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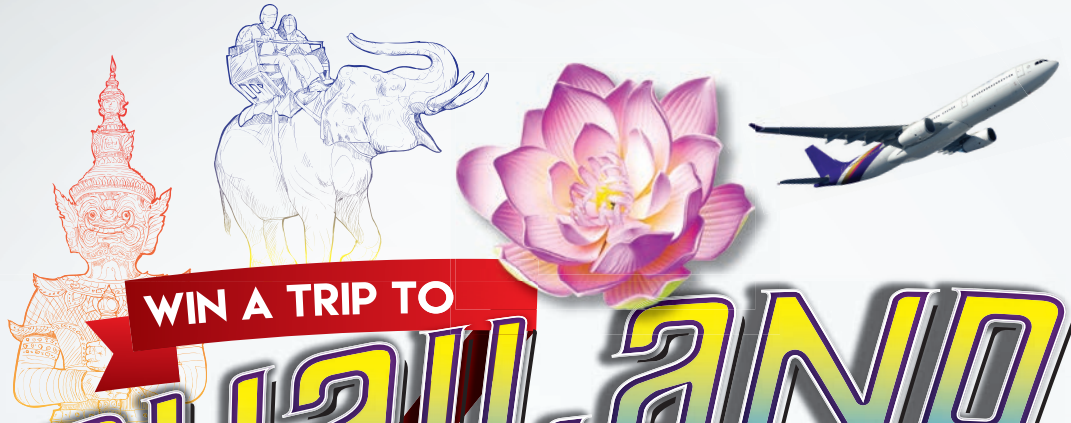
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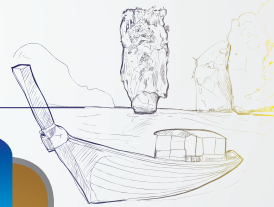
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420-30 -420Hp

Transmission
ZF Friedrichshafen
AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction

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8x4

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TRUCK**



Engine
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Transmission
ZF Friedrichshafen
AG.

Chassis
Double Layer

Rear Axle
Hub Reduction

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Transmission

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- 320mm * 90mm

Rear Axle

- 16 tons + 16 tons
- Hub Reduction

MIXER TRUCK

6x4

8x4



Engine

- FAW -CA6DM2 - 39
390Hp ; 11045 cc

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
(8mm + 8mm)

Rear Axle

- 16 tons + 16 tons
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FUELLING BUSINESS FURTHER

Sin Hock Soon takes Shell FuelSave Diesel for a test drive. It delivered.

Since young, Tony Yew has been ambitious. He never settled for what he had, and that determination made Sin Hock Soon Transport Sdn Bhd, industrial transport and logistics provider, into the success it is today. So when it came to his business' fuel partner, he expected no less. In 2015, Sin Hock Soon started to use Shell FuelSave Diesel as their main fuel supply, right after Yew tested its claims of better fuel efficiency and cleaner engines.

TAKING MATTERS INTO HIS OWN HANDS

Yew had been looking for more ways to further his business, and found that his operations were suffering due to vehicle performance.

"More than ten units were breaking down every month or so. The injectors were badly burnt and jammed with deposits." Investigating the issue, Yew discovered an alarming difference when his vehicles used Shell FuelSave Diesel and when they did not.

"We have saved up to 6% on our maintenance costs since switching to Shell FuelSave Diesel."

That difference greatly affects the business' bottom line.

IN THE DRIVER'S SEAT OF FUEL EFFICIENCY

The result of 100 years of fuel research, Shell created a powerful detergent formula that helps prevent deposit build-up contributing to improved fuel economy over the lifetime of the vehicle. This same formula is used in Shell FuelSave Diesel, supplied in both skid tanks and retail stations.



Unlike the rest, the injector on the far right used only Shell FuelSave Diesel and stayed clean from deposits.

Wanting further evidence, Yew put Shell FuelSave Diesel to trial. He monitored the engine parts of trucks that were either filled with Shell FuelSave Diesel or alternatives, and the results were clear.

"The injectors we used with Shell diesel had no problems. In fact, it still looked like new. From experience, the injectors would have darkened with residue in a short period of three months."

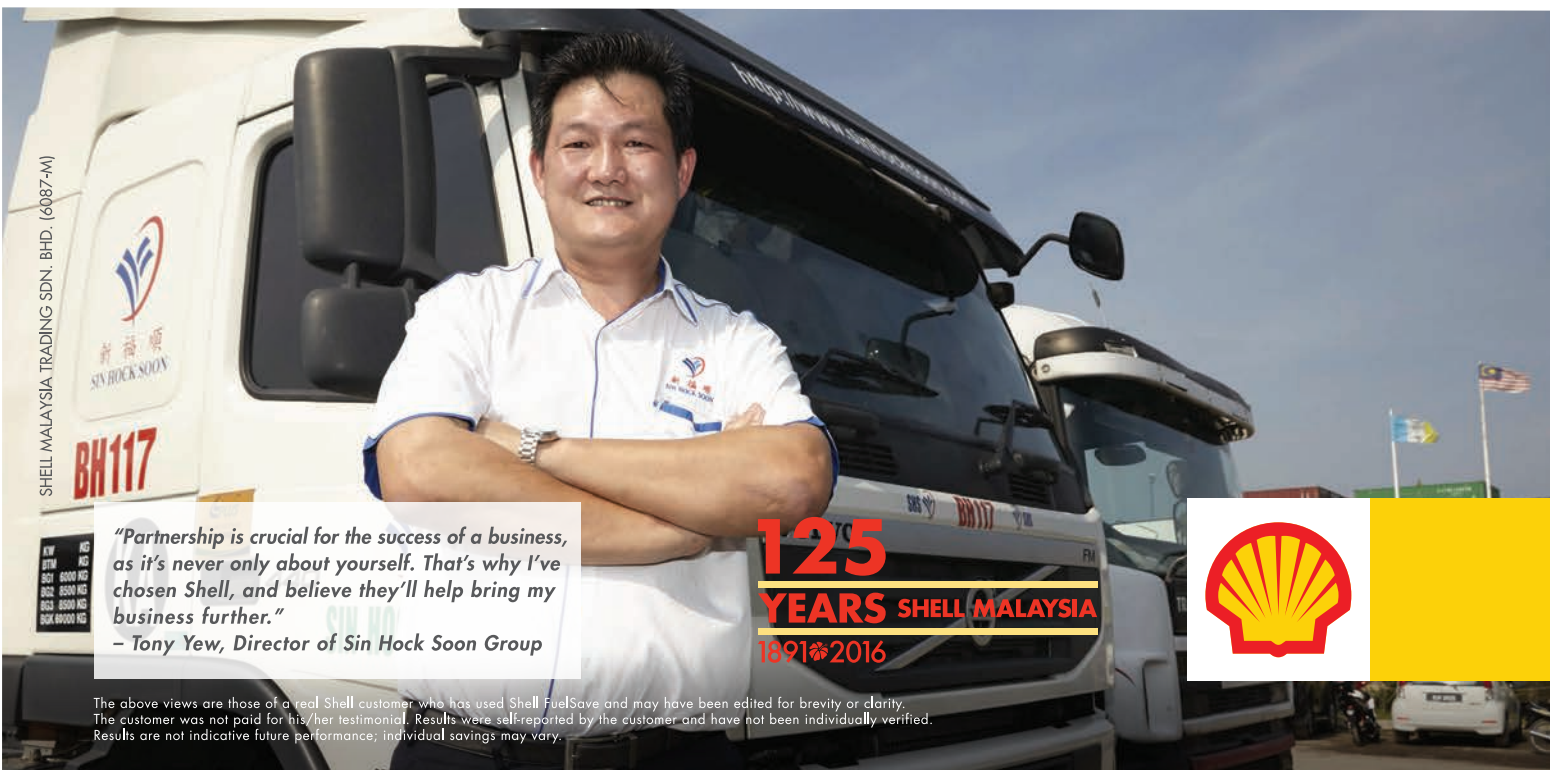
THE FAMILY BUSINESS JOINS SHELL'S FAMILY

All this solidified Yew's decision to work with Shell moving forward. With plans to expand his transnational business across Vietnam, China and Singapore, Yew is confident that this collaboration will optimise their efforts.

Sin Hock Soon stands as one of the largest service providers in Malaysia today, and has over 250 trucks of various capacities in their fleet.

Taking over the family business when they only had 40 trucks, Yew is now training the third generation, including the children of his siblings, so that all of them can be independent and carve their own successes.

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"Partnership is crucial for the success of a business, as it's never only about yourself. That's why I've chosen Shell, and believe they'll help bring my business further."
- Tony Yew, Director of Sin Hock Soon Group

125
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The above views are those of a real Shell customer who has used Shell FuelSave and may have been edited for brevity or clarity. The customer was not paid for his/her testimonial. Results were self-reported by the customer and have not been individually verified. Results are not indicative future performance; individual savings may vary.

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Meeting His Majesty



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It is not every day that I get to meet leaders of states, countries or members of a royal family. Having written a letter to His Majesty, Sultan Ibrahim Ismail Ibni Almarhum Sultan Iskandar Al-Haj, it was quiet an event when I was granted a private audience for the exclusive interview you find in this issue of Asian Trucker. His Majesty surprised me with some of his answers as one wouldn't have thought of him to be such a truck enthusiast. Perhaps even more interesting were the events along the annual tour of Johor, organised by His Majesty. This year the Mack truck, a one of a kind vehicle, was the centrepiece of the attraction. Many flocked to the padangs to take pictures in front of, or even on the truck. I would like to humbly thank His Majesty again for his time and the opportunity to learn more about his passion and the truck he has built together with Mack in Australia.

This issue also marks a new milestone with Tony, our new designer on board. I see many new design elements and ideas and I am happy to have him on board with us. Tony also looks good in the cabin of a truck as he was trying a UD Quester recently. Some of the new styles are based on insights we have learned from a survey we conducted in the past few weeks. This was made possible by another young and passionate new member of our team. Catherine has been researching the truck market

in Malaysia and you already see some of the intelligence that she is converting into articles. I am sure both would be happy to receive your feedback on their work. Having published 30 issues now, we are looking forward to continuing the tour we have started together with you, our readers.

This year seems to be one that splits the market. Some are reporting that the business is currently very slow, with orders being reduced by some 40%. Meanwhile, others see opportunities and are ordering new trucks in order to be able to pick up the jobs when the market picks up again. There are new market entrants, such as CIMC, which is giving the Malaysian truckers another China-made trailer. Iveco also seems to be confident that their latest model of the Stralis will be in line with market demands. And what a setting Madrid was for the launch of the truck! Finally I also got to practice some of my Spanish again after many years. Rounding things up was a trip to ZF in Germany, which was a lot of fun as we could try out various vehicles using their components and gearboxes. Although travelling four different countries in June, there is one language that unites them all: trucking.

Unfortunately, we can't go to Germany in September for the IAA in a truck. Well, yes we could. But it would take a lot of time. To connect countries, there are more and more roads being built, some of which link Thailand to India via Myanmar. In the foreseeable future, this should lead to a lot of business opportunities and cross border traffic. All of which is good news for us as Malaysia will have the ports and connections to support this further. And maybe we will see more colourful trucks on the roads. Just like the Majestic Mack of His Majesty.

Drive safe and stick to the speed limit!

Stefan Pertz

Editor, Asian Trucker Malaysia 



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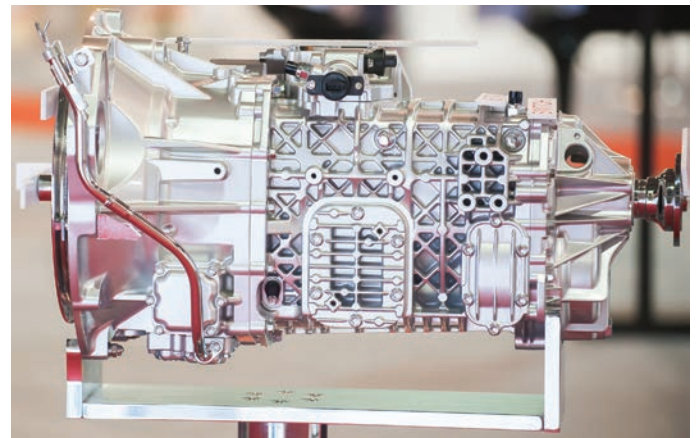


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MCVE themed “Connected Mobility”

Organisers announce theme for 3rd Malaysia Commercial Vehicle Expo to be “Connected Mobility”, in line with current mega trends in the industry.



Asian Trucker (Kuala Lumpur), organizers of Malaysia Commercial Vehicle Expo (MCVE), has announced that the theme for 2017 will be “Connected Mobility.” According to Stefan Pertz, Organiser of MCVE and Editor of Asian Trucker Malaysia, the theme was chosen to reflect current global trends. “We hope our exhibitors will pick up on this theme and showcase their latest offerings that allow for businesses and vehicles to connect, in order to make it an even more exciting show.” He also announced that DB Schenker has again been appointed as the official freight forwarder.

Scania will once again host a driving competition at the Expo, utilising the outdoor area. Here, the Swedish brand will organize a challenging course to test driving skills. As a special edition of Scania’s driver competition, it saw over 400 participants in 2015 and organisers are set to increase this number for the upcoming event next year.

To improve the experience for delegates, visitors may now register for next year’s exhibition. Prior to the event, organizers will mail delegate passes to those who have pre-registered. This will allow them to enter the hall without having to queue up at the registration counter to obtain a pass.

As part of the fringe program, the Asian Trucker Networking Night will be back. It is to be the seventh consecutive year this signature event of Asian Trucker is being held. In connection with the expo, it will be hosted on the night of Friday, 19th of May 2017. In 2015, over 600 people joined the Asian Trucker Networking Night following a successful day at the expo.

“We appreciate that many of our previous exhibitors are again signing up for MCVE. In addition to them, we are also seeing keen interest from others who haven’t exhibited at our show before. Our team has done a good job laying the foundation for a successful third exhibition and there are still some exciting sub-events to be announced,” Mr Pertz added.

