presents itself with a new management team to the market with Patrick Haarmann to work alongside Cameron Wilson. Stefan Pertz speaks to the duo to find out firsthand what the market can expect from them.

Naturally, a change in top posts of a company usually means that things may be done differently than before. However, Wilson assures us that the strategy will not change. "It is about deciding where you put your money and effort. And in that respect, speaking of the truck tyre business, the strategy will be consistent," he said. Positioned a premium product, the Continental brand is focused on the market and the dealers. This promise is filtering through all the layers of the organisation with the goal of providing "Overall Lowest Operating Cost" as he puts it. Tactical activities may differ though.

Speaking about current market situations, Haarmann states that "When your premise is to work on the lowest overall operating cost, then the oil-price is just one of many factors." Obviously, the oil price affects rubber cost and therefore the cost of tyres, however Continental is aiming at improving their

products by the use of high-tech. While the oil prices may be beyond the control of operators, it is the maintenance of the tyres where they have a lot of impact. "Users should monitor tyre pressure very closely. Proper maintenance will make a huge difference," Haarmann states.

Speaking about the recently launched C3 Warranty, Wilson explained that Malaysia was the first market in which the warranty was launched as the country is a very diverse one when it comes to the use of tyres. Within the region, there are mature markets as well as developing ones and the introduction of products depends on each market. In Malaysia, all the preconditions to launch the C3 Warranty are present: a large enough market share, dealer network, own retreading facility as well as partner retreaders. Continental tyre liners are produced in their own factory, making it the ideal location to offer a product that allows users to return the casings several

times for retreading. "Customers tell us that they would use our treads after they purchased our tyres and have to retread them. This is a sign of trust in our brand," Wilson concluded.

Speaking about diverse markets, Haarmann is confident that the current product portfolio already caters to the needs of customers in different countries and that a true cross border commerce wouldn't be a problem in terms of the tyres. He said that "Our portfolio is divided into three main categories: Goods, People and Construction. Within these you find different products that cater to the specific needs of operators."





Mr. Cameron Wilson, Vice President, Marketing & Sales PLT & TT Malaysia Continental Tyres PJ Malaysia Sdn Bhd, has been with General Motors prior to joining Continental. Born in Australia, he is a father of two and has been with the German tyre maker for nine years by now. He has vast experience in original equipment for passenger cars and light trucks, which he gained in North America as well as in Asia Pacific. One year ago, he was transferred to Malaysia after being based in Shanghai for four years. Here he changed the business to be in charge of replacement tyre business in Malaysia for a variety of products. In addition, he handles the passenger car and light truck business in Asia Pacific. Having also lived in Thailand and Japan, he states that he is very comfortable here and enjoys living in Malaysia. "The people are really friendly and open here. Plus it is very easy to communicate as many people speak English. On top of that, business is very interesting."

Continental's offering includes tyres specially designed for safety, for instance where breaking on wet surfaces is needed.

Investing strongly into technology, Continental is investing in further improving the performance of tyres. However, while automation is important, the human resources are still crucial to the production of tyres. Haarmaan calls staff "Human assets and everyone contributes to the success of the business." Investing in modern production facility also means that staff needs to be trained in order to be able to maintain and operate the new machinery. "That means we need to train people and this shows that automation actually enhances the need for highly qualified people." Here in Petaling

Jaya, one finds a research hub which is working closely together with the German HQ. "The concept is to develop for the market, in the market. That way we can cater to the specific needs of the customers," Haarmaan said. As vehicles evolve, so will the tyres have to. Within the ASEAN region, a lot of infrastructure is rapidly improving, requiring tyres to also be adapted to the conditions found. With these changing conditions, the product portfolio is also going to be adjusted constantly. Rules and regulations, such as tyre labelling, are further drivers for improvements of tyre technology. Rolling resistance, wet braking and noise are labels that have been a huge driver for development in Europe.

Wilson emphasises that regular checks, not just once a week, are the single most important task any transporter could carry out in order to prolong the life of the tyres. This is not just to bring the pressure up to the recommended level, but also to identify slow or fast leakages. Wrongly inflated tyres will result in a wrong footprint and Continental is offering services to help check pressures and to educate users. "Just call us if you need assistance to set up proper procedures," Wilson offers. Later this year, Conti Pressure Check (CPC) will be launched. This is a tool that measures tyre pressure in real time and alerts operators or drivers should the tyre be wrongly inflated. The system is able to handle up to six axles positions and will send data to a telematics system. While customers will still have to wait till the end of the year for the launch of CPC, a new range of third generation tyres will be launched mid-year. "The message to the market is that we are launching new products with new technology, back with C3 Warranty

and with improved retreadability in order to offer the best possible cost / benefit for our clients," Wilson said in closing. **T**



Mr. Patrick Haarmaan, Head of Business Region Asia-Pacific Truck, Tyre Business Unit CVT has been in Malaysia for some two and a half years. He started out as the plant manager in the Petaling Jaya factory where truck and speciality tyres are being produced. He takes over the responsibility for APAC – Truck Tyres, replacement business from Benoit Henry. Before this, he has been in the R&D department for passenger cars and light trucks for some six years. France and Portugal have been stations in his career with Continental after starting out in Hannover, Germany where he started as a trainee in the R&D department after graduating with a Masters degree in Mechanical Engineering. In total, he has been with the company for some 20 years now. Also having two children, the family enjoys Malaysia a lot as well as it is a business hub as well as an easy to live in locale.



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Hello New Members!



Asian Trucker Driver Club recruits members to have a big "family".

We set up our Asian Trucker Driver Club's booth early in the morning at Multishield (M) Sdn Bhd to catch the attention of the morning PKT Logistics Group Sdn Bhd truckers.

Once the bunting saying "Keep calm, I am a trucker" is up, a group of truckers comes to our booth and is keen to know what it is all about. We manage to sign up several new members for the club and some truckers are interested to be in our "trucker of the month" column in the magazine.

Apart from registering through our website or our Facebook account, we will now have a driver recruitment activity once a month. We will work with transport companies for us to open our booth and truckers may register directly with our team.

Moreover, this is also an opportunity for truckers to get to know more about the club itself and they can get answer for any question on the spot!

We will update our Facebook account for our next location for the recruitment drive of the club. We also like you to keep us in the loop on any of your activities. Please see our Facebook page for more updates. 



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Young trucker takes the game to the real world

It was a computer game that kept him glued to the steering wheel. Becoming obsessed with a game that involves trucks, he took it to the next level: the reality.



For this issue, we have a wise young man to share his story as a “newbie” in trucking and his own reason as to why this is an interesting line of work to be in.

Mr. Mohd Amir Arif bin Fadzil, 25, was working and studying at the same time in quantity surveying. His studies were sponsored by the engineering company itself for four years. After he graduated, he worked for a few months for the company before he decided to resign as he thought being a quantity surveyor was not challenging enough after all.

He was looking for new challenges for six months before he finally became a trucker. In the “free” period he had, he occupied his idle time with playing video games.

“I play lots of video games; I play war games, racing games but one of my favorite games until now is the Euro Truck Simulator 2. After I got too obsessed with the game, I started to have the urge within myself to drive a truck, to know how does it really feel to be on the road and steering a truck,” mentioned Mr Amir excitedly.



“One fine day, I learned about the Smart Trucker Program by PKT Logistics through the internet. The objective of the program is to change the negative perception towards drivers. This program accepts fresh graduates from any university and from any course. That is when I planned to explore more of the program,” he added.


Sincer he signed up for the program, he had to go through five steps (a month each) before he could really be a called “trucker”.

During the first month of the program students have to be in the operations office and learn about the logistic operation, which is done via theory classes. In the second month he had to be in a workshop and learn the basics of repairing trucks. The third month, which is called "follow the driver", is where students sit in the passenger seat and observe the daily work of a truck driver. Following that, in the fourth month, is about to prepare oneself to take the E license and in the fifth month, after students got their E license, they then need to prepare to take the Goods Delivery License (GDL). Participants of the Smart Trucker program will drive for a number of years before they will be transferred in the operation department as senior executive, where they may then have a follow-on career, utilising their experience gained as drivers.

After he completed these five steps, he is now able to drive a truck and to work as a driver. "This program attracted me because I am able to see the development of my career. I know what I want and I enjoy the feeling of driving a truck, therefore this program is a direction towards my passion and career," he said.

"As a newbie in this field, the hardest part to me is when I need to park the truck with the trailer behind. I still need to improve on that and thanks to Dato' Michael Tio," said Mr Amir.

"I am not a smoker and I don't drink coffee either. Thus, I will always have something to chew whenever I feel bored or sleepy. Apart from that, I drink 100 Plus to maintain my energy during the day. The distance from the parking lot to my office is quite far, therefore I will jog to get there after I park my truck," says Amir.

According to Amir, he didn't get approval from his family to become a trucker but he managed to convince them when he explained about the Smart Trucker Program. In the future, this young man wishes to join any truck competition, where he can show his skill similar to the game that he's been playing. 



MAMMOET hauls with FMX



In an interesting move, MAMMOET adds six VOLVO FMX to their vehicle pool in order to be more flexible and competitive.

Mammoet's services are focused on the petrochemical and mining industries, civil engineering, power generation and offshore projects. The logistic challenges in these industries are growing daily. Factors such as remote locations, harsh climates and a strong emphasis on the environment are constantly driving us towards smarter and safer solutions.

Their services in engineered heavy lifting and transport comprise of heavy lifting services, heavy transport services, site-wide construction services relocation and decommissioning of installations as well as a number of specialty jobs that require expertise and top-notch equipment. For over two hundred years, the company has been known for the unique capability of their state-of-the-art equipment.

On Monday, 9th of May, the Malaysian branch of Mammoet received four new 6 x 4 FMX trucks out of an order of six from Volvo. Three of this batch come with retarder, as the trucks were bought in combination with three three-axle trailers and three low-beds. Trucks equipped with the retarder are to be used with seven axle low-bed trailers as per recommendations. Steven De Lange, Operations Manager of Mammoet here in Malaysia explains "The selection of the trucks was done as the vehicles simply gave us the best feeling. Also, we contacted our colleagues in Europe where we have all kinds of trucks. The feedback was that our counterparts in Europe were very happy with the Volvos, although they have traditionally used another European brand, almost exclusively. In the end, the price was right, the service package fitted

our needs and the recommendations from our HQ added positively." However, De Lange admits that the price was not the main criteria, but had some weight, obviously.

The trucks will be used for a number of tasks. Primarily, they are to haul Mammoet's own equipment. Every time Mammoet's massive Liebherr 1200 tonne crane has to be sent to a project, it needs to be shipped to the port. This crane is not just the crane, but also a number of additional items that need to be sent along. Each of the parts can be as heavy as 80 tonnes. Since one is talking about overweight goods here, the transportation of the crane using third parties is usually very costly and requires a lot of coordination with the transporter. By having own trucks, Mammoet saves a



lot of money and man-hours. De Lange reckons that the trucks only need to move the crane some four times a year and it will still be cheaper to have own trucks that are idle the rest of the year compared to utilising other people's trucks.

In addition, Mammoet has won the project for Rapid in Johor. "There are a lot of movements of our own goods as well as cranes from other parties coming in, needing transportation." Currently, Mammoet has secured four packages of the Rapid project, some requiring trucks to be permanently deployed on site, moving beams, shackles and other items needed at different locations. In short, some of the trucks will be send down South immediately where the company is now setting up a new HQ in order to be closer to the main business. While truck drivers will enjoy the new vehicles, their

role is one that goes beyond the task of driving. When the trucks don't move, the drivers will also assume the role of riggers. No driver in Mammoet is just a driver, but they are all multi-talented. "This is something we specifically ask them for as no truck driver with us is just a truck driver."

This is the first time that the company here in Malaysia has their own trucks. However, there are a number of drivers lining up to work with them, knowing that it is not just a driving job. "People will know that there is not just driving involved. But you have to remember that a simple trip to get tools or rigs from one part within the rapid project to another, it could already be four kilometres," De Lange explains. Taking a different approach to paying drivers, truckers will be paid a fixed monthly salary and overtime instead of a "per trip" basis,

which is common in the industry. "How many times do you see an accident on the highways here in Malaysia? Most of them are caused by fatigued drivers that aim at making an extra few Ringgit. We don't want to see that happen to any of the vehicles with our name on it!"

One of the challenges that De Lange sees in the market is the increased competition. He is talking not only about the transporters, but also mentions smaller cranes. "With people willingly overloading, we lose out on certain jobs as we cannot break the law. If we are not going to handle a job, someone else will do it. But then again, we didn't buy these trucks in order to break into that market, but in order to move our own equipment and to fulfil our obligations under the Rapid project." **T**





The fortunes of family-led company MANN+HUMMEL will in future be directed from the new Technology Center in Ludwigsburg

75 Years Of MANN+HUMMEL Success

From a small filter plant to a global market leader in filtration: MANN+HUMMEL is celebrating its long history of success in 2016.

Ludwigsburg-based automotive supplier MANN+HUMMEL celebrates its 75th anniversary in 2016. Founded under difficult conditions during World War II, the family-led company has grown to become the world's biggest manufacturer of oil, air, and gasoline filters, employing around 16 000 people at 60 locations on five continents.

The Founders

When Adolf Mann and Dr. Erich Hummel founded Filterwerk Mann+Hummel GmbH in 1941, they had already established successful careers. One a math teacher, the other a lawyer, they both joined Stuttgart-based clothing manufacturer Bleyle in the 1920s. In 1938 they took over the management of the family-led company after the owners were arrested.

After the start of World War II, the textile plant, which was classed as non-essential to the war effort, had few orders and

much of the workforce was sent to the front or to armaments factories. In this difficult situation, Stuttgart based piston manufacturer Mahle outsourced the production of engine filters to the Bleyle textile plant in a contract manufacturing operation.

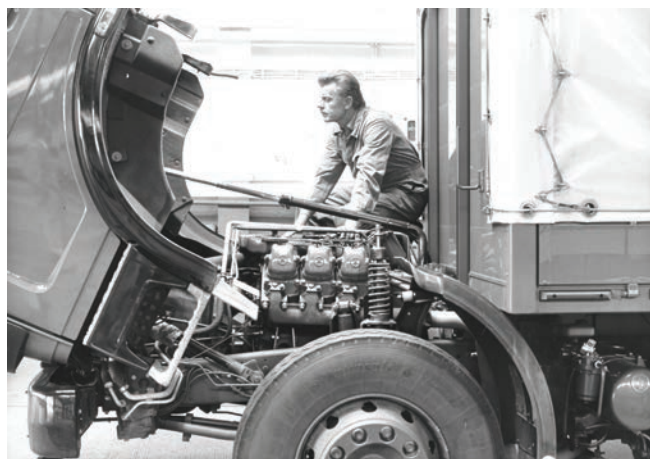
At the beginning of 1941, Mahle transferred its entire filter production to the former textile manufacturers under a license agreement. Filterwerk Mann + Hummel GmbH was founded in January 1941 specifically for this purpose. Its location was a former Bleyle plant in Hindenburgstraße, Ludwigsburg. In June 1942, Adolf Mann and Dr. Erich Hummel acquired the entire filter production business from Mahle for 1.2 million reichsmarks.

The intensive research and development activity that began immediately after the acquisition signalled the founders' ambitions. Showing remarkable vision, Adolf Mann wrote in the company bulletin "Der Herold" in 1942 that the filter as a product had a future and belonged to an area "where there would be no shortage of activity, whether in times of war or of peace."

Surviving the Post-war Years

While this assessment was fundamentally correct, after the end of World War II the demand for filters for tanks and military vehicles vanished. The filter business collapsed, and within a year Filterwerk Mann + Hummel lost half its workforce. There was demand for household goods and the company began producing items such as pots, skillets, strainers, and scourers. The company's creativity even extended to the manufacture of a handcart dubbed the "Rutscherle".

Technically more challenging were the sanitary fittings that the company produced between 1945 and 1954 under the "MANN-ARMATUREN" brand. The results were extremely successful and sales even matched those from filter production for a time. In



Testing on a running engine - Close cooperation with vehicle manufacturers has always been one of the principles of MANN+HUMMEL

the filter business, new sales markets were found in liquid filters for industrial applications and in conveyor systems in industrial mills.

The core vehicle filter business received two significant boosts after 1948 with the currency reform and the launch of the VW Beetle, for which the company was involved in the high volume production of felt cone filters.

Shaping the Future

Four key issues paved the way for the development of the fledgling company during the 1950s. The introduction of assembly line production in 1952 marked a shift towards industrial series production. Innovations such as the use of oil-soaked filter papers and the development of a wet air cleaner with coconut fibers transformed the company into a development partner and OEM for the automotive industry.

The strategy of customer proximity, which still applies today, was developed at this time. An increase in export activity led to the establishment of a number of international sales companies in quick succession. By the end of 1956, Mann + Hummel had 11 European offices and eight international licensees.

Three of these would go on to become subsidiaries – Naumann Gepp in Brazil in 1964, Taca in Spain in 1965, and TIDEM S.L.R. in Argentina in 1971. These acquisitions represented the first steps toward the Ludwigsburg-based filter plant becoming a global enterprise.

Social Policy Milestones

In parallel with ongoing internationalisation, the founders introduced a comprehensive range of social measures, which are still regarded as pioneering to this day. From 1952, the corporate health insurance company provided workers with affordable, customized insurance benefits. For decades, more than 90% of Mann + Hummel workforce was insured here.

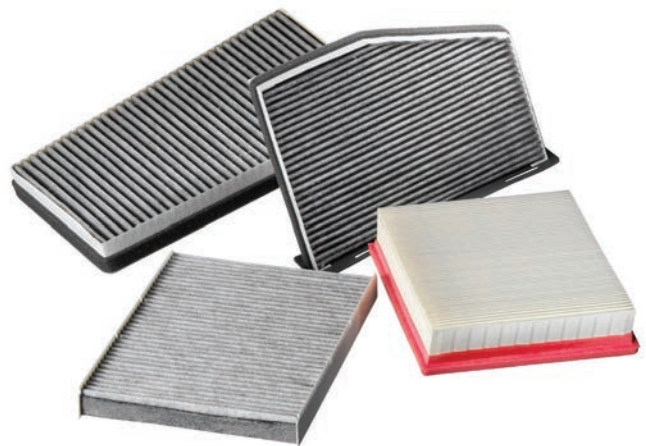
Another major milestone was the introduction of profit sharing in 1953, which gave every employee an entitlement to a share of company earnings. The housing development programme introduced in 1949 helped employees to achieve low-cost home ownership with assistance from the company. This scheme was a perfect example of the sociopolitical ideas expressed by Adolf Mann in writings such as "Education for ownership" being put into practice. Last, but not least, was the pension fund, which was set up in the 1940s. The fund was a subject very close to the heart of Dr. Erich Hummel and marked the first step toward establishing a company pension plan.

Continued economic growth and increasing demand for replaceable filters for the aftermarket necessitated the further expansion of production capacities in the early '50s. Marklkofen, in the Vils Valley in Lower Bavaria, was chosen as the location for a new plant. Filter elements were already being assembled at Schloss Warth, a property purchased by Adolf Mann. After 1962, a former pasta factory in Marklkofen was transformed into the world's largest filter plant. Today, the plant employs more than 3,000 people and produces over 166 million filters and filter elements annually.

In filter technology, engine consumption and performance optimisation become key issues along with the prevention of pollutant emissions. At the same time, new plastics replaced



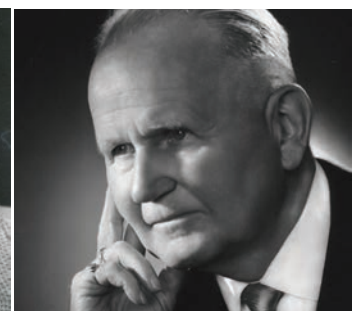
M&H Factory



Plants such as this ultrafiltration plant for water filtration will help to provide sufficient life-saving, clean water in the future



Dr Jorg-Dieter Hummel



Adolf Mann



Plants such as this ultrafiltration plant for water filtration will help to provide sufficient life-saving, clean water in the future sheet metal as a material in air filtration, which paved the way for greater freedom in housing design and combinations with systems for regulating the intake air temperature.

The company was also achieving success beyond the automotive industry, with innovations such as hydrocyclones for liquid filter systems as well as hydraulic filters. In 1969, total sales for all divisions broke the 100 million Mark barrier for the first time.

The Journey to Global Systems Provider

1971 marked a turning point when company co-founder Adolf Mann died unexpectedly after suffering a heart attack. Despite this setback, the company achieved the seemingly impossible during the 1973 to 1975 recession, which was triggered by the oil crisis. Right in the middle of the crisis, the company managed to increase exports, step up aftermarket activity, and further increase sales. Construction projects were undertaken in Ludwigsburg and Marklkofen as well as at the Filap subsidiary in Speyer in order to create space for additional production capacity.

This was also necessary due to the increased dominance of plastics. Polyurethane allowed greater freedom in housing shape design and consequently the development of system solutions. These solutions now covered the entire passage of air from the intake into the engine and were able to meet increased requirements with regard to temperature and exhaust gas recirculation regulation.

The death of Dr. Erich Hummel in 1984 brought the era of the eponymous company founders to a close. The company stocks remained in the control of the founder families, who were represented at the general meetings. This solution proved to be effective and is still in operation to this day.

Major Innovation

The introduction of lost core technology in the 1980s represented another major innovation for MANN+HUMMEL. It allowed the seamless manufacture of complex intake manifolds, which offered advantages such as low weight,

flow-optimized design, and lower noise emissions. The first plastic intake manifolds went into series production in 1989. Development of oil filter housings made from plastic also began at this time. Lost core technology opened up a whole new world of complex modular solutions in engine peripherals, and established MANN+HUMMEL as a reliable OEM partner to the automotive industry. The development of particulate filters and the new cabin filters business were also contributing factors to this success.

By 1989, the company had more than 8,000 employees and sales broke the one billion deutschmark barrier for the first time. A number of organizational changes were introduced to deal with the continued growth. Filterwerk Mann + Hummel GmbH became part of the MANN+HUMMEL Group, and this change was communicated to the outside world with its introduction as a logotype in 1996.

Innovative Strength

Environmental protection became a key issue in the 1990s. This affected production, with increased use of contaminant-free impregnating agents and environmentally friendly synthetic resins as well as the introduction of a certified environmental management system in 1998. Products were now being made from recyclable materials with a longer service life. In the late 1990s, MANN+HUMMEL broke new ground with the Multigrade filter media for oil and fuel filters and Micrograde for air filters, as well as with the development of the PreLine and VarioLine fuel filter systems.

Other innovations during this period included the integration of the air filter in the cylinder head cover as well as the development of the thermo-optimized topsys intake system and an active intake manifold with motor drive.

The MANN+HUMMEL Group pressed ahead with establishing itself in the global market. The process began with the establishment of subsidiaries in Mexico, the Czech Republic, and Singapore, followed by companies in the United Kingdom,



As part of the drive to improve efficiency and quality, robots became an increasingly familiar sight in the 1990s



Construction of a new production facility in the Lower Bavarian municipality of Marklkofen began in 1962. The site is today home to the world's biggest filter plant

France, and Japan. MANN+HUMMEL gained a foothold in the important US market in 1994 with the establishment and acquisition of multiple subsidiaries. By 1999, the MANN+HUMMEL Group had nine locations in Germany and 19 worldwide, with combined sales of 1.63 billion Deutschmarks.

Further Expansion

The internationalisation strategy continued after the turn of the millennium with the establishment of production sites in China and a sales company in Australia. Further production and sales subsidiaries in Belgium, Russia, Korea, the United Arab Emirates, and Thailand followed. The objectives of internationalisation were not only lower production and logistics costs, but also proximity to automobile-producing customers, which was so important for product development.