Currently, there are still spaces available for exhibitors who wish to participate in MCVE. **F**

Contact Nicole Fong, nicole@asiantrucker.com or T: +60 12 207 5528

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DHL eCommerce boosts its China footprint with new investments and expanded capabilities



Opening of new eCommerce Shenzhen Distribution Center marks milestone for the company and the region with a planned capacity to handle up to 18 million shipments a year.

DHL eCommerce, a division of the world's leading logistics company, Deutsche Post DHL Group, has announced plans to grow its overall presence in China by over 50 percent as online retail and the corresponding demand for quality logistics solutions continues to soar. As part of this, the company has opened its new DHL eCommerce Shenzhen Distribution Center, and will also expand its existing distribution centers in Shanghai and Hong Kong to support the growth of online retailers.

The DHL eCommerce Shenzhen Distribution Center supports the booming manufacturing sector in Shenzhen and the growing base of Chinese online retailers. With the capacity to handle up to 18 million shipments a year, the distribution center will allow for faster, more streamlined shipment and clearance of e-commerce exports to the rest of the world. This enables local online retailers to reach a global customer base through DHL's network of over 220 countries and territories worldwide.

"We see significant potential in China's e-commerce sector, particularly between China and the U.S., where we've seen triple digit growth since 2015," said Charles Brewer, CEO, DHL eCommerce. "With China accounting for more than 40 percent of global retail e-commerce sales in 2015, our investments in China demonstrate our focus on developing efficient and reliable logistics services, to bring high quality e-commerce services to Chinese retailers and meet changing consumer expectations."

A tailored approach for China

"Cross-border e-commerce already accounts for almost 20 percent of China's foreign trade, and the country's B2C e-commerce market is expected to grow at a CAGR of over 30 percent from now till 2020," said Malcolm Monteiro, CEO, Asia Pacific, DHL eCommerce. "With the ability to scale up its size by 150 percent, the DHL eCommerce Shenzhen Distribution Center is fully capable to support this growing demand over the coming years."

The launch of the Shenzhen Distribution Center comes at the back of the highly successful DHL eCommerce Shanghai Distribution Center in Jiuting, which acts as a central consolidation point for outbound e-commerce goods particularly in the eastern and northern parts of China. To cater to the growing demand across the Greater China region, DHL eCommerce is expanding both its Shanghai and Hong Kong distribution centers, which will be able to handle 48 million and 71 million shipments respectively, on an annual basis, upon completion.

"Since its launch last July, the DHL eCommerce Shanghai Distribution Center has seen a 700 percent increase in the volume of e-commerce goods being shipped out of China. With our plans to expand our existing capabilities in Shanghai and Hong Kong, we are confident that this will provide our customers with the fullest support they need, in order to reach their global customer base," Monteiro added. 

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* Specifications may vary from models illustrated here.

Apollo Tyres steps up focus on Malaysia



The Indian tyre maker sets-up an office and a team in the country to better service its customers



After making its presence felt in Thailand and Indonesia, leading tyre maker, Apollo Tyres announced the setting-up of its office in Malaysia in early June, which is the third largest automotive market in the ASEAN region. Satish Sharma, President, Asia Pacific, Middle East & Africa (APMEA region), Apollo Tyres Ltd inaugurated the company's Malaysian office in the presence of select Business Partners and company officials.

Subsequent to setting-up its sales & distribution hub in Bangkok for the ASEAN region, Apollo Tyres has been increasingly focusing on expanding its footprint in South East Asia. The company is targeting a bigger share of the pie in the Malaysian replacement tyre market, which has an annual capacity of 580,000 truck-bus radials and 9.5 million passenger car tyres. Apollo Tyres is building a complete team of sales and service personnel to service Malaysian customers.

Speaking at the inauguration of the Malaysian office, Satish Sharma, President, Asia Pacific, Middle East & Africa, Apollo Tyres Ltd said, "Over the past two to three years we have been making steady inroads into the Malaysian market as this is a pivotal market for our growth in the region. Our product range fits well with the Malaysian consumer requirements and with the support of our key distribution and retail partners in Malaysia; we have been able to penetrate most of the key replacement tyre market segments. Now that we have a foothold in Malaysia, we believe it is the perfect time to step up our focus in this market with the establishment of the Apollo Tyres' Malaysian subsidiary."

With one of the best road infrastructures in the entire ASEAN region, Malaysia has above 90% radialisation levels in the commercial vehicle segment. Apollo Tyres, with its Apollo Endurance range of truck-bus radials, which has already received high acceptance from Malaysian

customers, is keen to further establish the Apollo brand at the top tier of the truck-bus radials market. Similarly, Apollo's passenger car tyres portfolio is capable of servicing nearly 90% of the Malaysian car tyre market, which is currently, one of the largest in the ASEAN region.

"The setting-up of this office, and a legal entity, in addition to accelerating our revenue growth in this market, will also bring us closer to the Malaysian customers and help us better meet their requirements across the entire spectrum of applications," added Satish Sharma.

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Scania Thailand positive about first half of 2016

Last year, Scania Thailand's Managing Director Stefan Dorski laid out plans for this year. Asian Trucker's Stefan Pertz met with him to check if the plans are still on track.



When we met last with Stefan Dorski, Managing Director of Scania Thailand last year, he was enthusiastic. This year his mood can almost be described as ecstatic. Taking a tour of the premises, he points out to the area where the vehicles are prepared for the collection by clients. "Look how empty this space is! There have been a lot of orders and our stock is selling fast this year," Dorski exclaims.

The expansion of the Scania Service network is on a good way, too. According to him, Scania is still on track to reaching the target of 16 locations by 2018. "We have learned in 2015 that growth needs to be done in a smart way," is his summary. One of the learnings is that one needs to adapt to the vehicle population in a specific area. The size and location of a workshop has to depend on the number of vehicles currently present and estimated to be in the vicinity of the service centre. Recently, a new service centre was opened in Nakhon Sawan in the beginning of 2017 and Scania will

have a new presence in Laem Chabang. This is a relocation of the existing locale as it has proven to be no longer suitable. "We will move to a location that is easy to access for our customers." To provide services to clients in Rayong, a temporary workshop was set up. Dorski said that this was very much appreciated by the market. Currently, the workshop is a container solution with just a metal roof. "It is small and simple. No doubt that we will be there in order to support the heavy industries found there." Recent news have revealed that Scania in India is hoping to double their production within a few years. "Naturally, we hope to grow too, but it will still take some time until we can be as ambitious as our Indian colleagues," he says with a smile as he states that plans and strategies have been put in place.

When asked about current market trends, the sobering resume for the AEC is that there currently seems to be no effect. When Scania is meeting with operators, there has yet to be any feedback on

what is the benefit of the AEC. "So far, this question has yet to be answered. We have to bear in mind that, just like in the EU, these things will take time and it may be too early to be expecting huge impacts," he said. Echoing his colleagues from Malaysia, he emphasised that Scania is ready to support any operator that is active in cross border operations. "If we have a customer with a need for such contract, then we can arrange this with the other countries. The main issue is to ensure that the service can be provided." Dorski states that the Scania management is extremely happy with first part of the year. While the total market is on same level with some 16 000 heavy trucks, the company was able to grow even though the total number is stable. He draws the conclusion that the approach to training of staff has been right. In the past months, the investment in hiring and training sales people has been proven right. That said, Dorski however cautions against too much optimism "But it is still a tough fight and will continue to be." One of the yard sticks of measurement



will be the participation in the upcoming Scania Driver Competition, which will be announced at the end of the year. Participants can expect an even tougher competition with new players entering to vie for the coveted trophies.

One thing that Dorski observes is that operators are also moving to become more professional in their approach to running the business. While cash flow is still one of the main concerns, the notion of Total cost of ownership is a concept that more and more people embrace. It is the communication that has led to Scania's success: the way of how sales people deal with clients. It is all about profitability increase for customers. To this end, Scania argues that one has to start with the right product, then assist with driver training (proper use) and proper maintenance, with contract

if possible. "This way, customers are extremely happy with the product as they have few breakdowns. Some, despite 24-hour operation, rarely have any need for emergency services. This is how they save on money and time spent in workshops," is his conclusion. To round the offer off, one should offer competitive financing. Customers would not only benefit from better uptime, but also from higher residual value as a consequence of having the right agreements and plans in place.

"As such, our customers see a real benefit from looking at improving profitability by looking at quality, fuel consumption and safety. Uptime now becomes a crucial factor in their operation." Many are now starting to evaluate the initial purchase price with the benefits of long term fuel savings. Citing low oil prices would however not mean that

operators shouldn't keep an eye on fuel consumption either. Dorski would argue that a five percent saving on fuel is, and will be a significant reduction of cost that shouldn't be squandered away by driving less carefully. Current oil prices will not remain at this level and the trucks are used over a long period of time, hence one needs to have a long term view on this issue.

Here Scania Thailand can help operators with analysis of GPS data. "It is a good thing that Thailand has imposed that GPS systems have to be on board of every vehicle." Through this, Scania is able to analyse driver behaviour and coach drivers and operators. Currently, Scania deploys a third party system as the company waits for their own system (Scania FMS) that Scania will launch during the year 2016. The push for alternative fuels, such as the municipal waste that Scania is pioneering, for example are seemingly not high on the list of priorities for the government. Dorski said that "Thailand as a large sugar cane producer could benefit from Ethanol driven buses and trucks. Compared to electric vehicles, ethanol engines are a proven technology."

This year, Scania Thailand has more than one reason to be celebrating: They have been in Thailand for 30 years and the company is celebrating its 125th anniversary. Thailand's operators can look forward to the end of the year where Scania will be commemorate this with a big event to celebrate. 



UD Trucks brings the new Quester 8L to the Northern Region

Following the launch of the Quester 8L in Kuala Lumpur, TCIE showcased the trucks and handed over a number of them to two customers during their "Quester Open House".



Among those keen to discover UD's strengths is first-time purchaser Muhammad Mujahidd Che Hamid, the director of Kilang Beras Jelapang Selatan (M) Sdn. Bhd. His company, an official organisation under the Ministry of Agriculture, supplies paddy seeds to farmers throughout the country and transports milled paddy.

"I am really looking forward to seeing how UD Trucks perform in my company," said Muhammad Mujahidd after purchasing one unit of UD 11L Quester 6x4 cargo trailer to supplement his existing fleet. He was speaking after receiving his vehicle today from sole UD Trucks distributor Tan Chong Industrial Equipment Sdn. Bhd. (TCIE).

TCIE, a subsidiary of public-listed Tan Chong Motor Holdings Bhd, handed over UD Quester trucks to Kilang Beras Jelapang Selatan (M) Sdn. Bhd. and Kami Farming Sdn Bhd to mark the start of their nationwide Quester Open House event, which kicked off on July 13 at TCTS Butterworth.

TCIE nationwide head of sales Lum Chee Leong presented mock keys and appreciation gifts to both companies. The Quester Open House event, which will also cover Ipoh, Melaka and Johor Bahru, will focus on introducing and promoting the UD Quester 8L and 11L series. The UD Quester 8L, which was launched on May 19 this year, has been receiving a tremendous response from new and existing customers.

Kami Farming Sdn. Bhd., a 40-year-old poultry farming and distribution company, has purchased five UD 8L Quester 4x2 fixed side cargo. The company now has 45 UD Trucks in its fleet.

"We are confident in UD Trucks as all units previously purchased from TCIE have been truly reliable and very durable when carrying livestock from Penang to Kuala Lumpur and Selangor," said Kami Farming's Managing Director Goh Swee Long. "Our decision to increase our UD Truck fleet is mainly based on this as well as TCIE's highly satisfying aftermarket service."

TCIE's Lum said the Quester Open House event was not only intended to introduce their new vehicles, but also thank customers for their years of support towards the company and its brand.

"We are delighted and honoured that UD Trucks has become part of so many successful companies as Kilang Beras Jelapang Selatan and Kami Farming," he said. "TCIE hopes that our Quester Open House event makes it easier for new customers to learn about the new UD 8L Quester and our offerings."

As part of TCIE's sales package, customers get to enjoy a year's free maintenance on their UD Quester units as well as a two-year vehicle warranty. In addition, TCIE is also providing special booking promotion to all Quester models booked within two weeks of the Quester Open House event. **T**

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Dongfeng hosts fourth annual golf tournament




Dongfeng Commercial Vehicles Malaysia (DFCV) organized the 2016 Dongfeng Golf Tournament on May 12th, at Saujana Golf and Country Club, Shah Alam.

Running for the fourth consecutive year since its inauguration in 2013, this year's "Dongfeng Golf Challenge" culminated in 40 participants comprising mainly of DFCV customers, dealers and other business associates. Other VIP participants were Dato Harry Khor, IJM Corporation Berhad and Dato' IR. Haji Mohamad Bin Dalib, Head of automotive engineering, JPJ.

"The Dongfeng Golf Challenge was initiated mainly to bring all our customers, dealers, supporters, stakeholders, as well as other acquaintances together. Since most of us are keen golfers, we felt that this event is the best way to fortify our relationship with one another," stated Mr. Lim Khoo Yee, the Managing Director of Dongfeng Commercial Vehicle Malaysia.

"Since 2013, the responses that we have received from our stakeholders have been more overwhelming year by year. Thus, we are planning to make it a bigger event next year" added Mr. Lim Khoo Yee.