Like all companies in the automotive sector, MANN+HUMMEL was badly affected by the financial and economic crisis that began in 2008. However, quick, consistent, and strategically well-considered action helped the company to minimize its effects. The decision to introduce new and efficient management and production methods before the crisis in order to combat the effects of global price and competitive pressure now began to pay off.

A Code of Conduct and Social Charter have been in place across the entire Group since 2009 and are binding for all employees. A long-term corporate strategy was also developed on the basis of the Leadership in Filtration vision. Its core elements are leadership in quality and innovation as well as worldwide customer-oriented service and organic growth through the acquisition of filter companies.

Strength in America

Another important step toward this objective was taken in 2013 with the takeover of the Bosch stake in the Purolator joint venture in the United States, which had been operated jointly since 2006. The acquisition of this well-established filter manufacturer strengthened the presence of MANN+HUMMEL

in the North American Free Trade Area. In industrial filtration, the acquisition of Swedish-based Vokes Air, which specializes in filtration solutions for indoor and process air, in 2014 gave the company access to a global growth market. The development of ultrafiltration membranes and the acquisition of MICRODYNADIR GmbH in 2015 also helped to set the course for the promising area of water filtration.

In the anniversary year of 2016, MANN+HUMMEL Group is ready to face the challenges of the future. A new technology centre at the company headquarters in Ludwigsburg will provide the foundations for further growth through innovation. Despite the many changes over the last 75 years, the critical success factors remain the same and will continue to shape MANN+HUMMEL in the future. These include the humanist values of the founders as well as the continuity of the family-led company, whose owners demonstrated outstanding discipline and personal commitment in discharging their responsibilities. **F**



The star-shaped pleat of the paper filter elements enabled maximum filtration performance in even the smallest of spaces

STEELBRO Gets a boost from companies that trust a brand with strong tradition



Having recently joined Steelbro, Paul Ravinder took on the task to check out customer's experiences with the Steelbro product and asked "Is the trusted brand with a strong tradition still relevant today?"

Successful relationships have always been important to Steelbro. Paul Ravinder joined the company in late 2015 as Business Development Manager, dedicated to the Malaysian market. Since then, Ravinder has been busy introducing himself to customers and discussing how he can support their business needs. "Steelbro has always prided itself on pursuing a customer first strategy and I wanted to gain feedback and understand how we could help achieve a win-win for both the customer and Steelbro."

One of the respondents, Mr. Lew of Supreme Freight Services Sdn.Bhd. described Steelbro as "Pioneers in the market."

Advantage on short trips

Two decades have passed since Supreme International Freight forwarding was

first established. The Puchong based company provides a one stop logistics solution structured under seven main business activities: air freight, sea freight, land transportation, warehousing and distribution, customs brokerage, projects (for oversized cargo) and perishable cargo.

Significant growth was experienced in an ever changing market environment. The company soon saw the advantages of the sidelifter concept for speeding up operations. "Today the company has two Steelbro sidelifters in operation," says Mr Lew. "We use them to handle 20' and 40' containers on mainly short journeys."

One of these units is the revolutionary SB450 sidelifter designed for heavy-duty use and demanding work environments. This model has been optimised to suit the

Malaysian market with a safe working load rating of 45 tonnes allowing the transportation of very heavy containers.

"We chose the Steelbro based on price, durability and safety," said Mr. Lew when asked why he chose a Steelbro unit. "It's a tough unit – It's well-built."

No issue with heavy goods

Mr. Rao from Biforst Logistics described Steelbro sidelifters as "More reliable and with a better lifting capacity. For Biforst, the sidelifters have increased the volume of container deliveries and helped our operation to improve delivery flow as a result."

Biforst logistics began operating in Malaysia in 2004 as a logistics provider. The company expanded and soon started operating in Thailand, Singapore, Indonesia, India, Vietnam and China



**Steelbro Regional Manager - From left Mr. Andy,
Director Biforst - From right Mr. Rao**



**Supreme Freight Services Director - 3rd From left Mr. K.S Lew,
Steelbro Business Development Manager -
2nd From right Mr. Paul**

as well becoming one of the leading solutions providers in the region. Apart from logistics, Biforst has ventured into other diversified interests: technology, retail, agriculture and properties.

With more than 600 employees, Biforst has continued to grow and is now expanding operations to the Middle East and Europe.

The company handles all trucking operations across Malaysia and is capable of providing comprehensive logistics solutions. Logistics services include: cross border logistics, long haul trucking, console trucking, distribution to supermarkets, distribution from door

to door, warehousing and cross docking, forwarding services and Malaysian borders, project movement, and cold chain logistics.

“We recently invested in three Steelbro sidelifters, said Mr. Rao. “We use them for carrying 20’, 40’ and tanktainers and mainly for short journeys. We bought the SB450 because of its heavy lifting capacity.”

Enhanced customer experience long after the sales

Steelbro’s Port Klang service facility offers a 24 hour / 7 day service and support facility with an expanding regional support network.

Mr. Rao from Biforst logistics has had units serviced at the Steelbro service centre. He described this as an efficient experience where problems were fixed and responded to immediately.

Among the improved resource and capabilities being introduced are the comprehensive servicing and after sales support, mobile servicing and service plans tailored to suit individual customer’s needs. The company has a team of factory trained technicians on hand 24 hours a day, 7 days a week. Diagnostic testing is available as well as comprehensive parts availability. **F**





How tyres contribute to optimised fuel consumption

Tyres are the only thing that stand between the road and the cargo. Tyres can contribute to the bottom line in more ways than just through good deals on purchase and retreading. Giti offers some advice on how to use the rubber in an optimal way.

It is a scientific fact that we need energy to travel, as we need to overcome inertia and rolling resistance. Currently, Diesel is still the source of energy for most commercial vehicles. While burning fossil fuel contributes to pollution, it is also a major cost factor for operators. For these reasons, one should do everything to reduce use of fossil fuels.

Five factors that influence fuel consumption.



Inertia	Gravity	Aerodynamic Force	Mechanical Friction	Tyres
This term describes the notion that any body would want to maintain its current direction and speed. In order to change direction and speed, inertia needs to be overcome.	Obviously, this is unavoidable and it is the link to the weight of the goods carried.	Here, engineers are trying to optimise the way vehicles are shaped in order to offer the least possible resistance.	Every component from engine to axles to the tyres will have mechanical friction that needs to be overcome and reduced as much as possible.	Finally, this hidden and often not much considered factor are the tyres, which can contribute up to 30 percent to the fuel consumption.

Under the weight that your vehicle carries, tyres are distorted every time they turn. This causes flexing, compression and shearing. While this is essential for the driving comfort and grip, these phenomena result in rolling resistance. The tyres will return to their original shape after a while, however, in this process, energy is lost. Depending on the mixture of compounds inside the tyre, the rolling resistance will be influenced. The difficult part is to produce a molecular structure that ensures that other characteristics are also being kept.

If a tyre is underinflated, the distortion of the tyre when it rolls is far higher. Thus, the tyre will cause more fuel to

be consumed than a properly inflated one. Similarly, wrongly aligned tyres will cause higher friction, resulting in more fuel consumed. In summary so far, optimal performance is achieved by using the correct tyre, having the correct tyre pressure applied and properly aligned wheels. In addition, good driving habits will contribute positively to the fuel efficiency of the vehicle.

Interestingly enough, tyre performance improves as the tyres wear out. A new tyre will have the highest rolling resistance and therefore the most fuel needed. As the tyres wear out, there will be less rubber that is distorted, thus needing less energy. Giti radial tyres are

designed for re-grooving and retreading, giving operators the best mileage while preserving natural resources. **T**

Scan this QR code and see the effects of tire on fuel consumption:



Delo – The Caltex brand of many firsts

The early 1930s are remembered as a period of significant struggle for America. However, this time of depression marked significant achievements for two companies – Chevron (then Standard Oil of California) and Caterpillar Tractor. Caterpillar needed an oil to lubricate the high-speed diesel engines it was planning to build. The joint venture between the two companies in 1935 resulted in a multipurpose motor oil known as DELO, an acronym for Diesel Engine Lubricating Oil.

Since this first innovation, many other “firsts” followed. The first compounded diesel engine oil (RPM Diesel Engine Lubricating Oil) making high-speed diesel engines feasible was marketed in 1935. Only a year later, CalTex was founded as a joint venture of Standard Oil of California. Another breakthrough came in 1941 when the company was the first in the world to develop compound diesel engine oil that could be used in any diesel engine, which was adopted by the US Navy. The same year Delo became a registered trademark.

In the 1950s, the Delo brand pioneered the first successful multi-grade engine oil and delivered one of the first two oils approved for Caterpillar Series 3 – RPM Delo Supercharged-3 Oil. In 1957, Delo introduced the first ashless detergent engine oil. In 1967, the Delo brand introduced the first high dispersant, low ash content Caterpillar Series 3 Oil.

In 1971, Chevron Delo 400 was introduced and became the first product in the industry to meet the dual need. In the early 1980s, Delo 400 experienced a significant improvement with the introduction of additives to provide better soot dispersion. This advancement, coupled with the use of




 **Delo** Since 1935

improved detergents, decreased engine wear and kept engines cleaner. In 1984, Chevron introduced the first all-hydroprocessed base oils, which set the standard for performance in the base oil industry. Later in the decade, Chevron introduced its Low Oil Consumption Delo Multigrade SAE 15W-40 and was the first to extend a big diesel engine (CAT 3406B) to 1,000,000 miles without overhaul. It is noteworthy that in 1971 they developed a grease capable of extending lubrication intervals of heavy-duty equipment to 20,000 miles. The first recorded 1 000 000 kilometres no overhaul engine life, in a Caterpillar 3406B, was in 1989. As soon as 1996, the

first million-mile, no overhaul engine life for the three major U.S. engine manufacturers and is first to meet the performance levels of PC-7 (CH-4).

The innovations continue to be introduced in our decade with Chevron launching the Delo Grease ESI which provides extended service protection to 30,000 miles in 2011. Shortly after in 2012 Delo 400 LE reaches 1.5 million miles in a Detroit Diesel Series 60 Engine.

Chevron is working closely with the group in charge of creating this new engine oil classification and is prepared to introduce new Delo products focused on fuel economy to meet the demands of PC-11. Delo is a global brand, distributed under the Caltex master brand in Asia Pacific. 



The Chevron, Texaco and Caltex brands are recognized worldwide for their quality, performance and technology. Delo products use Chevron's proprietary ISOSYN® Technology, which combines premium base oils with additives to deliver performance that rivals synthetic lubricants. We take a closer look at this innovative brand.

An evening well spent at the **KLB WORKSHOP**



If a truck is a backbone of the company, what about the mechanic? We met with a truck mechanic to find out more about their role in keeping trucks moving.

Everyone in the industry says that they cannot afford trucks to stand still. However, repairs and maintenance are inevitable parts of the operation and eventually, every truck would have to pull into the workshop. Constant learning in his chosen trade got him to where he is today: Mr. Zamri, 30 (Pictured on far right), with 10 years of experience as a mechanic. He is currently working with Konsortium Logistik Berhad (KLB) as a truck mechanic in the "Grade Two" (senior level).

"A truck mechanic is like a nurse to a doctor. We play an important support role. I've been working with KLB for two years and a half now and I co-ordinate all repair activities with in-house contractors," said Mr Zamri.

Apart from that, his duties also include to assist in technical advice and support, ensuring jobs or tasks and repairs are on time and efficient, cost saving initiatives and quality control. We asked "How do you get yourself involve in this field?"

"During my young days, I loved cars and all sorts of automobiles; the desire to see them in well maintained conditions drove me to learn more about the industry. Today, troubleshooting and getting the job done gives me satisfaction," he explained.

"I choose the profession of a truck mechanic because I've been a car mechanic as well, but wanted a change. I would say the task is pretty similar, but when you repair a truck, everything would be twice as tough. I think to deal with a truck will challenge me more and I am more excited about it," he added.

The daily working hours are from 8.30am to 6.00pm, but in order to keep the wheels rolling, it may be required to attend cases of vehicle breakdown rescue. Obviously, there is no restriction of time: if there is a breakdown at 3 am in the morning, he will have to forgo the extra hours of sleep and drive to the location of the breakdown as soon as possible. Not just that, he needs to fix the truck problem quickly to avoid traffic congestions that may happen as a result of an immobile vehicle.



To start your career in this field, you need at least SPM and should be able to understand English language as most service manuals are in English. What is important is hard work and the willingness to learn. "I would encourage the youngsters to consider a career in this field if they have an interest in automobiles because this is a skilled job where knowledge and experience is at our hand," said Mr. Zamri.

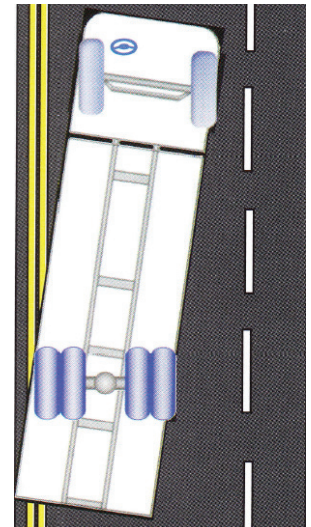
According to Zamri, as a mechanic, it is required to have a lot of knowledge and to put in effort in your work especially today where modern vehicles come with electronic control modules, new engine and gearbox design. We asked about the most important parts in a truck, "An engine and the brake system. Should these two fail to function well, it will affect the whole truck body," he smiled.

Mr. Zamri's regular morning routine would be to walk around the workshop for an overall inspection, checking on the repair work progress and prioritise on the delayed jobs. He added that mechanics do sweat a lot while working and not just from the heat, but also from the pressure. The maximum number of trucks repaired per day would be ten. For a truck that has a minor problem, the repair process may just take around 30 minutes while a truck with a major issue can easily take two to three days. **F**

STRAIGHT TO BOTTOM LINE



Manbeni Sdn. Bhd. gives us an answer on just how much money you can save with the correct axle and wheel alignment.



According to international studies, 75 to 80 percent of the wheel axles on the world's medium-heavy and heavy vehicles are incorrectly aligned. The consequence is an enormous waste of both money and natural resources, in the form of high fuel consumption and increased tyre wear. In addition, it can mean unnecessary human suffering, since it can lead to accidents which could have been avoided and in a directly harmful working environment for our professional truck drivers.

Reduced fuel consumption

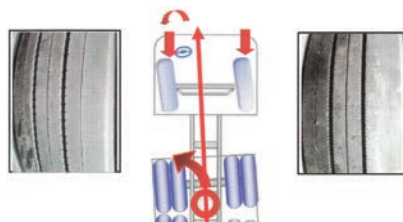
To drive a heavy truck and trailer with incorrectly aligned wheels and axles means that there is more rolling resistance than normal, which results in a higher rate of fuel consumption. A correction of the alignment problem will, in most cases, reduce fuel usage by 3-10 percent. How much you save depends, of course, on how much the wheels were out of alignment to start with, before any adjustments were made. In some cases, you can reduce your fuel consumption by up to 20 percent.

Reduced tire wear

The majority of truck owners and professional truck drivers know that the wrong tyre pressure makes the tyres wear out faster. The fact is that incorrect alignment of axles and wheels is at least as common a cause of increased tire wear. On a heavy vehicle, it can be enough to have an incorrect alignment of axles by just a few tenths of a degree in different directions, for the tyres' lifespan to be reduced by 15 to 50 percent.

Total wheel alignment with precision

Traditional methods of wheel and axle alignment have relied on various simple tools like gauges. For a long period it was generally believed that it was only necessary to align the steering front axle and if toe was OK, the alignment was completed. Today we know that there are many factors directly influencing the way the vehicle behaves on the road and that only minor misalignment makes a big difference. Manufacturers of axles



and vehicles are continually reducing the tolerances of recommended angles for alignment realizing the importance of accuracy. All axles and wheels in driving position influence each other and therefore all axles must be aligned. When we specify all axles we also mean those of the semi-trailer's. Experience as well as theory have proved that even if the tractor unit is perfectly aligned, a badly aligned semi-trailer will influence the truck's behaviour to such an extent that road safety might be at risk.

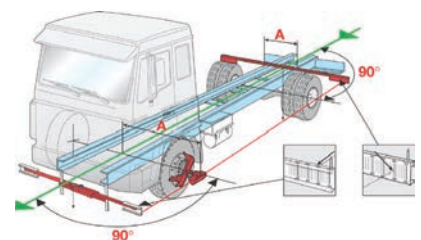
Centre line as reference

When a passenger car is aligned, most systems measure the wheel angles in relation to each other without considering the car's body position. This is acceptable

as the vehicle is quite short and narrow. But when you align the axles and wheels of a truck or a trailer using the same method, the body of the vehicle can be off a straight forward driving direction. If this is the case, the total air pressure on the vehicle will increase causing higher fuel consumption.

The vehicle can also behave unstable on the road (dog track) as there will be increased pressure on one side of the vehicle and the driver must compensate by steering against. This will lead to increased tyre wear and uncomfortable driving. Moreover, by using the vehicles total length instead of the wheel diameter, the accuracy is increased.

The ideal reference is to use the centre line of the frame as a reference. In other words we bring out the longitudinal centre of the truck on both sides by means of using self centring frame gauges. The rolling directions of the wheels are then compared to each other by using laser/camera towards measuring scales. The lasers/cameras are attached to universal wheel adapters. Josam strongly recommends performing a run-out before every measurement is taken to keep the measuring accuracy as high as possible. The reason is that one is more than often measuring on vehicles with rusty or damaged rims. **F**



SCHAEFFLER

REPXPERT

SCHAEFFLER'S new REPXP PERT is now online

This powerful tool for garages and distributors offers help and updates, using the theme "Work. Learn. Inform." as an innovative approach to provide a user-friendly experience.


The new REPXP is now available online via www.rexpert.com. With its online portal, Schaeffler Automotive Aftermarket today starts a new dimension of service for garages and distributors. Whether it is product updates or installation guides: with just a few clicks garage professionals can find everything here that they need for their daily work. In addition, the new portal displays the entire four brand product portfolio – from LuK, INA, FAG and Ruville – for the very first time.

Work, learn, inform – the new REPXP is clearly structured according to these three main topics and has a fresh, new design. Its intuitive menu navigation, with intelligent search processes and links, gets users to the information they want in a fast and targeted way. A central feature here is the online catalogue linked with Schaeffler Automotive Aftermarket's entire product portfolio, with all products of the LuK, INA, FAG and Ruville brands.

Other highlights: besides a product search function using OE, article or EAN numbers the portal also provides descriptions of the products, outlines product benefits, supplies daily product updates, installation guides – product-based, vehicle-specific and non-verbal – and makes important information available about damage diagnosis. Directly linked to every product, and therefore found quickly, are all relevant information media, such as brochures and videos.

In addition there is a large number of other features the portal offers as well including the latest press releases and even the dual mass flywheel (DMF) App that displays in a few seconds the torque and rated-values tables for freeplay angle and rock for every LuK dual mass flywheel. Simply everything a garage professional needs – at a glance.

"With the new REPXP we are continuing the success story of our online portal we established over ten years ago and giving it a new dimension of service, making it more user-friendly and dialogue-oriented," says Dr. Robert Felger, Senior Vice President Product & Marketing, Schaeffler Automotive Aftermarket. "REXP is more than an online portal, REPXP is our service brand for technical live presentations, for training seminars – in short for all of the technical services we offer with our products and repair solutions."

By the way, users already registered at the old REPXP can access the new version directly after just a few clicks. Bonus points already acquired will automatically be transferred to the new platform. For those interested parties new to the portal, initial registration is required at no charge. 





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CICM Responsible Care Award aims to improve safety

The Responsible Care Awards, organized by CICM, was first introduced in 2002. It is an initiative of the chemical industry and has been adopted by chemical companies to continuously improve safety, health and environmental performance of their operations and products in a manner responsible to the public concern.

CICM will also continue the Safe Road Award 2016 to recognize good performers and to identify best practice among chemical transporters under the CICM membership. The launch was officiated by YBhg Dato 'Ir Mohtar bin Musri, Director General of Department of Occupational Safety and Health (DOSH) together with YBhg Datuk Dr. Abd Hapiz Abdullah, CICM Chairman.

Right after the launching a signing ceremony between CICM and the Institute for Environmental and Development of Universiti Kebangsaan Malaysia (LESTARI, UKM) was another highlight of the event.

Chemical Industries Council of Malaysia (CICM) announced the commencement of the Responsible Care Award 2015/2016 and Road Safety Award 2016.

The recent incident about a lorry driver hitting several cars that were blocking the way was brought up during the press conference too, as the initiative can help to avoid such incidents to happen again.

"For such conduct, there is a code in Responsible Care. It outlines measures for transportation activities and how to ensure transport to be done safely from origin to destination and what should be done and what shouldn't. Not only do we need to have the right equipment in transportation, but as well the right people involved," said YBhg Datuk Dr Abd Hapiz.

"For this particular unfortunate event, we can see it was a failure to control emotions. The driver might be tired physically and mentally, thus, his patience



was running thin. Therefore, with our initiative, we are trying to promote as much as possible safety reminders to all transporters. However, this is a big challenge to change the mindset of the drivers as this is a prevalent problem since day one," he added.

"We are also forming another organization called National Road Emergency Respond (NRRER) that consists of three levels when responding to emergencies. We are putting much effort in getting all the members to subscribe to it," said Mohamed Noor Sany, CEO, E-Response.

CICM will also continue the Safe Road Award 2016 to recognize good performers and to identify best practices among chemical transporters under the CICM membership. Both the CICM Responsible Care Award 2015/2016 and the CICM Safe Road Award 2016 are sponsored by BDP (Malaysia) Sdn Bhd.



SHELL Malaysia Safety Awards



A 60% increase in submissions from previous year and new Health Category underscores importance of a healthy workforce. Asian Trucker went to find out more about the motivation to participate from two of the winners.

Safety is the message

The consistent message reiterated by winners of the recent annual Shell Malaysia Safety Awards was “Embracing safety as a culture can lead to positive business returns.” The awards are held in conjunction with the Shell Contractor Chief Executive Officer (CEO) Health, Safety, Security and Environment (HSSE) Forum, which brings together Shell leaders as well as partner-contractors to improve HSSE practices and performances.

The gala event was graced by Guest-of-Honour Tan Sri Lee Lam Thye, Chairman of the Human Resources Ministry’s National Institute of Occupational Safety and Health (NIOSH), who said, “Shell Malaysia’s initiative in recognising and rewarding good safety behaviour among its contractors is very commendable. Promoting and creating a safety and health culture can save lives and reduce costs to society. Evidence have shown that an increase in productivity and an improvement in workplace environment were the results of good safety and

health work practices. To know that Shell is supporting local companies to pursue the same standards of safety in their respective organisations is laudable.”

Datuk Iain Lo, Chairman of Shell Malaysia, concurred, “At Shell, safety is part of our DNA and our aspiration is to achieve ‘Goal Zero’ – zero harm to people and zero leaks from our operations. Our contractor partners are an integral part of our business – taking on more than 80% of our safety exposure amounting to 43.5 million man-hours. Given this, it is imperative that we inculcate a strong sense of safety leadership among our partners and contractors.”

How safety pays out

Speaking to two of the winners of the award, we find out more about their motivation to participate in the award scheme as it is voluntarily. Also, as both would attest, the stringent regulations imposed by Shell are already top-notch and it is hard to push the achievements of safe operations even higher. However,



they managed to do so. In a briefing they told us why the investment pays out and why there are many good reasons to put safety first.