All participants gave their best from dawn to dusk, with a total of more than RM12 000 worth of prizes being given to the winners. Dato Ling Keak Ming, DFCV Chairman, presented the prizes to the winners: 



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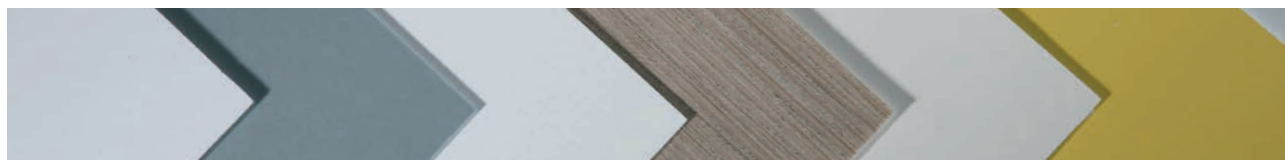
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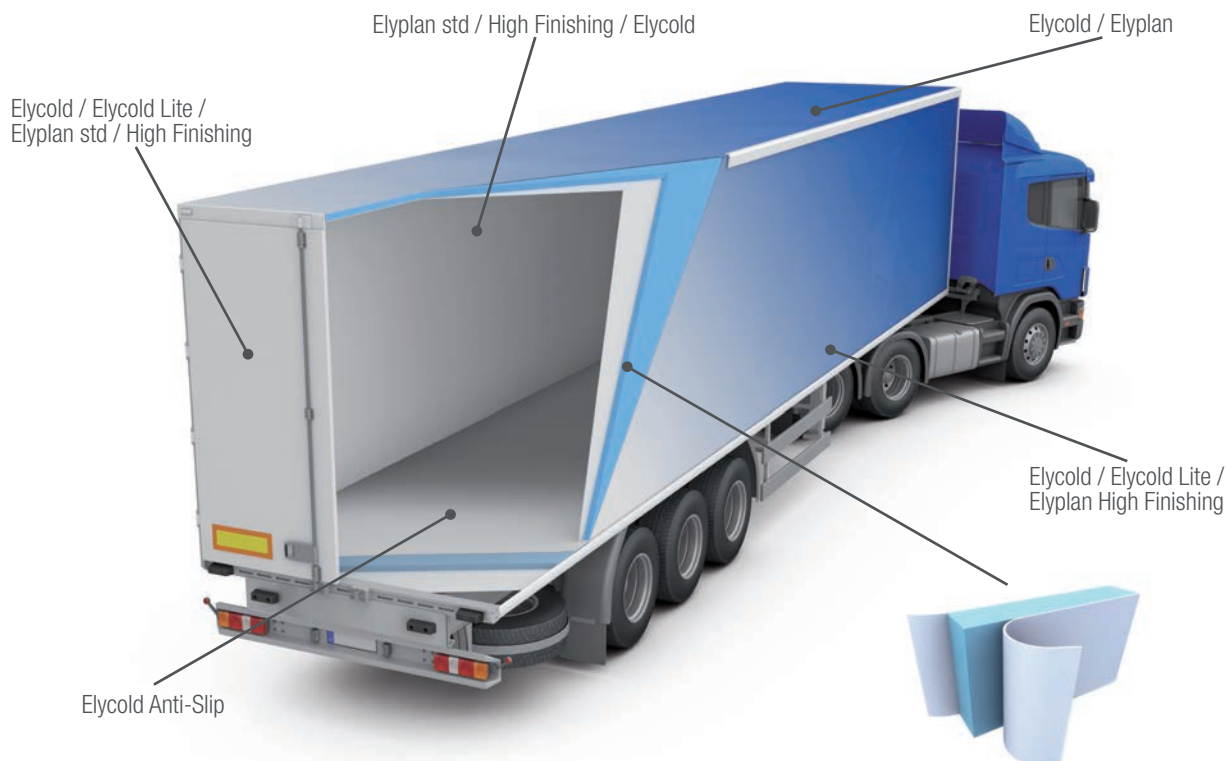
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Elycold and Elyplan fiberglass laminates are widely used in the field of commercial and temperature controlled vehicles for the construction of walls, anti-hail roofs, floors and interior coverings. The special protective gelcoat protects against UV rays and yellowing, preserving quality and appearance over time.



MAIN ADVANTAGES:

- WATERPROOF
- LIGHT
- STRONG CORROSION RESISTANT
- DURABLE
- EASY TO CLEAN
- HAIL RESISTANT
- LOW THERMAL EXPANSION COEFFICIENT
- HIGH ELASTICITY

At CAM, they care


CAM's 2nd Nationwide Service Campaign 2016 from 9th May - 2nd July was held at CAM Service Dealers Outlets and gave customers not only the opportunity to give feedback, but also to receive free service.



The campaign kicked off in Klang on the 14 June and lasted almost a month before concluding on the 2nd of July. During this period, the CAM team visited almost 30 locations. Themed “At CAM, we care”, the campaign was aimed at offering several benefits to users. During the “2 months Service Campaign”, CAM customers were getting free 24 Point Checks, a 28% Parts Discount and could enjoy “Buy 5 Free 1 Service” Packages. In addition, there was a CAM Weekly Lucky Draw and Grand Lucky Draw for participating CAM Customers. Workshops benefitted from the visits as the CAM HQ Service Team was sharing about CAM product improvements, vehicle care tips and the possibility to give feedback.

When talking to the CAM team, we also learned that this activity is crucial for relationship building. Not only between the dealers and the principal, but also for the customers that may know the workshop staff, but not the main protagonists behind the scenes at CAM. A CAM spokesperson told us that the timing was selected strategically. Many customers use mini vans as school buses or tour buses and the campaign ran during the time of a school holiday. That way, customers can come in to enjoy the add-ons without having to forgo business.

A customer present said “My vehicle is two months old. I am using this opportunity to not only go for service, but to check on a few things. As a school bus operator, we are clocking in a high mileage and taking good care of the bus is crucial for us. This campaign helps us a lot.”

In connection with the service campaign, one dealer also took the opportunity to present a new showroom. Focused on food trucks, serving the latest crave in the Klang Valley, the outlet in Kinrara presented itself with an air-conditioned showroom. Parked outside were some radical designs of food trucks, showcasing that these mobile kitchens not only offer satisfying food, but also visual stimulation. 



C.A.M
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SOUTH EAST ASIA'S LARGEST COMMERCIAL VEHICLE EXHIBITION



Back for the third time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Co-organized by Asian Trucker Media, two highly successful commercial vehicle exhibitions were previously held in Malaysia. Following the success of the past event, we are returning with the show in May 2017 under a new, more inclusive name.

MCVE, organised by Asian Trucker, will be held in the Mines International Convention and Exhibition Centre from 18th to 20 May 2017. Fringe programs, including the Asian Trucker Networking Night, will run concurrent. Please visit www.mcve.com.my for details and updates. Access is free of charge for delegates.

To book your booth or to learn more, please contact Nicole Fong
via nicole@asiantrucker.com or **+6012 207 5528**

Asian Trucker Media Sdn Bhd, Empire Tower, A 5-9, SS 16/1,
Subang Jaya, 47500 Selangor (902834-K)

Organised by
**ASIAN
TRUCKER**

Volvo Trucks' Asia Pacific VISTA Competition



This competition for aftermarket personnel puts professionals within Volvo's service network in the spotlight through a series of challenges that test knowledge, skills and ability to work as a team.

Volvo continues to shine a spotlight on strong teamwork and problem-solving skills through this year's Asia Pacific VISTA Competition that concluded in July with worldwide participation of more than 18,500 aftermarket personnel. The 2015-2016 instalment of the international competition roped in more than 4 000 participants from Asia Pacific alone, doubling the number of entry from the region in the previous competition.

Mr. Jacques Michel, President of Volvo Trucks in Asia Pacific said, "We are extremely proud that the number of participants doubled in this year's competition. Our aftermarket professionals are our frontliners who meet and interact with our customers each and every day. They are arguably the most important people when it comes to delivering customer satisfaction and we recognise that."

VISTA begun in 1957 as a local competition aimed specifically at Volvo's mechanics in Sweden and has since outgrown its initial purpose to become the global benchmark for aftermarket professionals. It is to meet and exceed expectations by cultivating a desire to improve skills and form strong bonds amongst employees from around the globe. In other words, Volvo provides employees the opportunity to simply be better at what they do every day through this competition.

"This is not merely a competition. It has a strong heritage and is a very effective competence development tool where teams are tested also on their ability to work together, solve problems together and meet Volvo's required standards," Michel elaborated.

According to Volvo, VISTA is an effective way of motivating and inspiring employees, while also providing a competitive stage for them to learn and develop. It is also a way for Volvo to



show workshop personnel how the company values the hard work carried out in its workshops across the world, and how the company invests in them to perform beyond world-class standards.

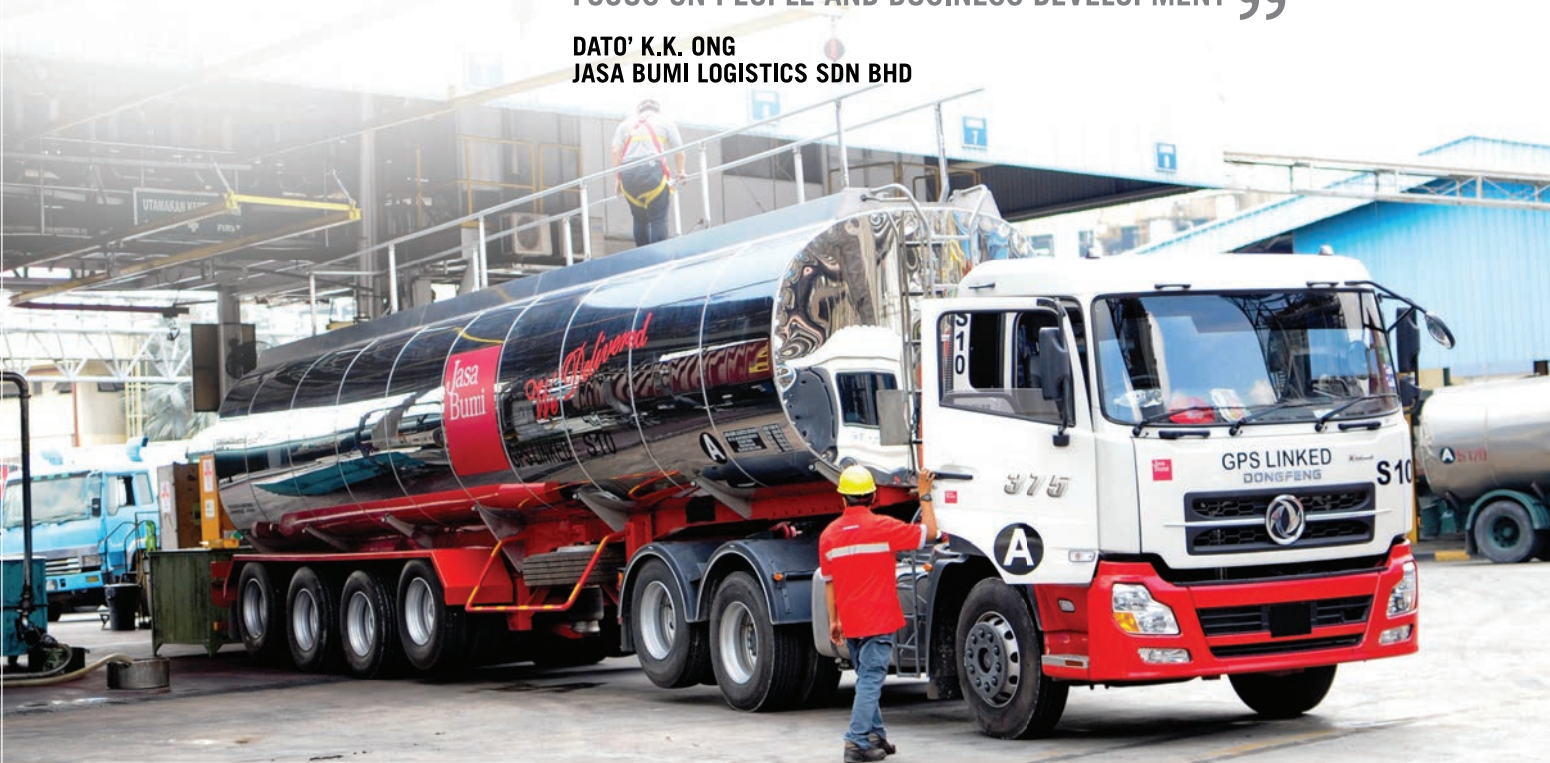
Michel explained, "VISTA embodies the aspirations that we as a company have. We strive to be leading in our customer satisfaction and also constantly pursue to be the most desired employer in our industry."

Every Volvo personnel that takes part in VISTA benefits from the experience by acquiring new knowledge and further development of their existing skills. This has led to an overall increase in performance applicable to their day-to-day interaction with customers. Participating teams also receives the opportunity to strengthen the image of their respective workshops and improve customer satisfaction.

Mr. Filip Van den Heede, Vice President Aftermarket of Volvo Trucks Asia Pacific is delighted with the competition. "Everyone who takes part in VISTA is guaranteed to come away from this experience with improved skills and new knowledge, which is why we encourage all our employees to participate. Everything that the participants learn while competing has a direct impact on the quality of services we provide to our customers." **T**

“ TRUST AND CONFIDENCE IN DONGFENG TRUCK, IN TANDEM WITH ITS EXCELLENT AFTERSALES SERVICE, ALLOWS US TO FOCUS ON PEOPLE AND BUSINESS DEVELOPMENT ”

DATO' K.K. ONG
JASA BUMI LOGISTICS SDN BHD



Dato' K.K. Ong and En. Azmir Yahya
(Directors of Jasa Bumi Logistics)

PARTNERSHIP FOR SUCCESS



Trust is the key to successful partnership between Dongfeng and Jasa Bumi Logistics which in turn has position Jasa Bumi Logistics as one of Malaysia's premier quality carriers. The recent '2015 Truck of The Year' award for Dongfeng and '2015 Employer of The Year' for Jasa Bumi Logistics is a testament of our respective reputation as a responsive, reliable and efficient player in the transportation industry. By complementing each other's business forte, this further strenghtens the strategic alliance between both companies to meet the ever-changing market demand while keeping ahead of our competitors.

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Events & Exhibitions



RUBEXPO 2016

Date : 05 August 2016 – 07 August 2016
Venue : Bandaranaike Memorial International Conference Hall, Colombo
Contact Info : +94 11 286 4354
Details : RUBEXPO will bring in new technology materials and help manufacturers achieve significant scales of production, reduce costs and increase profitability. The expo will facilitate manufacturing of value added products to boost the sector in particular and economy in general.