Richard Tee, Managing Director Konsortium PD Sdn. Bhd. explains “We actually follow the Shell Global Road Transport Audit. This is one of the ways we ensure excellent safety and customer satisfaction.” According to him, the challenge is to achieve the “Goal Zero”, which comprises of six areas in which safety rules are applied (e.g. zero spillage).



"How can we identify and tackle those issues we encounter everyday at the worksite?" he asks.

Citing staff fluctuation, he said that it is a tough job to inculcate a safety oriented mindset. New drivers need to be trained according to the standards of the company. Finding good drivers, those with good attitude and safe behaviour, has become a real difficult task. Apart from driving skills, the service and maintenance of the vehicles is crucial to build a highly safe and non-dangerous operation. Here, a systematic and highly professional system is needed. Tee said that the maintenance of trucks should be undertaken in the same stringent manner as it is done for airplanes. Shell prefers their transporters to have their own workshop in order to comply with safety measures imposed. One of the key components for driver training is to teach them defensive driving. "Drivers should always look for an escape route to avoid collisions, especially when they are around motorbikes as those motorists are the ones exposed to the highest risk."

Fit for growth

Song Transport Co. Sdn Bhd. is delivering Shell petroleum products throughout Sarawak. A strong focus is placed on the health aspect, as in the view of the management; health and the growth of the company are pegged tightly together. David Lai Teck Fu, Transport Manager of Song Transport Co. said "For long term and sustainable business, you need to look at the health of your staff." Drivers are seen as the asset of the company, whereby if they are safe and healthy, the organisation will be so, too. Together with

in-house doctors, the company evaluates the physical and physiological fitness of drivers as well as their attitude and diet. Song Transport even consults drivers on their lifestyle through a comprehensive medical management system. Each driver has a record and will be checked regularly. "The Body/ Mass Index, blood pressure and cholesterol levels are some of the vital stats that the doctors collect and use as indicators for the wellbeing of our drivers," he continues. Medicine taken is also monitored over the past months. Song Transport Co aims at using this system, which was implemented last year, to ensure that the best drivers are being kept in their pool.

Through the medical cards, drivers with health issues are being consulted on their diet and lifestyle with their spouse present. As a constructive suggestion, the wives will be consulted as to how to look after the diet of the husband. "Obviously, people will listen to the advice of experts, such as doctors," he said. As the intention is to improve the health of the drivers, typically, spouses do not object to this kind of involvement as it also benefits them. Drivers are able to see the overall health status of the company in regular meetings that the company organises. To support healthy living further, there is a "Health Corner", where useful information is on display to guide staff.

In Konsortium PD, a similar approach is being taken with the "Home Visit Program". The idea here is to visit the families of drivers in order to ensure that truck pilots are safe. This is typically done for drivers that have a low-performance. "We talk to them about safety issues



and concerns, and why it is important to look at diet, stress levels and sleep patterns," Tee said. Although Tee admits that this kind of program takes a lot of effort, the records show that it is one of the most effective ways to improve the safety record of the company. "Winning this Shell award is very important to us as it is recognition of our hard work and commitment in this area. This was only possible as the entire management team believes in safety and we have put all the control mechanisms in place and are actually using them." Through this, Konsortium PD has been able to achieve their Six Zeros, making winning the award a significant milestone for the company. With this, Tee hopes to also be more competitive in the market as clients will see that the company goes beyond the minimum requirement when it comes to handling goods moved. In the long term, this may allow Konsortium PD to expand even beyond the borders of Malaysia.

Evaluating the win

A driver management system helps Song Transport to evaluate drivers. Through this, the company can see in real time how the drivers are performing. Punctuality and cleanliness of the trucks are additional indicators going beyond harsh breaking and acceleration. The findings are being shared in a daily meeting with all drivers. Good driving behaviour is being rewarded at the end of the month with incentives, vouchers or gifts for the drivers. Involved in this process are also the safety and maintenance departments as well as Shell. Shell will be counselling drivers that are under-performing in order to see why they cannot perform as well as others. Through this, one may

find out why drivers may be unreliable or not focused on the job at hand. At the same time, Song Transport will also receive feedback on how to improve the work environment. "What is the meaning of winning this award? It is a very positive encouragement, a boost to our commitment," Lai said. As he puts it, it is not good enough that just the front-line staff is practicing safety, but everyone in the organization plays a role. "However, this can only work if there is intervention," he elaborated. In the future, the company may add further activities in addition to the already existing health classes and the measuring of the Body-Mass Index. Proudly he says that "Of course all of this is profit-

making! The growth of the business ties into the wellness of the staff. It is our drivers that are moving in trucks, forming the foundation of our business." Other companies may not practice this, but Lai is confident that their own behaviour is portraying them as more competent.

When asked if Tee was afraid that others may copy their efforts, he is quiet happy to hear that others would do so. "Safety is universal. We believe that good practice needs to be shared. The objective would be the same. By sharing what we do and others picking up on it, our roads in Malaysia will become safer," he stated. **T**



Shell Malaysia Safety Awards 2016 Full List of Winners

The Shell Malaysia Safety Awards has three categories – Upstream, Downstream, and Corporate – with three winners for each category: Gold, Silver and Bronze. This year, a new category for Health was introduced. The awarding process is stringent and as such, awards may be withheld if no nominations are found suitable.

Upstream Category

- Gold – Schlumberger Drilling Services
- Silver – Baker Hughes (M) Sdn. Bhd.
- Bronze – Executive Offshore Shipping Sdn. Bhd.
– Petra Resources Sdn. Bhd.

Downstream Category

- Gold – Konsortium PD Sdn. Bhd.
- Silver – PCA Composites
- Bronze – Song Transport Company Sdn. Bhd.

Health Category

- Song Transport Company Sdn. Bhd.

*There were no eligible winners for the Corporate Category.



Nothing too big or special for CEA Project Logistics



Just a two-hour drive from Bangkok, we find CEA Project Logistics, which is rapidly expanding with services that require meticulous planning and sometimes special vehicles. In an exclusive interview we learn about what it takes to handle special transportation jobs.

A day in CEA Project Logistics is unlike the ones we know from container haulage or delivery of cement, where the routes are similar each day and the goods are homogenous. In 2009, CEA secured 80 000sqm of yard and warehouse space in the heart of Laem Chabang, Thailand. This became the CEA head office and logistics base for Asia and beyond. In 2011, CEA acquired two free trade zones located nearby in Laem Chabang port to further complement the facilities provided. As Andy Hall, Operations Manager explains "Our work is typically described as jobs that are limited in time. That could be the one-off transportation of a heavy or bulky item or it is large quantities that need to be moved just once, sometimes in several phases while being shuttled between several locations. One such project would be the Purple Line trains

that we moved. Another one some 2 500 housing modules that needed to be brought in." Even with a single machine, Hall explains that there could be dozens if not hundreds of containers that accompany the machine, therefore making the project multi-faceted.

Headquartered in Laem Chabang, the 22nd busiest port city in the world, the company benefitted from a boom that took place after the last crisis whereby projects for inland transport, warehousing and special transportation were secured. A lot of mining, oil and gas projects also saw outbound logistics to Australia. At that time, CEA Project Logistics did not have own vehicles and needed to outsource the actual transportation to owners of trucks and trailers. "The first own vehicle we had was a little Suzuki Carry," Hall said. "However, as we grew

and secured more and more projects, we realized that we needed our own vehicles. Not only was it a seller's market that didn't allow us to control prices and quality, but not having our own trucks also meant that we were inflexible," he stated further. The first trucks were ordered from HINO, which were pulling flat-bed trailers. Over time, more trucks were added. Shortly after, a number of Isuzu trucks were procured. Hall sums this up by saying "Our own trucks have made us more flexible, given us control over the quality and capacity." Today, the entire fleet is a mix of brands, totalling some 30 vehicles. These are Isuzu, Volvo and HINO truck as well as two MAN. The latter are MAN 680 and 640 8x4 used to haul loads up to 240 tonnes whereas the recently acquired HINO 500 Dominator truck also makes a run to Bangkok three times a week for the medical industry.



**Andy Hall, Operations Director,
CEA Project Logistics**

Andy Hall has been in Thailand for many years. He has arrived during the time of the automotive boom when there were a lot of construction projects going on. At that time, he was consulting a large US-American car maker. Having being with the consultancy for five years, he then moved on to CEA Project Logistics. He has been with the company for over 10 years now and has seen substantial growth of the company from a small shop house with only four staff and one vehicle. What it needs to run a project logistics oriented company is an operational sense and solid background knowledge on how such jobs should be executed.

Own trucks also allow the company to diversify. According to Hall it is not enough to just handle large projects. One needs to balance the workload and ensure that man and machine are always busy. "Having trucks and trailers standing in the yard isn't a situation you are favouring." For Thailand, CEA Project Logistics has managed to secure a contract from a well known Australian transporter. When this client secured a contract for a mining client in Laos, they did not have their own resources on the ground and hence turned to CEA Project Logistics to handle the movement of goods for a first initial year. Following this, CEA Project Logistics now handles the warehouse operation and manages the overflow when transportation is needed. As a side effect, safety features for CEA Project Logistics' trucks needed to be enhanced to comply with the requirements of the client. However, as the company handles a lot of jobs for international clients, safety is paramount anyway. "Full PPE must be worn at all times, it is not like for most truckers in Thailand that can show up in jeans and slippers," says Hall. CEA Project Logistics would also be ensuring that subcontractors adhere

to the safety standards applied. One on-going contract is for the transport of a particular dangerous good that is moved from storage to production.

Clients across the region can count on CEA Project Logistics in other countries as well. Offices are located in Myanmar, Laos and Vietnam. "We also handle a lot of cross border transportation," Hall said. Laos is currently their second biggest market with Myanmar coming in a close third. In Myanmar the company has been established for four years and the aim is to mirror what has been done in Thailand. Asset-owning is something that is important for the business and the management sees a lot of opportunities in project logistics as well as in supporting freight forwarders that are not asset-owning, but needing a more international approach to their transportation needs. To address the needs of the local market, two full spec UD Questers were purchased and coupled with locally manufactured trailers some 12 months ago. Hall however says that the Myanmar market is a tough one. While the transport rates are still quite high, the tough terrain puts a strain on




the material and requires a different kind of planning. For example, when it rains, it can be difficult to find trucks that can move. "Seasons can impact your revenue streams. For parts of the year you may be hauling logs and when the roads get too slippery, you will move cement." Normally, contract logistics agreements are set up for three to five years, but business is still very challenging according to him. Leading innovation, CEA Project Logistics is about to bring in their first curtain sider, which may well be the first one in Myanmar. This trailer is manufactured by Thai manufacturer Panus and is built specifically for one project that CEA Project Logistics has secured. Adjustments to local conditions needed to be made when it came to the handling of freight. For example, CEA Project Logistics is using 32 Foot trucks as they are lighter on a net weight, which

suits the limitations of many bridges in Myanmar. Knowing that many bridges will be upgraded, the company is already planning ahead to invest in bigger vehicles to move more goods.

Similar to other countries in the region, Thailand and Myanmar also sees a shortage of drivers. While there are plenty of people that can move a truck, compliant and competent drivers are hard to come by. Historically, there is no union in Thailand and therefore, nowadays, things are just the way they are. "When you have a situation whereby you don't care if drivers work for 22 hours a day in order to make their money, you get what you find today in many places. Having said that, we are in a position at the moment whereby we maintain our drivers with little fluctuation. This is because we managed to make people

see the benefits of a safer operation. This is obviously also good for them," states Hall. In Myanmar, a lot of training is required in order to get drivers up to the standard an international operation requires.

Having carved a niche for themselves, CEA Project Logistics has another ace up their sleeve as they have just signed a consortium agreement with Italian heavy lifting expert Fagioli. The agreement will cover Thailand, Myanmar, Cambodia and Laos. With Myanmar being the priority, the first modular system will be shipped there to be based in the country.

"Way forward, we are planning to grow organically over the next five to seven years. We believe that our main markets will be Myanmar, Laos and Vietnam", closed Hall. 



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Improving Oil is Driven by New Requirements



“The driver for fuel efficiency comes from greenhouse gas emission legislation and the ever present need for businesses and customers to cut operating costs,” Dan Arcy, Shell Global OEM Technical Manager told a session of F&L Week 2016 that was held at the Regent Hotel in Singapore, March 8 - 11. Mr Arcy’s presentation, “PC-11 Heavy Duty Engine Oil: Advanced Engine Oil Standards For Heavy-Duty Diesel Engines” fit in well with the conference’s theme “Fuels & Lubricants in a Low-Carbon Economy”.

The Future of Oil

In an exclusive interview with Asian Trucker Singapore, Mr. Arcy explained why his was a message that would resonate more with people in Asia in the future than it does in the early days of 2016. “In December 2016 FA-4 and

CK-4, as the next heavy-duty engine oil categories, will be mandatory in 2017 model trucks in North America. There are different time lines in different countries and regions and in Asia we don’t know when it will be required.”

What are these oils? CK-4 oils will have improved oxidation resistance, shear stability and aeration control and similar viscosity grades to current American Petroleum Institute (API) CJ-4 products. They are designed to replace oils for current technologies and will have minimum high-temperature, high-shear (HTHS) viscosity of 3.5cP.

FA-4 oils will have all the benefits of the CK-4 formulations, but will be formulated to have a lower HTHS viscosity (2.9 - 3.2 cP), which is known to provide a fuel economy benefit compared with oils having higher HTHS viscosity. As lower

viscosity oils can form thinner films, designing products for wear protection will be critical for oil formulations.

The Benefits

While there are no requirements in Asia to use these oils here there will be benefits, environmental and economical, from using CK-4 that can be used in any commercial vehicle. Trucks currently in use in Asia are not able to use FA-4 oils.

“If all on-highway trucks in America achieved a 1% fuel economy improvement,” says Mr Arcy, “we would see an annual reduction of millions of tons of CO₂. it would be like pulling 23 000 trucks off the road.” In the United States it is very important for the manufacturers and users to look as green as possible. Sustainability is becoming of greater importance to all OEMs.

Over the past decade engines for commercial vehicles have changed a great deal, but oils have not. Shell's Dan Arcy explained to Asian Trucker why oils are changing now.



Cost Savings

The environmental benefits are clear, as is the economic argument. "Our oils has demonstrated a 1.6 % fuel economy benefit," Mr. Arcy continued. "Fuel is one of the major costs of fleet owners so savings are important to them. Let's just say we achieved a 1% savings in a single day of 1 million gallons of fuel. At current prices that would be a US\$2 million a day savings."

Mr Arcy told his audience: "Shell is actively involved with leading and helping to develop the next generation performance standards for heavy-duty engine oils. Our drive," he continued, "toward lower viscosity 'thinner oils' is to help provide fuel economy improvements and emission reduction."

Oil Testing

Shell continues to do field tests and has completed more than 30 000 000 miles (and growing) of low-viscosity field trials while inspecting 14 engines from a variety of OEMs. Shell's test indicate that low HTHS oils can maintain engine durability under most conditions.

During each trail, oil samples are taken and analysed to evaluate the oil's wear protection and viscosity performance. Used oil analysis can provide information,

for example, about coolant leaks. This information can be used for preventative maintenance.

FA-4 oils have lower viscosities and therefore form thinner oil films than any products currently on the market, so ensuring that they provide good wear protection is critical. Shell has assessed the wear protection performance of low-viscosity oils in the field for several years and demonstrated that low HTHS viscosity oils can deliver effective wear protection and long oil life.

Drain Time


"One of the concerns of fleet owners is the oil drain interval. With these new products the oil drain interval could possibly be extended under certain conditions. The changes made to the specifications could allow for longer drain intervals. It is up to the OEM when to recommend when an oil change should be made, but the new specifications could allow for longer drain intervals. This is important to the owners of vehicles as it could mean more time on the road and less time in the shop," Mr Arcy stated.

"I am surprised at how long it has been since there has been an upgrade in oil for commercial vehicles," he stated. "In the

past it has been a four to five year period between changes in specifications. This time it has almost been 10 years."

Engines Progressed

During the decade since the last API diesel engine oil category for North America was developed engines have changed considerably and have improved fuel efficiency and increased power outputs. New emission legislation scheduled for diesel-powered commercial transport vehicles in 2017 requires reduced carbon dioxide emissions and improved fuel economy. This has created the need for a new performance level of lubricants. The specification defining these new lubricants was referred to as Proposed Category 11 (PC-11) during the development process and now, since the finalization of the specifications, they are designated as API CK-4 and FA-4. These oils will be first licensable in December 2016.

"Selecting the right oil is critical for heavy-duty-vehicle owners," Arcy stated. "Soon they will have new choices that can deliver them benefits on a number of levels." 

Daimler Trucks launches fleet test with electric truck from Fuso



Daimler Trucks has launched the first fleet test for emission-free, electric trucks in Germany. Dr Wolfgang Bernhard, Member of the Board of Management of Daimler AG, responsible for Daimler Trucks & Daimler Buses, and Marc Llistosella, President and CEO of the Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and Head of Daimler Trucks Asia, handed over the five battery-powered Fuso Canter E-Cells to Stuttgart's mayor, Fritz Kuhn, and the Hermes Logistics Company.

Daimler Trucks' Fuso brand is a leading producer of partially and all-electric light-duty trucks. The Daimler Truck branch invested in 2014 and 2015 in total 2.5 Billion Euro in research and development with the focus on connectivity, safety and drive efficiency. Within the efficiency topic, electric mobility of course plays a major role. The Mitsubishi Fuso Truck

& Bus Corporation (MFTBC) invested 40 Million Euro in the development of electric driving so far.

Over the next twelve months, the Municipality of Stuttgart will test four 6-tonne Fuso Canter E-Cell in a tough everyday working environment. Two vehicles with hydraulic tipper bodies are to be deployed in road construction and landscaping. Two vehicles with box bodies will be assigned to municipal furniture transport and waste disposal operations. Another Canter E-Cell will carry out parcel deliveries in urban traffic for the Hermes Company.

Electrically powered trucks predestined for urban short-radius distribution

Dr Bernhard noted at the handover ceremony: "Today's combustion engine is highly efficient, eco-friendly and, above

all, clean. In long-distance transport it will remain the only option for a long time to come. In urban short-radius distribution, a partial switch to electric trucks will become technically feasible and economically viable within a few years' time. With this fleet test, we are making a small yet important contribution to urban mobility in Stuttgart. Daimler Trucks is pushing ahead with the further development of this technology. Together with the Municipality of Stuttgart and the Hermes Company, we are taking a key step towards market maturity today."

Marc Llistosella emphasized: "We at Fuso have acquired extensive experience in the development of local emission-free commercial vehicles. I am firmly convinced that the Canter E-Cell will now prove its strengths in the German climate and in the topographically very demanding area of urban Stuttgart. The Canter E-Cell



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offers our customers transport services which are not only environment-friendly, but also economical. Our test in Lisbon revealed savings of around 1 000 Euro per 10 000 kilometres in comparison to diesel trucks."

Stuttgart's mayor, Fritz Kuhn, observed: "Sustainable mobility is a key issue for cities and electric mobility is an important element. This is where the Municipality of Stuttgart is showing the way. We've decided to make a change to our fleet: all new cars purchased by the Municipality will be electric. I think this sends out a very strong signal. So we're also very happy to test the four Canter E-Cell vehicles in day-to-day city traffic. "Daimler and Hermes are united by a long and joint tradition in the promotion of alternative drives", explains Dirk Rahn, Managing Director Operations at Hermes Logistics Group Germany. "As a pioneer in the industry, we as a company were among the first to test the early electric vehicles under real-world conditions. We are similarly proud today to be using the new electric 6-tonne truck for our parcel deliveries. The project is part of our long-term climate protection programme, under which we intend to systematically halve the CO2 emissions of our fleet by 2020. We are very pleased to have found, in Daimler Trucks, a renowned partner for this project."

Results of the first fleet test in Portugal: Canter E-Cell cuts operating costs by up to 64 percent

In the course of an initial fleet test in Portugal, the Canter E-Cell has already proven its merits in short-range delivery operations and urban transport. During the year-long test from June 2014 to June 2015, eight vehicles were in service with customers in Lisbon. With ranges of over 100 kilometres, the vehicles exceeded the average daily distance covered by many trucks in light-duty short-radius distribution. On the basis of the prevailing costs of diesel and electricity during the test period in Portugal, operating costs were lowered by up to 64 percent in comparison to a conventional diesel truck.

Canter E-Cell developed at the hybrid centre of excellence in Kawasaki

Fuso is pushing ahead with the further development of this drive technology while the current customer trials are

still in progress. Fuso's engineers are already working on the next generation of the Canter E-Cell – with the firm goal of making it even more suitable for everyday use and more economical. At the centre of excellence for hybrid

The handling strategy for the Canter Eco Hybrid is based on the vehicle starting up and moving off in quiet, electric mode. Then, at a speed of around 10 km/h, the diesel engine cuts in. Below this speed, it also runs at idle to supply power to the




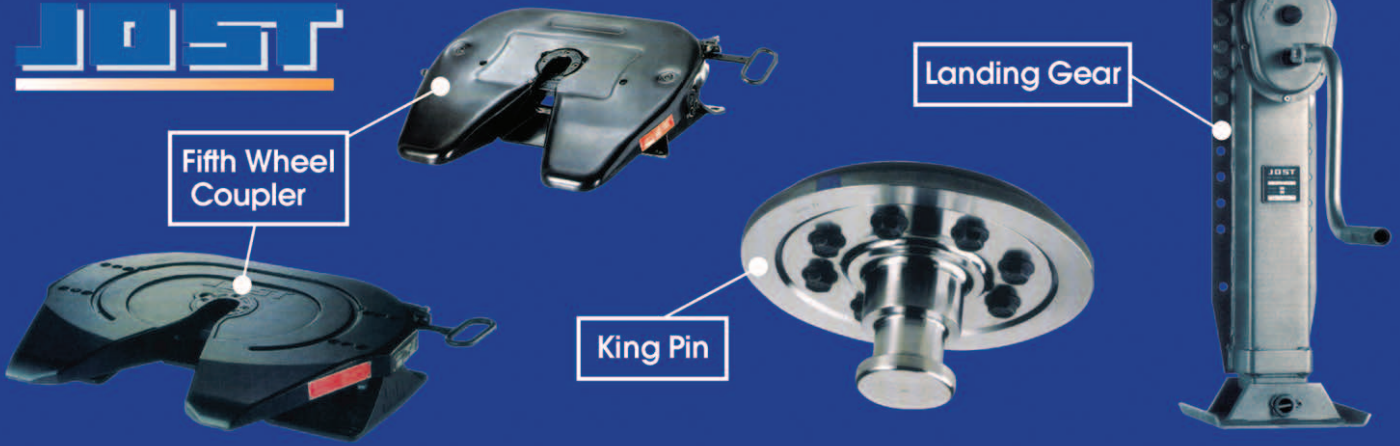
vehicles in Kawasaki, Japan, Daimler Trucks possesses more than 40 years of experience in the development of alternative drive systems. The engineers at the "Global Hybrid Center" were also responsible for developing the battery-electric, local emission-free Canter E-Cell, in close cooperation with the colleagues at the Tramagal plant. The electrically powered light-duty truck was premiered at the IAA Commercial Vehicles show in 2010. The current test fleet was manufactured on a prototype production line at the Fuso plant in Tramagal, Portugal.

Fuso leads the field in partially electric light-duty trucks with the Canter Eco Hybrid

Fuso is the leading manufacturer of partially electric light-duty trucks. Some 3500 Fuso Canter Eco Hybrids are in service with customers around the world.

ancillary assemblies. Another strength of the Canter Eco Hybrid is its load capacity. The additional weight resulting from the hybrid drive amounts to only around 150 kilograms. This means a load capacity of up to 4.8 tonnes for the 7.5-tonne model as a chassis with cab.