TAIPEI INTERNATIONAL LOGISTICS EXHIBITION 2016

Date : 31 August 2016 – 03 September 2016
Venue : Taipei Nangang Exhibition Hall 1F
Contact Info : (02) 2659 – 6000 / zora@chanchao.com.tw
Details : The exhibits of 2016 Taipei International Logistics & IOT Exhibition are ranging from warehouse to delivery, the complete logistics supply chain and combing with IOT technology and equipment.

AUSTRALASIAN ROAD SAFETY CONFERENCE 2016

Date : 06 September 2016 – 08 September 2016
Venue : National Convention Centre, Canberra
Contact Info : 02 6292 9000 / arsc@confo.com.au
Details : The premier road safety conference for Australia, New Zealand and the Asia Pacific region with the theme of "Agility, Innovation, IMPACT" will bring with it a special focus on how we can all become more agile and harness the latest research, technology and policy innovations to produce the best road trauma reduction outcomes possible.

ASEAN TRANSPORT & LOGISTICS SHOW (ATLS'16)

Date : 08 September 2016 – 10 September 2016
Venue : MATRADE Exhibition & Convention Centre
Contact Info : +603 – 5636 1788 / enquiries@femsb.com
Details : ATLS 2016 will bring all the soft, infrastructure capital includes the technology available to facilitate knowledge and collaboration to the industry experts. It also brings along new business opportunities, enhanced commerce, employment opportunities and increase cost efficiencies.

CONCRETE SHOW SOUTH EAST ASIA

Date : 14 September 2016 – 16 September 2016
Venue : JIExpo Kemayoran, Jakarta
Contact Info : +62 21 2930 5959 / niekke.budiman@ubm.com
Details : With guaranteed face to face networking and business opportunities as well as the chance to hear from industry experts through in-depth conference programme, Concrete Show South East Asia offers the ultimate solution to helping in achieving business objectives.

THAILAND INTERNATIONAL LOGISTICS 2016 (TILOG – LOGISTIX)

Date : 21 September 2016 – 23 September 2016
Venue : Bangkok International Trade and Exhibition Centre (BITEC)
Contact Info : +66 2686 7299 / info@tilog-logistix.com
Details : Combining the powers of logistics innovations and know-how from them all together in one place will create an immensely powerful platform for all participants to benefit from. And TIKOG-LOGISTIX 2016 will be that platform of the industry where the logistics community will come together to share the latest services and solutions, case studies on the post-AEC effects, best practices and more.

THE 14TH CHINA INTERNATIONAL TIRE EXPO 2016

Date : 26 September 2016 – 28 September 2016
Venue : Shanghai World Expo Exhibition & Convention Centre
Contact Info : +86 10 – 8589 – 8181 / citeexpo@reliable.org.cn
Details : The aim of this exhibition is to deliver a high quality and effective trade platform for the worldwide tire industry. From the material and machinery of producing a tire, to the variant types of tire products and aftermarket services and equipments, CITEXPO also features related products such as tire accessories, rims, retreading material and machinery.

ASIAN DOWNSTREAM WEEK 2016

Date : 26 October 2016 – 27 October 2016
Venue : Sands Expo & Convention Centre, Singapore
Contact Info : +65 6590 3970 / info@downstream-asia.com
Details : Featuring a Supply Chain Management (SCM) segment, this event comprises of seminars organized by Petrochem SCM & Logistics Asia in order to help companies improve the efficiency of their supply chain logistics management system.



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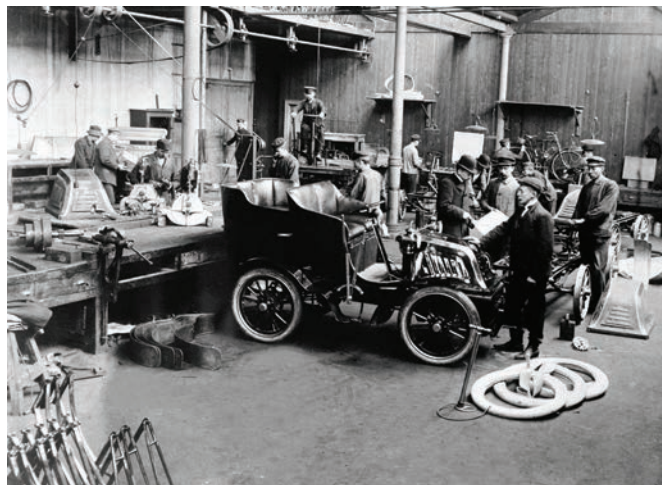
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Scania celebrates its 125th Anniversary



From horse drawn wagons to trucks with activated connectivity over 125 years Scania has been a leader in developing commercial vehicles

Scania is celebrating 125 years of innovation in 2016. From its founding as a privately owned wagon-building company in 1891 to today's connected vehicles, Scania has stood steady through hostile take-over attempts and financial crises. That successful journey continues.

Here's a brief rundown of Scania's history, from its beginnings in 1891 through to today:

1891: The privately owned wagon-building company Vabis is established in Södertälje and sets about producing open goods wagons and transport wagons. Some 20 years later, Scania-Vabis is created through the amalgamation of Vabis with the Malmö-based, privately owned machine-manufacturing company Scania.

1923: Scania-Vabis designer August Nilsson develops a four-cylinder, overhead-valve engine. The engine's power and reliability are of major benefit in trucks and buses.

1936: Scania-Vabis develops its first diesel engine, something that impresses the trade press during test drives. "To my surprise, I could hardly hear the engine," wrote one journalist. "However, I certainly felt its effect as the bus shot forward like an arrow."

1961: Scania-Vabis builds on its success in Brazil, opening its first ever production facility outside Sweden in São Bernardo do Campo, near São Paulo.

1969: A legend is born! Scania introduces a 350 hp, 14-litre V8 turbocharged engine. It is the most powerful truck motor in Europe at the time and pioneers Scania's low-rev philosophy with a high-torque output at low engine speeds.

1980: Scania launches the 2-series, the first modular commercial vehicle range

1988: The new 3-series is launched and the following year takes the International Truck of the Year award. Scania is now able to tailor trucks according to customer specifications.

1995: The 4-series is launched and the following year also receives the International Truck of the Year award.

2000: Scania's millionth vehicle rolls off the assembly line.

2003: Scania's Young European Truck Driver competition makes its debut. Numerous winners have since been crowned.


2009: Scania launches the Scania Touring, a new coach built in partnership with Chinese bus bodybuilder Higer. Scania and Higer have joined forces to produce buses in China for the world market – a pioneering step forward in bus manufacturing.

2010: Boasting 730 hp, Scania's new V8 engine is the most powerful in the world without having to compromise on fuel efficiency.

2011: Two years before it becomes legally compulsory, Scania introduces Europe's first Euro 6 truck.

2013: New Streamline models for long distance transport are launched.

2015: Scania delivers its 150,000th truck with activated connectivity.

Scania is contributing to global sustainable transport, making it much larger than just its products. During 2016, the company's most important asset – its employees – will also be in focus. 



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The Majestic Mack

In a private audience, His Majesty, Sultan Ibrahim Ismail Ibni Almarhum Sultan Iskandar Al-Haj, talks to Asian Trucker about the truck that has made headlines all over the world: a one of a kind Mack.



What we knew about the truck was that it had been built in Australia, is the world's most expensive truck and a vehicle that has been highly customised. Upon arrival in Malaysia, the truck was on public display as it would be forming part of a convoy that would tour Johor in an annual event organized by His Majesty. We have had the chance to not only see the truck for an exclusive photo shoot, but also conducted an exclusive interview with the royal owner-driver.

Driving out of the garage, the Mack truck doesn't seem to end. Based on a Super-Liner, the chassis has been extended to fit the intended purpose. With a stunning custom paint job and lots of technical features, such as Playstation and TVs on board, this truck surely is a show stopper. For a smoother appearance, the fifth wheel is covered when the truck isn't put to work by pulling the speedboats of His Majesty. There are fixtures that allow for umbrellas (parasols) to cover the area behind the cabin and there is plenty of

space to put some deck chairs, making the vehicle also a viewing platform at regattas.

Inside we will find not only lush interior, but also practical items such as a kitchenette and even a tissue holder – something that cannot be missed in any vehicle on Malaysia's roads. A wardrobe ensures that clothing is stored wrinkle free and the leather upholstered and air-suspended seats for driver and co-driver offer a lot of comfort.



During our interview with His Majesty, he revealed that he had been a fan of trucks since young. "My father owned a logging company. As we used to own a lot of timber trucks, every time I saw a truck in the workshop, I would pinch one and drive it." His Majesty holds a valid licence for commercial vehicles and he was driving the "Tiger" Mack himself during the convoy across Johor. Going for a regatta, he will tow his own boat, saying that "Reversing is also no problem for me. I have always had a passion for trucks." Besides trucks, His Majesty also enjoys piloting heavy machinery. The only vehicle that he hasn't been moving was, according to him, a submarine.

When His Majesty was asked about the truck of choice being a Mack, the answer may come to some as a surprise. "I have a friend in Australia, whose name is Linfox. And he introduced me to Mack." This is how it all started. Meanwhile, Mack has taken the opportunity to use this order to generate a lot of publicity as well, which is understandable. Also, His Majesty said that he liked the shape of the Mack truck. The equipment found on board was recommended by the manufacturer, while the task given by the Sultan of Johor was seemingly simple: "Build me a royal truck". In order to get all the finer details agreed upon, there have been many meetings. However, His Majesty is

extremely well versed when it comes to engineering and is able to guide suppliers when it comes to the specification requirements. "The Mack people went to the extend to view some other vehicles that I own in order to match the colours. For example, some of my speed boats feature the same colour scheme as the truck and the same design patterns," he explained. This way, the boats and the trucks look like twins. Generators make the truck suitable for overnight stays, power the entertainment system and amenities, such as fridges and DVD players on board. While other media has bestowed a few different names onto the truck, His Majesty simply wants to call his



creation "The Royal Machine". A fitting name for a unique example of a truck like this.

What was the intended purpose of the truck? His Majesty originally wanted to pull his cigarette boats when going for races. He may have rethought that as he told us that "I don't think I want to pull boats with the truck. It has turned out too nice!" Cigarette boats, dating from the 1960s, owe much of their design to boats designed for offshore powerboat racing. The Volvo Group will be very happy to see three more of their trucks being ordered by His Majesty to be handling the towing of these boats in the future. In order to accommodate

the driving style of this royal owner, the suspension was detuned a bit to soften it while the transmission was adjusted. The shifting program was amended in order to match the driving style of the driver. This was done by having a Mack engineer riding along with the Sultan while being plugged into the on board computer, making adjustments. Also, torque was tuned to the liking of His Majesty's style. "Hopefully, I can take the truck up on long distance trips, maybe even up to Thailand?"

Seeing that Mack trucks are not sold as regular vehicles in Malaysia, we wanted to know what the service agreement is like in order to ensure the truck is always

ready to roll. As the engine is a Volvo power plant, Volvo Trucks may be able to help in case needed, as the company has an existing service network. For anything else, Mack has a team of engineers on stand-by to fly into Malaysia should something go wrong. During the tour of Johor, three technicians went along to react to any issues arising.

Addressing issues around drivers and perceptions of the profession, His Majesty also commented on errant behaviour of operators. He urged the industry to adhere to the rules and regulations that are prevailing in the country and to ensure that everyone is safe. "However, we also need to do a lot more for our truckers.



Look at the European way. Here, we still need to provide proper places for the drivers to rest. Not just stop. There need to be places where they can eat, take a bath, sleep and have social interactions. Proper truck stops." In his view, such facilities also need to include water supply and access to electricity. His Majesty also

commented on the use of trucks that are too old. In order to grow the industry and to make it attractive, his opinion is that there should be a trucking school, a place where not only driving is taught, but proper behaviour and the knowledge to handle cross border transport and documentation.

What is next? His Majesty has a clear vision. He revealed to us that "I am now looking for someone to build me a luxury motorhome that I can tow. It needs to be a house that I can drive around with." **T**

Present during the event in Segamat on 15th May was Mr. Dean Bestwick, Vice President – Mack Sales and we asked him about the truck:

"The Truck is based on a Superliner, MP10 16l 685hp. This is the most powerful conventional production truck in the world. (Trucks with hoods are described as "Conventional" in the US), it is equipped with our mDrive transmission," he said.

The truck was built in Australia as Mack is able to deliver quality custom built units from their factory in Brisbane.

Mack Australia are the Right Hand Drive specialist for the Mack Brand and it is obviously easy to ship the vehicle to Malaysia. Mack in the USA do not build a truck of this nature, they are capped at 605hp in a day cab version.

The truck took three weeks to build down line in production and then another 12 months of customisation. All brands owned by AB Volvo have group engines, the base engines are the same however each engine has specific parameters that are needed for each country to ensure we can maximise torque and Hp settings.







SUPER-LINER

ENGINE

- Mack MP10 16 litre, 600Hp – 685Hp (Ref Engine chart)
- Selective Catalytic Reduction (SCR)
- Emission Level Euro5 (ADR80-03)

ENGINE BRAKE

- Advanced PowerLeash engine brake
- Engine retarding power up to 570Hp (425kW)

AIR INTAKE & FILTER

- Donaldson 279mm (11") single dry type element, dual canisters mounted under the cab
- Painted steel dust extractors and external raised air intakes mounted in front of the cabin 'A' pillars

FILTERS

- 2 full flow and 1 bypass engine mounted oil filters
- 2 step dual engine mounted fuel filters / water separator

AIR COMPRESSOR

- Twin cyl 900 litres/min WABCO compressor

AIR DRYER

- Bendix AD-IS air dryer

ALTERNATOR

- Leece Neville 12volt/160Amp Brushed
- Leece Neville 12volt/160Amp Brushless (optional)
- Leece Neville 12volt/185Amp Brushless (optional)
- Leece Neville 12volt/200Amp Brushed (optional)

STARTER

- MELCO 12volt electric starter
- Key type start and stop

FAN

- Behr Visco drive (electric over viscous fan clutch)
- 813mm (32") 11-blade nylon fan

RADIATOR

- NL1, Frontal area 1,757in²

EXHAUST

- Single RHS frame mounted catalyst with stainless steel heat shield
- Outlet twin 152mm (6") vertical exhaust (Day Cab & Sleeper Cab)
- Exhaust tip height above ground 3.5mtr
- Exhaust tip height above ground 4.2mtr (optional)

TRANSMISSION

- Automated Manual and Manual Transmissions (Ref Transmission chart)
- Transmission oil cooler (optional)

CLUTCH

- Eaton 394mm (15.5") Easy Pedal with VCT Plus
- Eaton 'SOLO' with VCT Plus (optional)
- Air assist clutch release
- SACHS 430mm (17") Single Plate (mDRIVE only)

DRIVELINE

- Spicer 10 series
- SPL Maintenance Free (option)

PTO OPTIONS

- mDRIVE transmission mounted – DIN or Flange (optional)
- Rear of engine (PTO) – CA
- Prep kit, switch, wiring and software (mDRIVE) (optional)

CAB SUPPORT

- Front: Two metalistic pivot mounts
- Rear: Air isolation with dual shock absorbers
- Fully suspended cab
- Rear panard rod

BULLBAR/ BUMPER/ FUPS

- Light weight alloy bumper with front underrun protection
- Heavy duty bullbar with front underrun protection (optional)
- Temporary Transit FUP device (Option)

FUEL TANKS

- 26" round polished alloy tanks (Refer Wheelbase Chart)
- Large capacity polished D-shaped tanks (optional)
- Stainless Steel D tank straps (CA)
- AdBlue Tank, kerbside (LHS) location
 - *125 litre stainless steel 26" round
 - *150 litre stainless steel 26" round or D-shaped (optional)

REMOTE BREATHERS

- Transmission, fuel and axle remote breather kit (optional)

REMOTE BREATHERS

- Transmission, fuel and axle remote breather kit (optional)

CHASSIS ACCESS STEP

- Staired and perforated 2 step design (optional)

BATTERIES

- Four 12volt Bulldog batteries, high capacity (620 CCA)
- LH and RH frame mounted with black battery box cover
- Polished aluminium battery box cover (optional)
- Batteries mounted in sleeper if fitted
- Stacked battery box (CA)

TRAILER CONNECTIONS

- Trailer - connections back of cab
- Trailer - connections back of cab and rear of frame (optional)
- Air: Service and emergency with blanking plugs
- Electrical: 12volt 7-pin female base with HD 5mm² cabling

ELECTRICAL

- Chassis harness with protective conduit
- Electrical prep kit, Body Builder chassis connections (optional)



NCH Torrent System frees your workshop resources

When repairing or maintaining parts, they need to be kept clean and the NCH Torrent system gives you an outpouring of freed-up time in the workshop with an environment-friendly solution.



Every mechanic will know the hassle it takes to clean parts before putting an engine, axle or other components back together. Not only is it tedious to use Diesel and Kerosene to rinse off parts, but there are also health risks when inhaling vapours from such “detergents”. The NCH Torrent system is an environmentally friendly unit that not only eliminates the contact with harmful chemicals or solvents, but it is also reducing the time needed to clean parts drastically.

With almost 100 years of experience in disinfectant, NCH has a long history and a lot of expertise in the area of cleaning. Through mergers and acquisitions, the company from Dallas has grown into a global powerhouse of cleaning materials and solutions since 1919. In May this year, NCH consolidated their brands into six specialty business units (As we focus on the Torrent System, you may see all business units, on their website www.nch.com). Besides hi-tech cooling towers, there are also treatments for livestock available as well as greases and lubricants for commercial vehicles. One of the systems workshops will crave for is the Torrent, which can be used in manufacturing and in commercial vehicle workshops. In Malaysia, business from commercial vehicle operations make up some 15% of the turnover.

We spoke to John Chan, Country Manager – Malaysia and Ace Yap, Technical Manager to find out more about their machine. “Since our machine is being provided on a leasing basis, we will take care of everything. Clients simply enjoy an easier way of cleaning their parts while NCH will handle all the servicing,” said Chan. He underlined this by discussing the locations of NCH in Malaysia and the support staff on duty. With offices in Johor Baru, Klang, Penang, Kota Kinabalu, Bintulu, Sarawak and the East Coast of Peninsular Malaysia, there is a wide service network and some 30 staff are on duty to carry out the service and repairs if needed. “If you have a problem, you simply call us and within two hours we will respond. Within 24 hours we will have a solution for you,” stated Chan. What we hope for is that our customers see that we can do even more for them. “Not only do we provide a machine to clean parts, but we can offer the entire range of products needed to clean workshops too.” According to Yap, the machine is a child’s play to use. “After you placed the items you need to clean on the tray, close the compartment, put your hands into the gloves and activate the water based solution to be sprayed onto the parts by means of a foot pedal.” The cleaning solution, which is heated up to 45 degrees Celsius, is sprayed onto the parts using 31 bar of pressure. Once the parts are clean, an airgun within the



compartment is used to dry the components. All that is needed is a space of about one square meter and access to pressurised air. "We will handle the maintenance of the machine and the disposal of the cleaning solutions," Yap explains. With some time savings of 50% to clean parts, the Torrent is a worthwhile investment for workshops. "Larger workshops typically start out with one Torrent, but will shortly invest in more, once they have realised the benefits they are getting from using this solution."

Chan and Yap highlight that the Torrent offers more than just time-saving. Users are no longer exposed to chemicals or other hazardous materials, operating the Torrent is cleaner than manually cleaning parts in trays or buckets and while being safer to use, the NCH Torrent is also more environmentally friendly. It appears that this is a clean solution that benefits everyone. **T**

ASIAN TRUCKER DRIVERS CLUB

UPDATE



PRIN RAIN SPONSOR:



Shell Rimula wishes drivers "Selamat Menunaikan Ibadah Puasa"

Sponsored by Shell Rimula and supported by PUSPAKOM, Asian Trucker Drivers Club sprung a nice surprise for truck and bus drivers during the festive season to thank them for their hard work.

For the duration of six days, the Asian Trucker Drivers Club team opened up a booth at Puspakom Shah Alam and Puspakom Padang Jawa, giving out goodies and conducting a survey among truckers and bus drivers as part of an engagement activity with Shell Rimula.

Fully supported by Shell Rimula, the Asian Trucker team was present at the locations early in the morning until lunch time. The team was there during the peak hours when the drivers were bringing in their vehicles for inspection. The timing was chosen in order to reach as many drivers as possible during the campaign. By locating the booth at the holding area, the team was constantly surrounded by curious drivers that wanted to know what this activity was all about and how Shell Rimula could help them improve their vehicle's performance.

While waiting, drivers were also asked to participate in a survey comprising of 10 questions related to the daily tasks of drivers. We wanted to know about the truck brand they use, tyres, training, the fuel, etc. Drivers were happy to cooperate with the team and several hundred drivers received goodie bags in return for their valuable input. 🚛



Asian Trucker Drivers Club hosts Buka Puasa



Held for the third year running, the Asian Trucker Drivers Club Buka Puasa was held on 25th June 2016 and saw another record turn-out. Restaurant Rebung was the venue for the event and it was crowded with patrons stating "I am a Trucker" on their shirts.

Skillful drivers are highly sought after as their driving behaviour has a huge impact on the bottom line of transport companies. Also, they have to master the latest vehicle technology, the most sophisticated fleet management systems, road safety, and with market liberalization, understanding local rules and languages may be a crucial asset for truck drivers as well as for the employers, when carrying goods from country to country.

Therefore, Asian Trucker took the initiative to start a club for the Drivers, which will serve as a platform to help elevate the drivers' profession. We would like to thank our Premier Sponsor, Shell Rimula, for making this event possible. **T**

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What are fire fighters doing? They protect you!

Danger, excitement and adrenaline rushes, but, that's what it takes to be a fire fighter. Fajar talks to our friends in uniform to find out how these truckers remain ready for action.



The typical thought which most of us have about fire fighters is that they are people who are responsible for putting out fires. That is certainly true, but what we don't really acknowledge is that fire fighters are doing more than just that.

"The main duties of a full-time fire fighter are to protect the public in any emergency situation such as car crashes, chemical spills, flooding, water rescue, animal rescue, suicide attempts and general rescue as well as fires," said Mr Sharuddin, who is a fire fighter.

By now, Mr. Sharul, who started his career as a firefighter when he was 23 years old, has served the public for 19 years at the fire station in Taman Desa, Kuala Lumpur. We also interviewed his colleague, Mr. Sharuddin, a firefighter for 23 years so we can get a different point of view about their careers.



Both of them are holding the responsibility to drive the Scania fire trucks of this particular station for any operation that requires them. They take turns, which is 12 hours per shift.



"I started to develop my interest when I joined an uniformed association back in school as a fire fighter cadet. Being a person in uniform always seemed to suit my character; therefore I choose to be a firefighter," said Sharuddin.

"My not-to-forget experience is my involvement in the rescue team during the Highland Tower incident. It was scary yet adventurous," he added.

"The truck we are using has been around some four to five years. I've been assigned to drive this fire fighting truck. It was not easy at first, but now I am more experienced to handle it. The truck is extra heavy with the safety equipment installed in the back. It's the matter of how you drive it professionally, because you will also be under stress to arrive at the location as fast as possible, while ensuring the safety of other road users enroute," explained Sharul.

"Throughout my experience driving a fire fighting truck, Malaysian road users are giving a very good response towards emergency vehicles, especially on the road. They do give way

for a vehicle like the one we are driving. I just hope our smart citizens won't use the emergency lane for the wrong purpose," said Mr Sharuddin.

For a fire fighter to be responsible to drive this type of truck, they have to go for a special training as well. According to Mr. Sharuddin, recently, he and a few other colleagues went for a training session called a "Safety Driving Course for a Special Purpose Vehicle". Said training too an entire week. The course was to educate the drivers on how to drive the fire fighting truck during an emergency. A facilitator monitors the way they drive the truck and as a result, is able to coach participants in the way so that they become more aware of how they can manouver safely through traffic. This course will be held three times a year.

"If any youngsters out there are interested in some kind of challenging career and being in the uniform, you are welcome to join our fire fighter family, especially when you have what it takes to deal with all kinds of emergencies", was the call to action from both fire fighters. 🔥



Hongyan combines Chinese spirit with Italian technology

One of Iveco's partners is China based Hongyan. Stefan Pertz went to China to learn more about the brand and its promise.

In short, SAIC-IVECO HONGYAN Company is an experienced heavy duty truck manufacturer. The company is based in Chongqing city, China and designs and manufactures a wide range of heavy duty trucks and special purpose

trucks based on vehicles such as tractor unit, dump truck, cargo truck, tanker and construction engineering vehicles like concrete mixer truck, dump truck, heavy duty cargo trucks. For those familiar with China, this area is known for extremely spicy food, but what we found is also a truck brand worth taking a more detailed look.



Yang Hanlin, General Manager of SAIC-IVECO HONGYAN, took some time out of his busy schedule, having just arrived from another meeting in Shanghai, to share with us a brief history and outlook for the brand. Yang has been in the industry for some 27 years and he has a doctor's degree in combustion engine technology. It was in 1965 when the central government of China decided to increase production of commercial vehicles and to set up a production facility

in Chongqing. The name Hongyan was the title of a novel, which described a "fighting spirit". The humble beginnings of the brand trace back to technology exchange with French brand Berliet. "The first generation of our trucks we produced was the result of our great relationship with France. As you can see, we have always had strong ties to European brands," said Yang.

In 2001, Hongyan was the first Chinese truck maker to sell more than 10 000 units in a year. "During that time, there was a high demand and shortage of trucks. In 2007, the company entered a joint venture with SAIC and Iveco," Yang explains. Today, the plant would have a capacity of 80 000 units per year. Using the technical platforms, Hongyan launched trucks based on the Stralis. In China, tipper trucks are sold under the brand "Kingkan". For the cab, the company relies on the Iveco designed ones as they offer high degrees of comfort and safety. Visiting the production one will find trucks with Iveco logos and also those under Hongyan brand with "Iveco Technology" stickers on the cab. Essentially, this is the truck equivalent to Honda vehicles sold as Proton.

Next to Hongyan's plant one can find another SAIC operation which is producing Iveco's engines for heavy duty trucks, namely the Cursor family. Following the development of the Cursor 9 in 2004, the engines are being assembled in China since 2009. The world-wide used engine is assembled and either sent to overseas markets or just across the street to be married to the trucks made here. The 9-litre Cursor 9 engine assembly saw an expansion in 2014 when the Cursor 13 engine was introduced and production started



in Chongqing. In 2015, the Cursor 11 started production in China and the launch will be towards the end of this year.

The cabin used follows stringent European regulations, giving passengers an added layer safety. Yang is proud to announce that "Since we started using this cab in 2009, there wasn't a single fatality in this truck in accidents." Besides being safe, the Italian design cabin is also nicely designed, Yang states. To add more technology, the axles are also Iveco designed. CAN Bus technology for the board computer rounds off the package. Chinese customers nowadays look for fuel efficiency as well as for





Yang Hanlin, General Manager of SAIC-Iveco Hongyan (Middle) is handing a truck model to Stefan Pertz, Editor of Asian Trucker (Right).



safety. Without these vital criteria fulfilled satisfactory, clients won't buy according to Yang. When it comes to visible trends in China, the industry follows Europe. While some 10 – 15 years behind, the government and truck makers aim at closing the gap.

Commenting on the economic outlook, Yang is positive that this year will be better than last year. Year on year growth rates for the company have been between six to ten percent. "We conclude that this is the result of our efforts to really focus on the needs of our customers. Tractors have seen a 24 % increase in sales, however for us, the biggest increase is in tippers with some 75 to 79 % growth." To ensure further growth in other segments, the company is planning to improve and add other applications in the short term. A quarter of the production is currently being exported. Products are mainly exported to Africa, Middle East, Southeast Asia, and Latin America, of which Africa and Southeast Asia are the most important markets.