Daimler Trucks Asia's headquarters and the largest plant are located in Kawasaki, near Tokyo. The second plant, at which trucks of the BharatBenz and Fuso brands are produced, is in Chennai, India. Some 170 000 trucks and buses of the Fuso and BharatBenz brands are produced annually in Kawasaki and Chennai for the Japanese and Indian market as well as for the export. They are sold in more than 150 countries. As such, Daimler Trucks Asia accounts for over 30 percent of Daimler's global truck sales. Fuso is the Daimler Group's best-selling truck brand. 



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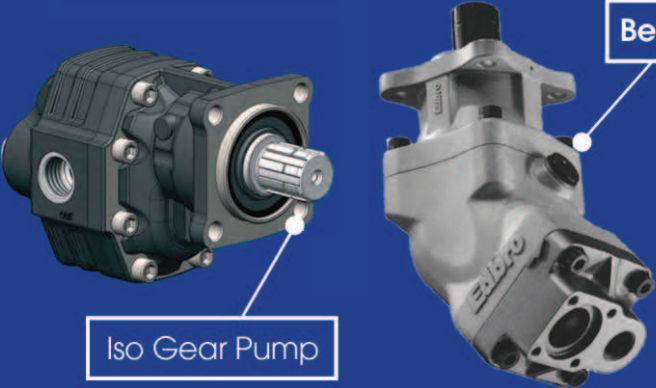


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
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KATMERCILER, established in 1985, is a market leader in Turkey with its powerful Research & Development Centre and the only public company of its sector listed at the Istanbul Stock Exchange (BIST). According to the Turkish Exporter Association (TIM) KATMERCILER were also ranked in 2014 as the largest exporter of its sector. The production abilities of over 30 certified products and design capabilities places the company into the global market with an export network of more than 50 countries worldwide for high-tech products such as Firefighting Vehicles, Rescues Vehicles, Recovery Vehicles, Anti-Riot Vehicles (Water Cannons),

Combined Jetting Units and Jetting Tankers, besides the production of Cesspit Emptier Vehicles & Vacuum Tanker Trailers, Articulated Platforms, Telescopic Platforms, Sliding Platforms, Hydraulic Refuse Garbage Compactors, Garbage Compactor Trailers, Skip Loaders, Hook-Lifts, Water Tankers & Water Tanker Trailers, Fuel Tankers & Fuel Tanker Trailers, Dampers & Tipper Trailers, Mobile Workshop Trucks, Lubrication Trucks, Flatbed & Low-bed Trailers, Bulk Cement Trailers, Cargo Bodies With Cranes and Snow Plough. In addition to the defence Industry products such as APC (Armoured Personnel Carriers) and MRAP (Mine Resistant Ambush Protected). 



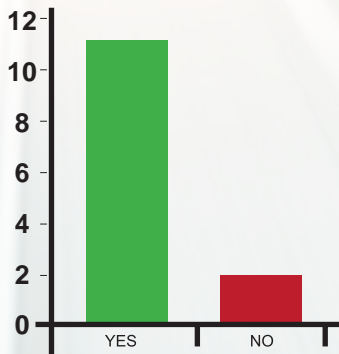
What truckers think



Asian Trucker has been fortunate to be able to access a group of truck drivers in order to gather some insights into their daily work. Although the group was very small, the results are nonetheless interesting.

1. Have you received training on truck driving before?

Answered: 13 Skipped: 1

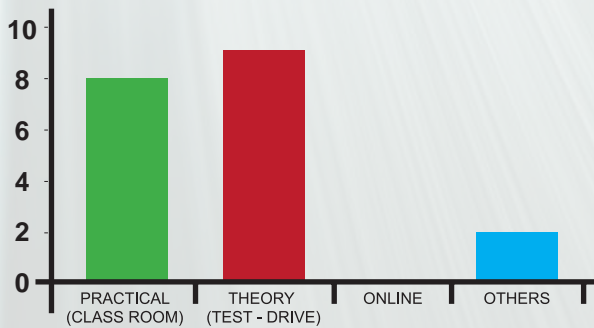


Additional notes:

One out of the two participants that have not received training is part of the Smart Trucker Program created by PKT Group and is yet to graduate.

2. Please specify the kind of training you've received?

Answered: 10 Skipped: 3



Additional notes:

Others: i. "Volvo"
ii. "Driving license"

3. How often is this training held?

Answered: 6 Skipped: 8

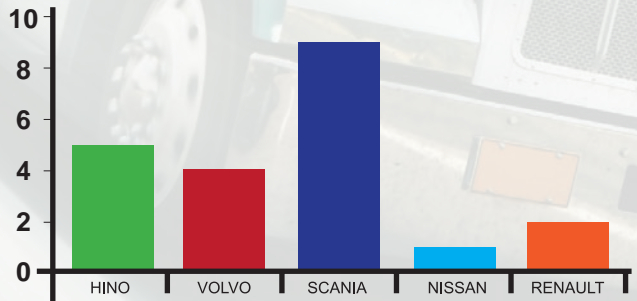
TWICE A YEAR

Additional notes:

1. One participant mentioned it was between 2-3 times a year but overall, the rest stated twice a year

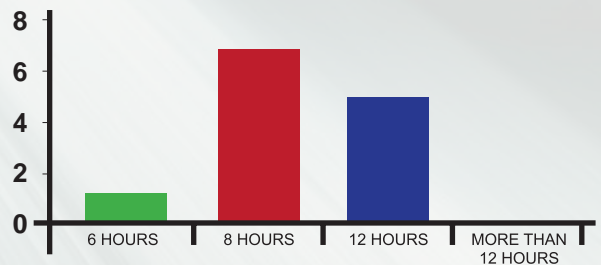
4. What truck brand and type are you using?

Answered: 14 Skipped: 0



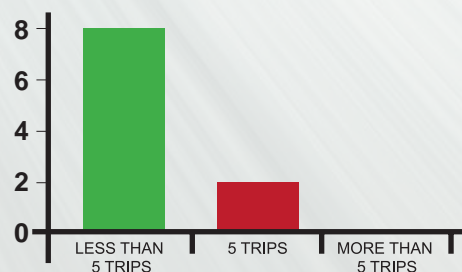
5. On average, how many hours do you work in a day?

Answered: 14 Skipped: 0



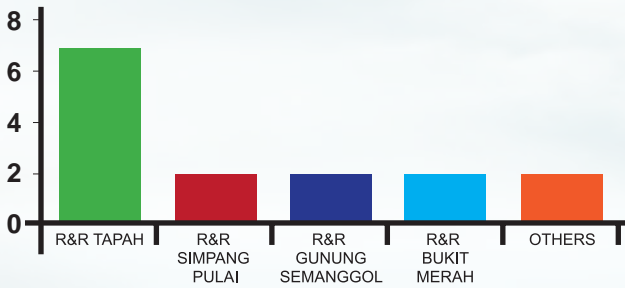
6. Generally, how many trips do you make in a day?

Answered: 13 Skipped: 1



7. What is your opinion on the R&R facilities provided?
Which is your favourite?

Answered: 12 Skipped: 2



Others:

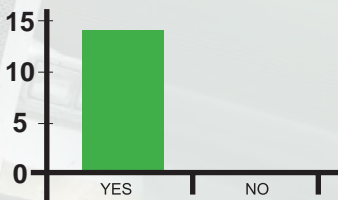
- i. R&R Pagoh
- ii. R&R Dengkil
- iii. One answer was deemed irrelevant

Comment:

- i. Despite R&R Tapah being closed from 03 September 2015 – 16 April 2016 for renovation works, it had the highest amount of votes from the participants.

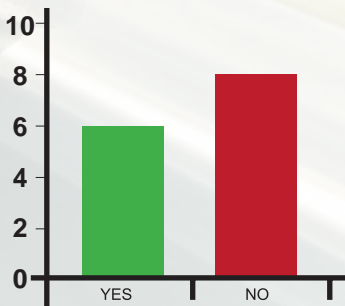
8. Do you receive other remuneration(s) besides your basic salary?

Answered: 14 Skipped: 0



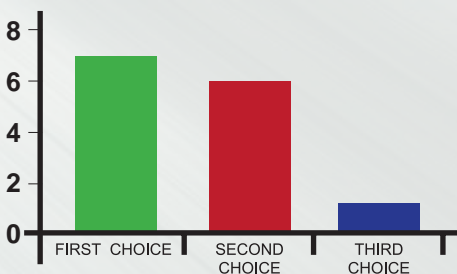
9. Do you have other family members in the trucking industry?

Answered: 14 Skipped: 0



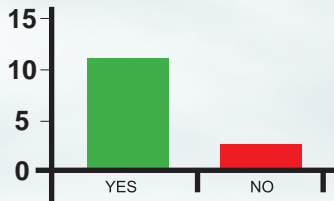
10. Is this career your:-

Answered: 14 Skipped: 0



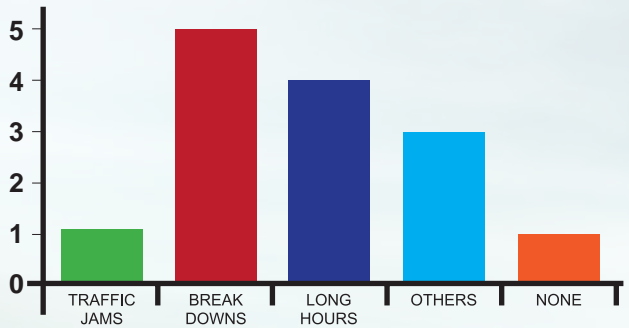
11. Would you recommend this career to the younger generation?

Answered: 14 Skipped: 0



12. What do you like least about driving trucks?

Answered: 13 Skipped: 1

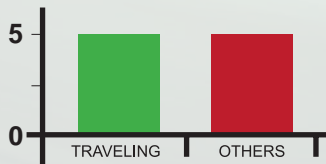


Others:

- i. "Speeding"
- ii. "Loading/Unloading process"
- iii. "Road rage"

13. What do you like the most about driving trucks

Answered: 12 Skipped: 2

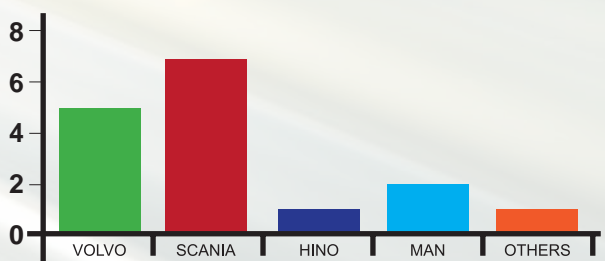


Others:

- i. "Completing tasks"
- ii. "Big trucks"
- iii. Two answers was deemed irrelevant

14. Which is your favourite truck? Why?

Answered: 13 Skipped: 0



Opinion(s):

- i. "Scania – Comfortable"
- ii. "Hino – Comfortable"
- iii. "MAN – Amazing power"
- iv. "Scania – Awesome"
- v. "Volvo & Scania – More Comfortable"
- vi. "Scania – Easy to handle"
- vii. "Volvo – Comfortable"

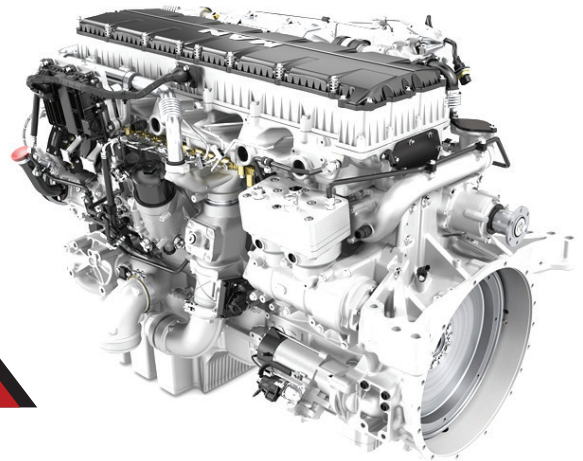
Others:

- i. Mercedes

Additional notes:

- Three answers were deemed irrelevant.