Synchronizing with Europe, SIH products introducing Italian IVECO heavy truck technology, are equipped with IVECO Cursor engines and adopt the most advanced painting technology in the world. Maneuverability, safety, comfort and durability are greatly improved so that SIH products can meet diversified market demands domestically and overseas. The product range includes road trucks (tractors and chassis cabs), off-road trucks (tipper and mining trucks) and special purpose trucks (mixer trucks, oil tank, water tank, garbage truck, refrigerator truck, crane, etc.). Products can be used in the fields of logistics, ports, mining, construction and various others. In terms of emission standard, engines comply with EURO 3, EURO 4 and EURO 5. Euro 3 products are mainly for export due to lower emission standard in overseas markets. Vehicles are available for left hand drive and right hand drive. Right hand drive type products are for typically for the Southeast Asian and East African markets.

From the view point of the HDT industry, Malaysia's heavy truck import sales increased year on year. It indicates that there are huge demands for heavy trucks. Malaysia is the central island country in Southeast Asia, which is the significant mooring

point for sea transportation as well as having big port handling capacity and a prosperous logistic industry. "All these factors will create big demands on road trucks. Plus Malaysia has so many infrastructure projects, especially express way construction projects, so off-road trucks are still demanded by this market," Yang said.

Hongyan in the Chinese context

The predecessor of SAIC-IVECO HONGYAN Commercial Vehicle Co., Ltd. Si Chuan Automobile Manufacturing Plant, which was approved by the State Council in the middle of 1960's, and brought in the French Berliet Military Vehicle technology so as to build the first Chinese Heavy Duty Military Off-Road vehicles. More than 50 years' experience plays a significant role in Heavy Duty Vehicle foundation.

Witnessed by the Premiers of China and Italy, the Sino- Foreign Joint Venture SAIC-IVECO HONGYAN Commercial Vehicle Co., Ltd. (hereafter called SIH) was established in June 2007. With Win- Win cooperation by the world's top 500 enterprise SAIC group, FIAT group IVECO and Chongqing Machinery & Electronics Hold Group, we build a heavy truck maker with the biggest annual production capability and the most advanced technology. Besides a CBU manufacturing plant, SIH has its own key parts plants for steering, axle, engine, etc.





In 1st quarter of 2016, Chinese HDT sold 146,538 units, increased 8.8% year on year, of which tractor sold 71,468 units, increased 28.5% year on year, chassis cabs sold 51,600 units, evened to 1st quarter of last year, tippers sold 23,470 units, fell 14.4% year on year. According to 1st quarter sales volume, tractors' ratio increased 7.5%, year on year, reaching 48.8%; chassis cabs' ratio fell 3.1%, down to 35.2%; tippers' ratio fell 4.4%, down to 16%. Affected by city construction in middle and lower reaches of Yangtze River, Skill Road Economical belt & Maritime Silk Road construction, implementation of new

regulation of GB1598 to control overloading, logistics middle and long term development planning and other factors, it is forecasted that HDT sales volume will be 570,000 units in 2016. Along with infrastructure projects start working one after the other, we forecast tippers' ratio will increase slightly, tractors' will keep stable, 6x2/6x4 tractors with big horse power will increase further, and chassis cabs' ratio will decrease a little. For products, "light version" road trucks will still take the domination in future. **F**



ZF lets your truck See, Think and Act

What to some sounds like far away science fiction was already reality at the ZF Global Press Days where the German company offered a view at things to come in the very near future. Stefan Pertz takes his hands off the wheel as he reports from the event.

Lined up at the ZF-owned test track where various vehicles: medium duty trucks, heavy duty trucks, buses of various types, a crane and the “ZF Innovation Truck”. We also met again with the Iveco Stralis, complete with “TraXon” gearbox, which had just been launched two weeks earlier in Madrid. Except for the crane, all vehicles were available for test drives to demonstrate how ZF products improve safety, comfort and fuel economy. The one topic that dominated the event was autonomous driving and there was plenty of it.

Globally, ZF identified key megatrends and is working towards fulfilling the needs arising from them: Efficiency, Safety and Automated Driving. With the latter, there certainly exists ambiguity, but ZF’s management is certain that it will happen over time.

ZF in Malaysia

The German brand has been present in Malaysia since 1981 and has currently six entities in the country. ZF Sales and Service (Malaysia) Sdn. Bhd. operates out of a 14 000 sqf office located in the Nouvelle Industrial Park in Kota Damansara. The office is known for its competency to support customers in the OE, parts sales and workshop service business serving the automotive and marine industries. It is also responsible for the aftermarket product brands of ZF in Malaysia. It provides a complete range of aftersales services, supported by its own comprehensive service network and extensive web of dealers and distribution



Rear end collisions and the avoidance of them

It was a gloomy morning when the group of South East Asian journalists arrived at the test track a mere 20 minutes outside of Aachen, near the border to Holland. "We hope it won't rain," was the mantra by all ZF staff as one would want to really test-drive the vehicles without having to worry about the weather conditions. First up was a demonstration whereby ZF showcased how their new system. Parked right in front of the crowd was a vehicle with the innovation truck barreling down the track and avoiding the obstacle without any issues. What saves lives and is easily demonstrated in 20 seconds takes a bit to explain: Modern trucks are designed with equipment and advanced driver assistance systems to improve safety performance in many situations. EU regulations now require newly registered trucks to be fitted with Electronic Stability Control (ESC), Advanced Emergency Braking Systems (AEBS) and Lane Departure Warning systems (LDW). ZF considers that the more closely systems and functions are networked and automated and as more passenger car technologies transfer to the commercial vehicle sector, the greater is the potential for safety improvements that will quickly and effectively protect drivers and other road users. Evasive Maneuver Assist (EMA) combined with Highway Driving Assist (HDA) utilize advanced sensors to act as the "eyes" of the system, with intelligent control units and physical maneuvering

performed by the actuators. These features will help to prevent driving distance errors including tailgating and driving off the road.

If truckers fail to see road obstacles or to register slowing traffic in time (or not at all), the unique EMA system takes control of the steering wheel – and by inference, control of the ZF electro hydraulic ReAX power steering. The assistant function detects if the AEBS or driver braking is sufficient to enable a stop before hitting the obstacle. If braking is insufficient to avoid a rear-end collision as may be the case on slippery roads or if traffic hazards appear suddenly in blind curves or after hill crests, the EMA directs the truck with its trailer (initiated by the steering motion of the driver to the right or left) independently and safely toward the desired open lane or hard shoulder, even at maximum speed. "Our innovative function simultaneously evades, brakes and stabilizes automatically – at all speeds, with any load in the semi-trailer truck and with any type of semi-trailer. This function helps to avoid rear-end collisions," says Mitja Schulz, Senior Vice President & General Manager Commercial Steering Systems at ZF TRW. With sudden manual avoidance maneuvers, there is always the risk that the driver steers too lightly to avoid the obstruction, causing a truly critical collision with an offset crash. Alternatively, the driver may steer too abruptly, heavily turning in, causing the truck to swerve or even tip over or crossing more than one lane and endangering others – EMA is designed to be able to prevent these scenarios.



The steering system interprets a sudden "pulling" of the steering wheel (response to driver warning) at Level 1, as a command to start the EMA. During automated control, the software constantly calculates the optimal evasion route and adjusts the steering angle accordingly. The software algorithm continuously monitors and compares the calculated and actual steering trajectory. The integrated roll-over protection function in the EMA is adapted for such extreme driving situations. This function is integrated into the ESC system and the lateral acceleration sensor through networking and is a feature in the ZF Innovation Truck 2016. Incidentally, the driver can override the EMA at any time during the autonomous evasive maneuver by simply taking control of the steering wheel, brakes or throttle. Key to this solution is the combination of sensors – a camera

sensor mounted on the front windshield accurately monitors road markings (S-Cam), and a radar sensor (AC1000) measures distance. The latter provides a broader field of view at low speeds while offering long range detection at higher speeds. Additional ZF networking efforts involve combinations of the brakes and TraXon Hybrid automatic transmission system, including the predictive shifting strategy PreVision GPS, along with the ReAX steering system. Finally, the HDA control unit has an additional feature specially developed by ZF for this use case. "If the markings are missing on one side of the road, the system virtually and reliably calculates them," explains Schulz. "We can have the HDA ready for volume production in approximately two years, so drivers, pedestrians and cyclists will benefit from these safety improvements very soon. By then, it will also be absolutely realistic for it to meet all requirements needed for truck platooning."

Next step in autonomous driving

Moving on to the next station the functionality witnessed in the demonstration is being taken to the next level. Here one can witness a flawless docking maneuver. One of the difficulties when driving a semi trailer and semi truck is visibility of what is happening at the rear end of the truck. Docking stations in warehouse traditionally feature rubber buffers onto which the trailer is backing up against. A small jolt tells the driver in the cab that he has indeed closed the distance and that the trailer is now flush against the wall.

Here, ZF offers a solution that will not only render the rubber buffers obsolete, but also makes the life of the trucker easier in addition to avoiding dangerous situations when moving backwards. Stepping out of the cab, a driver will use a tablet computer to drive the truck via remote control. This allows the driver to check for any obstacles s/he wouldn't see from the inside of the cab. Getting closer to the loading bay, the truck starts to see, think and act by measuring the distance between the wall and the trailer. Once the trailer is close enough to the wall, the trailer and truck combination brakes automatically, avoiding the collision between vehicle and warehouse structure. This is all done while the driver monitors the progress walking next to the truck.



The next demonstration was probably not for the faint hearted as ZF lined up a tiny electric powered vehicle in front of the massive Innovation Truck. Bolting off is the car with the truck in tow. Turning out of a roundabout and onto a long straight, the truck driver takes his hands off the steering wheel and the feet off the pedals, engages the truck in self drive mode. And it self-drives! When the car slows, the truck will keep its distance and upon taking up speed, the truck also accelerates. When you have grown up learning in driving school that your hands have to be in the five past eleven position whenever possible, this can certainly spook you. Full stop! And the truck stops and takes up speed again as the car floors it. Not only does the truck mimic the speed of the car, but it also follows the road with its bends and curves. Meanwhile, the highly developed gearbox makes accelerating the mass of some 40 tonnes look like child's play. Naturally, it is somewhat simpler to make autonomous driving work on highways as there are fewer exceptional events. ZF acknowledges the complexities of urban settings as there are many more things to consider, for instance pedestrians, oncoming traffic and playing children with balls bouncing onto the street. These situations need to be fully understood first and integrated into the system before one can really take the autonomous vehicle into these settings.



Five steps of autonomous driving

To classify the various stages of being fully autonomous, ZF has categorised "Driving into five categories:

ASSISTANCE

- 1) Non-Automated: Driver only and/or assisted – Driver acts him-/herself
- 2) Partially Automated: Driver monitors the automated functions

CHAUFFEUR

- 3) Highly Automated: System monitors its functional limits and passes responsibility back to the driver when it reaches its limits

PILOT

- 4) Fully Automated: System can master all tasks itself within a specified use case
- 5) Driverless / Autonomous: System can master all tasks in all situations itself. No driver required.



Asian Perspective

ZF has a presence in many countries across the Asia Pacific region, i.e. Australia, China, India, Indonesia, Japan, Malaysia, Philippines, Singapore, Taiwan, Thailand and Vietnam.

Does one need to adjust products according to needs in different parts of the world? After all, topography, missions, climate and uses of the trucks are different. ZF answers these issues by working with the truck OEMs and in consideration of the environment. From the beginning, in the development phase, parts or components such as gearboxes and axle systems are already designed with a myriad of calibration and adjustment options built into them. This means that parts can be adjusted without having to alter the fundamental structure of the part to meet the needs of specific markets. This means that there is a great amount of flexibility available for the OEMs. When developing parts, the severity of climates and uses will be considered too. For example, in the subtropics, humidity will require special attention. When it comes to further improving efficiency, ZF cautions against being overly confident that there is still room for improvement as this is also governed by the law of diminishing returns. At some point, it may not be worth the effort anymore as there is too much added complexity and cost in order to achieve further improvements in one area. However, ZF is committed to a Kaizen approach of continuous improvement.

Peter Lake, Member of the Board of Management of ZF has some additional input as he is responsible for ZF Corporate Market, ZF TRW Sales and Business Development, Region Asia Pacific.

"We are working mainly with the European, US-American, Korean, Japanese and some of the Chinese truck OEMs. However, it is up to them to take up the options we offer. Adoption is driven by the vehicle manufacturer," he said. Adoption depends on the OEMs as they would know the markets best, however, Lake sees that Japan is highly advanced, with the drive to use the 2020 Olympics to really drive autonomous driving for public transport.

Some adaptation of new technology is also limited by what is available. While buses nowadays could be fully electric, long distance truck applications are currently not possible to realise with electro mobility. However, Lake sees hybrid vehicles in trucking first. The direction is clear, with the future being electric and autonomous driving though. **F**



Iveco launches new Stralis, their TCO Champion

Only four years after the launch of the Stralis, a new version becomes available, seeing a re-design of some 50 percent, making the vehicle even more fuel efficient and smarter to drive.



The excitement among journalists from all over Europe was palpable when on the 16th of June the curtains lifted and Iveco revealed its new and re-engineered Stralis in Madrid, Spain. Key to the development of the new variants was the approach to provide a vehicle that is improving TCO (Total Cost of Ownership) and to match the truck with the job that the owners have to carry out, the mission. In order to do so, Iveco gathered a lot of data in order to determine how to reduce CO2 emission and fuel consumption. The result of this is also a new tool that helps to customise a truck in a fleet.

Approach to TCO

While several factors impact TCO, Iveco focused on fuel consumption as fuel (and Urea in the case of Euro 6) makes up to 43 percent of cost. In order to improve fuel efficiency, Iveco worked on the various aspects of commercial vehicles: friction, combustion, peak cylinder pressure, thermal and rolling resistance. To support this, the Hi-Cruise system was upgraded to link to GPS for predictive

cruise control as well as predictive gear shifting. This means that the truck will “look ahead” at the terrain and adjust the gears and revs in advance to ensure the most fuel efficient drive. For example, if a hill is ahead, the gearbox will shift down and the engine speed will increase in order to move up the hill without loss of momentum.

A brand new transmission was developed together with ZF, with new torque capability of up to 2800 Nm. It also has an improved Torque to Weight Ratio of 10.7 and lower noise of 6Db. The new gearbox is also 10 percent faster when shifting gears. The torque for the Cursor 11 engine with 420 HP increased to 2000 Nm, and 480 HP to 2300 Nm, starting earlier at 900 and 925 Rpm. Through this downspeeding effort and the new rear axles ratio which is re-engineered especially for European long haul mission, the fuel consumption is further improved.

Data gathered showed that there are three different mission profiles of trips taken throughout Europe: flat, hilly and



highland. Based on the profiles of the topography and the load factors, the system can then suggest the components such as the Smart EGR (available on XP version only) and axles to be used in order to achieve the best TCO. The XP version of the Stralis is dedicated to long haul transportation with extra



TCO performance where XP stands for "Extra Performance". Iveco introduced prototypes into large customer's fleets in order to compare the new Stralis with existing vehicles. Following the analysis of the route and mission, the new Stralis managed to achieve a reduction of fuel consumption of eight percent.

The completely renewed driveline, the new electric and electronic systems, new best-in-class transmission, rear axle and a rear suspension, the re-engineered engine, the proven HI-SCR technology, and the latest-generation GPS predictive functions, are perfectly integrated with a host of new and innovative fuel saving features and a unique range of services designed by Iveco to maximise reliability and reduce CO₂ and TCO. All the improvements and new features generate fuel savings of up to 11%, while the new services add further savings of up to 3%. Altogether, product features and services on the Stralis XP work together to reduce TCO in long-haul missions by an impressive 5.6%.

New Energy

With the new Stralis, Iveco also presented a newly developed gas engine as an option in the NP version. Gas, according to Iveco is the best possible solution to replace Diesel in long haul operations. Iveco chose LNG and CNG for this application as renewable sources of energy. With the implementation of Natural Gas Corridors throughout Europe, operators can realise a cost reduction of up to 40% on their fuels, without even considering the savings on AdBlue. By 2025, the maximum distance between filling stations will be as little as 150 Kilometers for CNG and 400 Kilometres for LNG.

The Stralis with gas engine was specifically designed for long distance operations with an 8.7 Litre CNG energy engine. Through the re-design, some 10 Kilograms were lost while the truck is now the best in class for weight to power ratio and has the same output as a comparable diesel engine. It is also the first gas powered truck that features an

automated 12 gear driveline to improve fuel consumption. Airtank and battery were re-located to the back of the chassis while the airfilter is located under the cab to allow the increase of capacity of fuel tanks. Currently, the range of the vehicle is up to 1 500 kilometers per filling. During the presentation of the new truck, Iveco representatives spoke about Gas now bringing a revolution to the industry, just as Diesel replaced petrol for commercial vehicles in the middle of the last century.

Right lubrication

During the launch, Dr. Andrea Dolfi, Global Technology Manager, Engine Fluids and Motorsport Research and Technology also presented how Petronas Lubricants Italy S.p.A. helped Iveco in achieving better fuel economy. The company focuses on the development of engine oils, additives and engine coolants, all of which are crucial in order to have the engine running at peak performance. "The partnership between the engine developer and supplier of



the engine fluids is very important as the result will have an impact on the performance of the vehicle. One needs to set very clear goals with long lasting planning horizons," he said. In short, the two key functions of engine oils are to prevent wear and to dissipate heat. Most importantly, this applies to the hottest parts of the engine, the pistons and the piston rings. The hotter an engine gets, the hotter the oil becomes and with that, it flows faster, meaning it flows quicker towards the bottom. This in turn may result in an oil film that is not thick enough to prevent the wear or to sufficiently reduce friction.

Together with the Iveco Stralis, Petronas is also introducing the world's first 0W20 engine oil for heavy duty application. Besides the astonishing viscosity, this new product also offers the world's longest oil drainage interval of 150 000 Kilometers. "The more fluid your lubricant is, the better it can dissipate heat." However, before one is to look at fuel efficiency, newly developed lubricants need to be

ensuring reliability too. In order to test this, there is no better way than what Dolfi called "the old school way of running millions and millions of kilometres". Although many may want to get their hands onto this new lubricant, Dolfi cautioned the audience that the new 0W20 oil is specifically designed for the new Stralis and cannot be used in any other engine.

On the road

Having heard all about the inner workings of the new gearbox and re-designed engine, it was time to take the trucks out to the highway. Climbing up to the vehicle, one has to notice the well designed entry, the luxurious feel and the good placement of storage compartments. An air suspended seat for the co-pilot is making the ride comfortable for the colleague not currently driving.

As promised by the gearbox with lower noise, the cab proves to be extremely quiet. Even the cool breeze from the airconditioning was one of the few sounds audible when the 510 Hp diesel-powered engine started. And the engine is working flawlessly to pull the weight of 40 tonnes on the trailer in a manner that suggests that there is no cargo on board. Lane departure systems assists the driver and the anti collision control takes over when needed, making this vehicle a co-pilot on the lookout for any issues.

The craftsmanship found in the cab is very good, giving off a good feeling of the new Stralis being a quality product. The high-cab available for the test drive was clearly a long distance variant and one can see how this vehicle would be suitable to run uninterrupted for many days. **F**



Iveco in South East Asia

With its regional headquarters based in Bangkok, Thailand, Iveco South East Asia & Japan regional team is responsible 20 countries including ASEAN countries, Korea, Taiwan, Japan, Pakistan, New Caledonia and other South Asian and Oceania countries.

Iveco, using the advantage of having a global footprint and throughout the region Iveco offers a full range of products and services; Iveco's wide range of products include, the Trakker (dedicated to off-road missions) and the Stralis, both over 16 tons. The Eurocargo from 6 – 16 tons, the Daily, a vehicle that covers the 3 – 7 ton vehicle weight segment. In addition, under the brand Iveco Astra, the company builds mining and construction vehicles, rigid and articulated dump trucks and specialty vehicles. Iveco is also a major player in the field of public transport, and among the leading bus and coach manufacturers in Europe, Iveco Bus designs, manufactures and markets a broad range of vehicles that meets all the needs of public and private operators:

- school, intercity and tourism coaches (Crossway and Magelys)
- standard and articulated city buses, including BRT dedicated versions, with a strong leadership in clean technologies such

- as CNG and Hybrids (Urbanway and Crealis)
 - minibuses for all passenger transport missions (Daily)
 - different chassis for bodybuilders.
- Iveco also offers the 682 range (light-off road and on-road heavy trucks) and the Powerdaily light commercial vehicles as minibus, van and chassis cab applications.

Apart from the Regional HQ in Bangkok Iveco also has a branch in Gwangju, Korea where Iveco is directly present in Korean market, and a representative office in Jakarta, Indonesia with a product support team with the aim of being close to the customers in Indonesia and surrounding.

Iveco is actively present in Thailand, Singapore, Indonesia, Malaysia, Myanmar, Taiwan, Philippines, Papua New Guinea, New Caledonia, French Polynesia and Pakistan through its professional expert distributor network and authorized workshops, offering the full range of products in the region depending on the country.

Iveco's strategy is to strengthen its presence in the region through development of its network, extended product and service offering to its key customers and increased customer satisfaction through Iveco's technology leadership which ensures low Total Cost of Ownership (TCO) on all its products.

Innovative Truck Engineering

To better service their clients, Sin Heng installed sophisticated Josam frame alignment systems and adding it to the renovated workshop pays quick dividends.



Located in Taman Desa Jaya in Johor Bahru we find the Innovative Truck Engineering workshop. It is adorned by a logo that doesn't leave any doubts that this is a place serious about commercial vehicles. Since 1994, Sin Heng Auto Works has been handling repairs of accident cars. In 1996, the company added facilities to handle commercial vehicles as well. Having moved to their current location in 1999, some 15 staff manage the repairs of commercial vehicles.

Some 30 trucks are being fixed every month, some of which are Malaysian trucks recovered from Singapore following accidents. As a panel workshop for several insurance companies, the company operates nationwide and their fleet of five tow trucks stands ready to bring vehicles of all sizes to their premises.

John Ong, CEO of Sin Heng Auto Works proudly says "This all started as a small operation with two staff. We have been in the market for some time now and our customers trust us as we deploy the latest technology for the repairs." When the workshop was renovated at the end of 2015, the management team looked for ways to improve their business and found a competent partner in Josam. Following recommendations from other workshops, Manbeni Machine Tools was contacted to present the equipment.

Said Alice Teo, Workshop Manager, "The renovation was a great opportunity for us to upgrade. Now we are seeing more customers to come to us as we offer faster turnaround and more precise work." Although the equipment is a heavy

investment, Innovative Truck Engineering is able to compete with workshops that operate without Josam equipment as one will need less labour when using hi-tech machinery. "It is a long term investment into our business," she went on to say. Innovative Truck Engineering has opted to use a range of Josam equipment in order to cater to the various needs to repair vehicles of all brands and sizes. Apparently, some brands are easier to repair than others. Ong tells us that "Some frames are extremely rigid and solid. That is good for daily operations, but a bit more difficult to repair. However, the Josam equipment also handles those with ease."

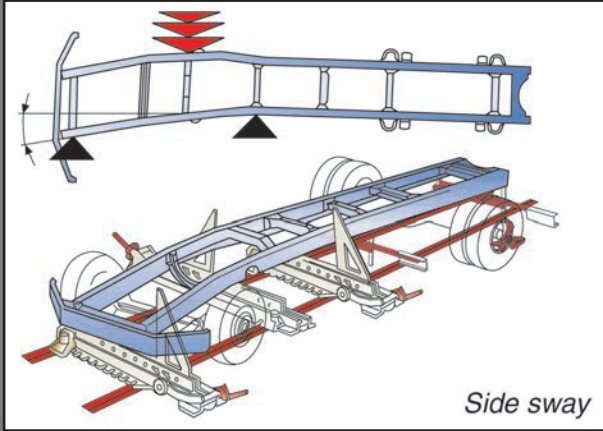
One of the most impressive aspects of the Josam equipment is the extended training that the Swedish company provides. Not only will the principal fly to a customer's location to provide an initial training, but the users can rely on an open door to request for follow up training at any time after the first training has been provided.

Deeply rooted in Johor Bahru, Innovative Truck Engineering will be exhibiting at the Johor Bus, Truck and Component Expo 2016 where they will be providing free wheel alignment together with Josam's distributor Manbeni Machine Tools. When it comes to a favourite truck, both in unison answered "The Mack of his Majesty, the Sultan of Johor!"

Beams and presses

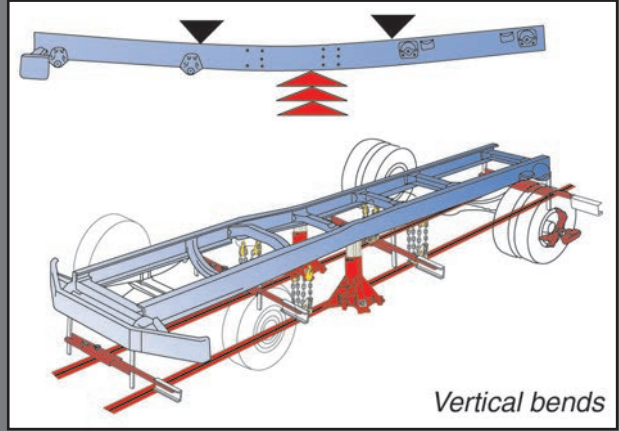
JOSAM Press/Pull trolleys have a 20 tons press capacity. The equipment is designed to be as lightweight as possible, which is why it is constructed entirely of aluminium alloy. This also makes it very strong and durable. The trolleys are mounted on wheels, making them easy to handle by just one mechanic. The diagrams show how the press trolleys take care of the majority of frame straightening repairs on heavy vehicles. The

counterstay trolley is a simpler model without a cylinder press. The JOSAM frame straightening system is based on the use of I-beams cast flush with the workshop floor. Straightening work is to be done without ramps and the workshop can be used for other purposes. JOSAM straightening trolleys, floor attachment etc. are anchored to these floor beams. Furthermore, JOSAM's cab and bus straightening equipment can also be anchored securely into these floor racks.



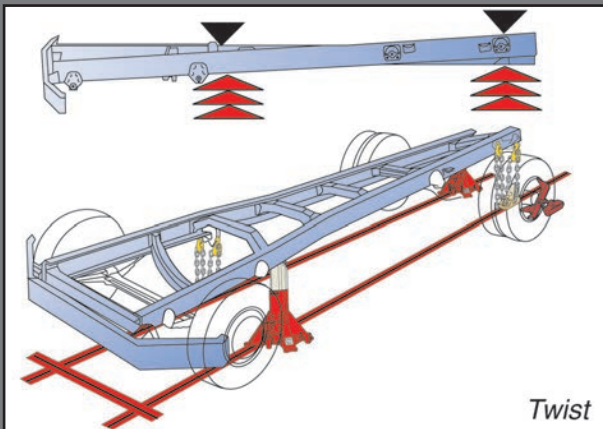
Side sway

Cross members are often not at right angles to the side rails. The front cross member is often heavily deformed.



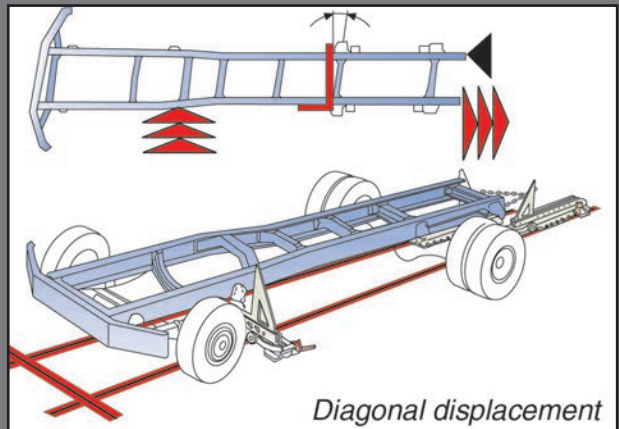
Vertical bends

Vertical bends can vary and are usually caused by incorrect usage of tipping or loading equipment.