MAN D3876 engine named 'Diesel of the Year 2016'



Unveiled for the first time at bauma 2016 – an innovative concept for off-road applications, tried and tested in trucks

MAN's D3876 engine for trucks, construction equipment and agricultural engineering applications was crowned 'Diesel of the Year 2016' at bauma 2016, with the panel of judges citing its innovative concept as the grounds for their decision. The prize has been awarded by the Italian trade magazine DIESEL for the past 11 years.

The panel, comprised of journalists from several motoring publications, was impressed by both the fundamental concept and the high-strength materials of the D3876, which brings together a new six cylinder in-line engine and tried-and-tested MAN D20/D26 engines. "This makes the D3876 a newly developed engine which at the same time still possesses experience garnered over millions of kilometres," said enthused judge and editor of DIESEL and DIESEL International Fabio Butturi. Taking this concept as their starting point, MAN engineers have achieved numerous technical innovations in the development of the D3876. Top-down cooling, domed valves,

steel pistons, fire rings and common rail injection of up to 2500 bar all contribute to making the D3876 an incredibly reliable and cost-effective, yet refined engine.

At IAA 2014, MAN Truck & Bus presented the then newly developed 15.2 litre, six-cylinder in-line D3876 LFOx diesel engine: a powerful, highly efficient and extremely reliable truck diesel engine for demanding transport tasks. This was followed by the unveiling of the further development of the D3876 as an engine for installation in agricultural engineering and construction equipment at Agritechnica 2015 and bauma 2016. The D3876 LE12x offers a power spectrum of 415, 450 and 485 kW (565, 612 and 660 hp) for forage harvesters, crawler excavators and a huge range of other applications. Cutting edge exhaust gas recirculation and SCR technology ensures that the engine easily meets the Tier 4 final and CARB US emission standards, as well as EU Stage V. **✓**

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WABCO Acquires Laydon Composites Ltd; Expands Aerodynamic Product Portfolio for Heavy Duty Trucks and Trailers Worldwide

WABCO announced that it has acquired Laydon Composites Ltd. (LCL), a manufacturer of aerodynamic devices for heavy-duty trucks and trailers. LCL generated revenues of approximately CAD\$25 million in 2015 and is headquartered in Oakville, Ontario, Canada. Building on more than 30 years of experience, LCL was previously privately owned and operated.

Through the acquisition, WABCO is the only supplier that provides a full range of aerodynamic devices for commercial vehicles worldwide. Aerodynamic products reduce air drag of commercial trucks traveling long distances at highway speeds, thereby lowering fuel consumption and CO2 emissions. Aerodynamic devices help commercial vehicle fleet operators to improve their operational efficiency and environmental performance.

WABCO and LCL combined provide a comprehensive portfolio of aerodynamic devices for heavy duty trucks and trailers for markets worldwide. LCL pioneered and continues to advance aerodynamic technology that is standard equipment

on leading brands of heavy-duty trucks in North America. The company's collapsible air fairings improve air flow over tractor cabs, reducing fuel usage as much as 12 percent. For trailers, LCL's patented, SmartWay Elite certified Trailerskirt® and nose fairings reduce air drag for a combined 9 percent fuel savings and lower CO2 emissions. **T**



SCANIA'S HYBRID truck wins prize for innovation

Scania's recently-launched hybrid distribution truck has been awarded the prestigious German prize Green Truck Future Innovation 2016 by the leading trade magazine VerkehrsRundschau. The hybrid solution allows an 18-tonne distribution truck to operate solely on electric power for up to two kilometres. Electric operations are primarily intended for situations such as city distribution at night in noise sensitive areas or driving through warehouses and underground car parks where exhaust fumes must be avoided. In the electric mode, the sound level is below 72 dB(A).

The electric motor is combined with Scania's 9-litre Euro 6 engine, which can be operated on 100 percent biodiesel, such as FAME or HVO. With this latter fuel, CO2 can be reduced by as much as 92 percent.

This modular powertrain has an electric motor that delivers 130 kW (174 hp), with a torque of 1,050 Nm, that sits between the engine and a special version of Scania's automatic transmission. Usable battery capacity is up to 1.2 kWh, a moderate energy usage based on a balance between the battery's lifetime and driving range. **T**

**ASIAN
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The 6th Asian Trucker Networking Night

Asian Trucker is proud to announce the 6th Asian Trucker Networking Night to be held on 21st of July.

Invitations will be send out shortly, but you may already register your participation by writing to nicole@asiantrucker.com

The last year's instalment of this signature event saw over 600 participants joining.

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New Head of Business Region Asia Pacific Truck Tire at Continental Commercial Vehicle Tires



Continental has appointed a new Head of Business Region Asia Pacific (APAC) Truck Tire. Patrick Haarmann assumed this position on March 1 and is now responsible for the truck tires replacement business in the Asia Pacific region, located at the APAC headquarters in Petaling Jaya, Malaysia. In his new function he directly reports to Andreas Esser, Executive Vice President and head of Continental's business unit Commercial Vehicle Tires. Haarmann is the successor of Benoit Henry who now works for Continental in Mexico.

"I am pleased to lead the team towards our vision of offering the lowest overall driving costs and to become the preferred solution provider for all our truck tire

customers in the Asia Pacific region," said Haarmann on his direction for APAC in the future.

Prior to his new role, Patrick Haarmann was the plant manager at Continental's commercial vehicle tires plant in Petaling Jaya, Malaysia, for more than two years. Before that he served for six years as Vice President at Continental's research & development center for passenger car tires and motor cycle tires in Hanover, Germany. Haarmann also worked several years for Continental in France and Portugal. Altogether, he has been in the company for nearly 20 years - where he began as a trainee after earning his master's degree in Mechanical Engineering.

Nippon Paint unveils 2016/2017 automotive colour trends for Asia

Not just for cars, but truck operators can as well choose colours from three themes to suit their personality and vehicle.

Nippon Paint Malaysia Group ("Nippon Paint") unveiled the Automotive Trend Colour 2016/17 which comes in 39 colours based on three key themes - Wander-Lust, New Eco and We Are One.

Optimised for the automotive industry, Automotive Trend Colours 2016/2017 are based on the Asia Pacific Chromazone Colour Forecasting Workshop that was organised by Nippon Paint collaboration with Colour Marketing Group. The initiative brought together 80 design professionals from across Asia to develop a truly Asian colour palette.

"Our colours can also be used for trucks but unfortunately not all colours are allowed by the Road Transport Department Malaysia (JPJ) because there are certain standards imposed by JPJ that truck operators need to follow," said Mr



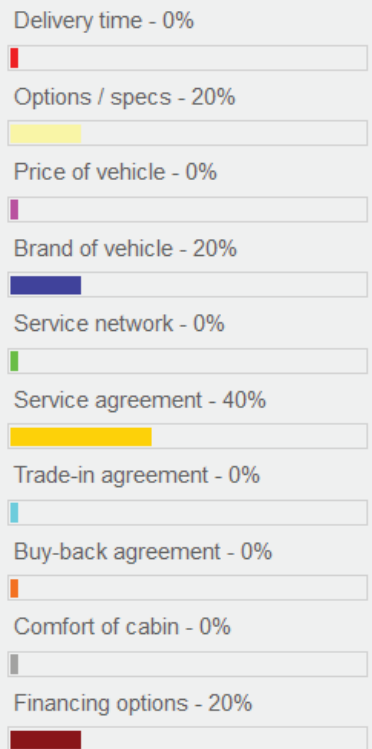
Alex Yoong, Assistant General Manager (marketing) of Nippon Paint Malaysia Group.

"Taking leadership on colour innovations and our focus in the Asia markets, we at Nippon Paint are introducing these colours that is set to drive the trend for the current and coming years. We understand that cars are not merely modes of transportation but an extension of our personality and an emblem of our achievements in life. Similarly, just like decorative coatings, automotive colours can also be used as a platform for self-expression and this is an important facet for our consumers," said he added.

Asian Trucker online survey results

Snap Poll

What is the most important criteria to buy new trucks?



Latest Crash Sled now Operational: ZF TRW Adds to Investment in Anting Research Centre, China



3D crash simulations, exceeding US NCAP requirements for Oblique Moving Deformable Barrier (OMDB) at 90kph. Side impact testing can reproduce load cases compliant with Moving Deformable Barrier requirements for IIHS, US NCAP, Euro NCAP, C NCAP and UN R95. The equipment can test front seat collision only, rear seat collision only or a combination, and has the capability for multiple seat plan alterations.

ZF TRW, the active and passive safety division of ZF Friedrichshafen AG, is today opening the crash sled section of its Anting Technical Centre – underlining its commitment to investment in China. The inclusion of the latest model Servo Sled, the fourth crash laboratory within the company's global footprint, will be located at its state-of-the-art research and development facility in Anting.

research, and technical staff and was officially opened in June 2014. It was designed and built to house more than 20 scientific testing labs supporting all of ZF TRW's primary businesses including driver assist systems, braking, steering, occupant safety and electronics. The center supports vehicle manufacturers in bringing advanced safety systems to the Chinese market and the broader Asia Pacific region.

The 66,000 square meter facility, ZF TRW's largest technical center worldwide, employs more than 1,200 engineering,

This latest equipment provides advanced frontal crash testing with a static pitch and yaw reproducing realistic

Additionally, the sled is large enough to simulate load cases for both far side impact and the interaction between driver and passenger in such a scenario. A greater number of flexible mounts for cameras enables more test viewing angles and images. The sled also features flexible preparation sectors which can provide confidentiality of simultaneous test set-ups for multiple customers. Combined with pre-defined fixtures and processes to allow fast changes between tests, this sled has the ability to test an estimated average of 1000+ shots per year. **F**



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The New CSC Fitting Guidelines

FTE has introduced new CSC fitting guidelines to help mechanics with questions regarding installations of Concentric Slave Cylinders for clutches.

The useful CSC 10 step fitting guide tips from the leading OE manufacturer of CSCs FTE automotive explain the correct techniques to ensure that the product fits and performs as expected. The guideline focuses on best practice in fitting a CSCs and when followed eliminates the most common fitting issues experienced by garages.

Erik Lundtoft, Executive Director Global Aftermarket at FTE automotive says "Mechanics only want to fit once and with confidence and do not want the cost on doing the job again on one of the most time consuming repairs. Drivers rely on their trusted garages and will not pay twice because the job may have gone wrong. We'd like to show mechanics the correct procedures to follow when fitting a CSC as well as understanding common causes for CSC installation damage."

With the new CSC fitting guidelines, FTE ensures that mechanics are up-to-date with the latest clutch hydraulic technology which can make their lives easier in the long-term. Using the manufacturer specific knowledge on clutch hydraulics, the advice to use O.E. replacement products and instructions on correct CSC fitting, FTE gives mechanics and garage owners the opportunity to boost their profits and inspire customer retention at the same time due to zero customer complaints in CSC fittings. **F**

New Trailer Power Management System Introduced by Phillips Industries

Phillips Industries has introduced the PERMALOGIC™ Smart-Charge trailer power management system. This "smart" charging system for liftgate and auxiliary battery banks recognizes and automatically manages the best power source(s) to charge your batteries from all available sources collectively at the same time.

The PERMALOGIC™ Smart-Charge system stands out among other power management systems because it can pull collectively from all available sources, unlike other systems on the market that can only draw power from one source. The PERMALOGIC™ Smart-Charge can pull from the following sources individually or collectively: the dual/single pole liftgate charging system, the tractor batteries, the reefer, and even from a fourth source such as solar power. The system has built-in low voltage detection to avoid draining power sources, and an LED indicator to display which power input source is being utilized.

"Some trailer applications tax the batteries more heavily than others and cannot keep up with existing charging methods that rely on a single source" commented Adam Bean, new product development manager at Phillips. "This system is the ultimate solution which accommodates for all charging methods."

This cutting edge charging management system ensures that no matter which applications a fleet uses they will always get the most power and charge to their trailer battery system. **F**

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