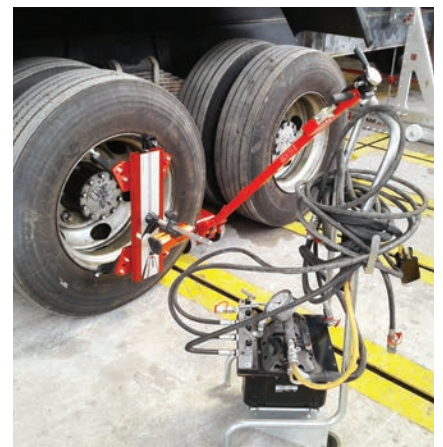
Twist

A twisted frame, where the side members are straight but distorted in relation to each other. The cross members are normally at right angles to the side rails.



Diagonal displacement

Diagonal displacement often occurs on tipper trucks which have overturned, resulting in frame members that are displaced longitudinally and cross members that are no longer at right angles to side members.





Nippon Paint's ULTIMA is your ultimate truck paint

We take a closer look at the latest product from Nippon Paint, which is specifically designed for commercial vehicles to give your fleet a shiny new look.

Nippon Paint saw the growth in the truck industry and realising that there is a need and opportunity, decided to act fast by creating a new series of products meant for large areas. This new series covers the complete paint process from priming surfaces such as steel to the clear coat giving it protection and shine. Nippon Paint's new ULTIMA features one component (1K) and two components (2K) acrylic and urethane based products.

Starting off for adhesion

NIPPON ULTIMA U-750 EPOXY PRIMER is a two component (2K) solution that is suitable as a first coat over new surfaces to ensure adhesion of the coloured paint. It is designed for almost all surfaces: Stainless and galvanised steel, aluminium and fiberboard used in commercial vehicles. It has excellent adhesion characteristics, high corrosion resistance and chemical resistance.

Smoothing out

NIPPON ULTIMA U-770 PRIMER SURFACER is an Acrylic lacquer primer for the bus, truck industry and general steel work. It is normally applied after the epoxy primer or it can be used as spot primer. It features good workability, fast drying, is easy to sand, provides a smooth surface and good adhesion to various substrates.

Making it shiny and protective

NIPPON ULTIMA 8600 HIGH SOLID 2:1 Clear Top Coat: This two component (2K) polyurethane clear coat is applied on top of the colour coat and it features high gloss, high build finish and low drying time which meets the large surface areas painting requirement. This results in a perfect paint flow and leveling on

your buses and trucks. Workshop operators would want to hear some more about the characteristics and how Nippon Paint's new creation can make their work easier. Here are some more features:

User friendly

- Workshop painters will like Ultima's good workability
- Easy spraying
- Easy to sand primer surfacer (NIPPON ULTIMA U-770 PRIMER SURFACER)
- Easy to polish
- Slow drying (NIPPON ULTIMA 8600 HIGH SOLID 2:1 TOP COAT CLEAR) The addition of thinner helps to control the paint behavior so that the application can be adapted to various weather conditions and surface aspects

Good Quality

- Long lasting vehicle appearance)
- High corrosion resistance primer (NIPPON ULTIMA U-750 EPOXY PRIMER)
- Good color retention basecoat
- Excellent Gloss & Excellent Durability clearcoats (NIPPON ULTIMA 8600 HIGH SOLID 2:1 TOP COAT CLEAR)

In line with its recent brand and corporate repositioning from "The Paint Expert" to "The Coatings Expert", Nippon Paint today serves multi-segments such as architectural, protective, industrial, automotive and marine, in both functional as well as aesthetic categories. As the number one total coating solutions provider, Nippon Paint Group is the market leader in Asia spanning across 15 countries. 

<p>Under Coat</p>  <p>Nippon Ultima U-750 Epoxy Primer</p>	<p>Primer Surfacer</p>  <p>Nippon Ultima U-770 Primer Surfacer</p>	<p>Top Coat</p>  <p>Nax Premila 7000 2K Solid Base Coat + Nax Premila 410 2K Hardener</p> <p>Nax Premila 8000 Base Coat</p>	<p>Top Coat Clear</p>  <p>Nippon Ultima 8600 High Solid 2:1 Top Coat Clear</p>
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Continental 
The Future in Motion



C3 ContiCasing Warranty



The warranty backs a truck tyre for three lives or up to six years



The warranty applies to selected Continental and General Tire truck tyres



The warranty provides a concessional replacement under selected conditions

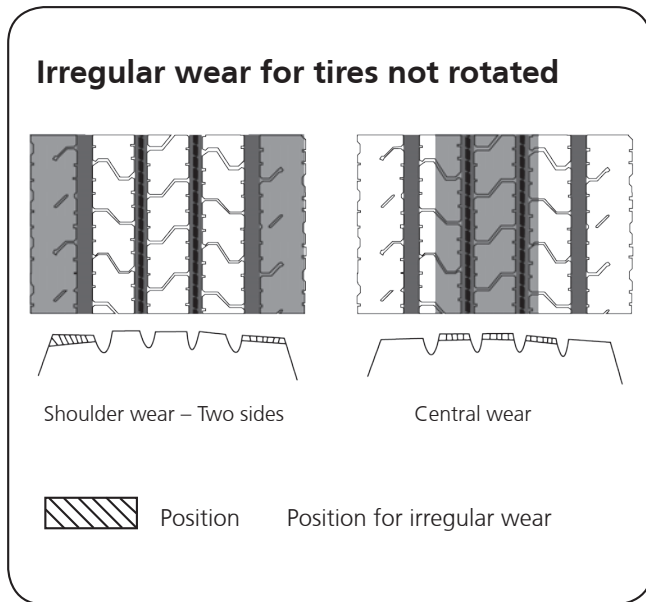
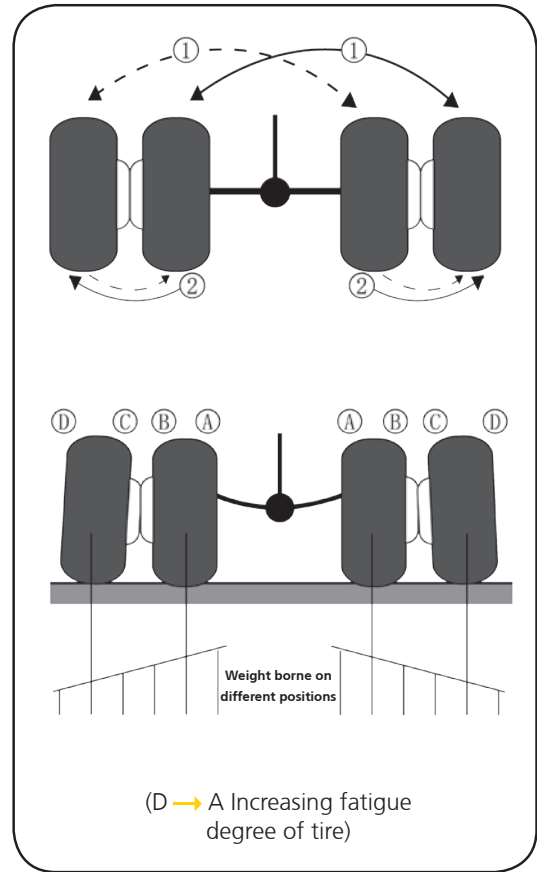
*Subject to terms and conditions.

For more information on this warranty, contact your local Continental dealer today or call **1300-88-263**.



Rotate tyres for better mileage

Tyres should be serviced periodically following the rotation patterns provided in the vehicle's owner's manual or as established by the industry. Using tyre rotation as a preventative maintenance will equalize front-to-rear and side-to-side wear rates while enhancing wear quality and pattern noise. Any minor 1/32" to 2/32" differences in front-to-rear tread depth between tyres that might be encountered immediately after periodic tyre rotations at intervals between 4 000 to 7 000 Kilometres won't upset the vehicle's hydroplaning balance and should not preclude rotating tyres. For that matter, any differences in wear rates actually indicate that tyre rotations should be done more frequently. One of the reasons tyre rotation is necessary is that highways have a chamfered surface in order to allow rain water to run off. While this reduces the risk of aquaplaning, tyres will wear unevenly as a result of the surface shape of the road.

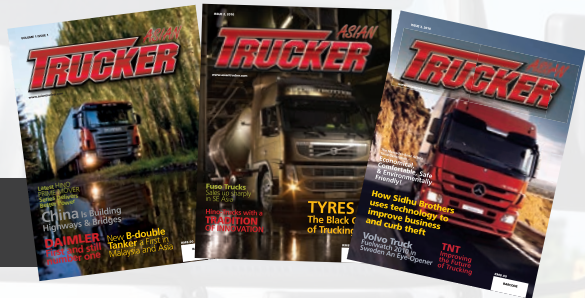


In dual tyre use, weight on inside tyre is relatively big generally and heat absorbed from brake drum is relatively high due to less ventilation. **F**

Tire Rotation to increase mileage

Due to concerns of damage to tyre shoulder and bead in heavy duty transport, proper tyre rotation can extend service life of tyre. The first position exchange: 2-3 times of rotation before complete wearout of tyre followed by the second position exchange.

ASIAN TRUCKER



SUBSCRIPTION FORM

Personal/Company details

Mr/Mrs/Mdm/Ms :

New I/C No :

Company :

Address :

Tel no (O) : (HP:

Email :

I hereby enclose RM Cheque.....

being made payable to Asian Trucker Media Sdn Bhd

4 issues RM40

6 issues RM60

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Asian Trucker Media Sdn Bhd (902834-K)

**8th Floor, West Wing,
Menara Rohas Perkasa,
50450 Kuala Lumpur.**

Fax no : 03- 2719 5588

Chevron's Delo 400 MGX answer to high sulphur diesel fuels

When your trucks are working, your business is driving profits. For Chevron, the goal is to give you the confidence to safely push Diesel engines further to help minimize operating cost and maximize performance.

Chevron has positioned itself with lubricants that stand for one thing: reliability. Chevron's new advanced formula Delo 400 MGX SAE 15W-40 provides excellent soot dispersancy, wear protection and sludge control to guard against loss of engine life.

Fully Tested

Fully field tested, Delo 400 MGX SAE 15W-40 has shown superb performance in extended-drain applications using low and high-sulphur Diesel fuels. In both, Cummins and Detroit Diesel engines, the lubricant achieved greater than 80 000 kilometre oil-drain intervals in both types of engines while protecting the engine. The engines were taken apart after over 800 000 kilometres on the engines for inspection, showing minimal deposits and wear.

Customer Benefit

This Delo product is specifically formulated for applications on and off road using Diesel fuels with high or low levels of sulphur. As such, the engine parts are well protected, providing optimum service life and minimal maintenance. This contributes to maximum vehicle utilization and uptime.


As Delo 400 MGX SAE 15W-40 is backwards compatible with previous API oil service categories and engine models, it allows fleet managers to use it with either high or low sulphur fuels to help minimize inventory.

Service considerations

Delo 400 MGX has superb Total Base Number (TBN) retention for use in either extended drain applications or use with high sulphur diesel fuels to ensure excellent acid neutralization. It is formulated for exceptional performance in either High (up to 2000 ppm) or low Sulphur Diesel fuels.

Delo 400 MGX SAE 15W-40 is excellent for use in new advanced engines developed to meet the latest emissions and reliability standards and in engines equipped with features like four-valve

heads, supercharging, turbo-charging, direct injection, shorter piston crowns, higher power density, intercooling, full electronic management of fuel and emissions systems, exhaust selective catalytic reduction, exhaust gas recirculation, and exhaust particulate filters.

Chevron however advises that user should always confirm that the product selected is consistent with the original equipment manufacturer's recommendation for the equipment operating conditions and customer's maintenance practices. 



LuK HD 30 PLUS clutch lining



Asian Trucker met Schaeffler to learn more about how their aftermarket products help operators improve their profitability with parts offering high performance and durability for heavy commercial vehicles.

To learn more about their products and particularly clutch linings, we met with Mr. Matthias Lange, Product Management Manager of Schaeffler Automotive Aftermarket SEA. We asked him some specific questions about their LuK HD 30 PLUS clutch lining.

AT: What exactly is “LuK HD 30 PLUS clutch lining”?

ML: Schaeffler Automotive Aftermarket is committed to using the latest generation of LuK clutch linings in repair solution for the heavy commercial vehicle segment. Friction linings are seen as a key component in every clutch system, because their quality is vital in determining service life, power transmission and gear shift comfort. The newly developed LuK HD 30 PLUS lining is used with 360 mm, 400 mm and 430 mm clutch discs. In addition, the LuK RepSet - consisting of a clutch disc, clutch pressure plate and conventional or hydraulic release bearing - means that an even more powerful and more durable clutch system is now available.

AT: What is the main difference between your clutch lining and similar products in the aftermarket?

ML: The LuK HD 30 PLUS clutch lining was developed specifically


for heavy commercial vehicles, and is the high performance result of ongoing research. Conventional clutch linings consist of just one material layer, and are therefore merely a compromise in terms of the required properties.

In contrast, the new LuK HD 30 PLUS lining, consists of two different material layers. The back side of the lining is optimized for strength and thermal stability. The friction side achieves a high degree of transmission safety thanks to an excellent frictional coefficient, as well as optimum comfort properties. In addition, rate of wear is significantly reduced.

AT: What is the result in terms of performance?

ML: This system means the clutch is 30% more durable in comparison to conventional technology. The longer life of the lining reduces downtime and cuts operating costs. The quality of LuK HD 30 PLUS meets OE specifications.

AT: Besides the performance, are there any other benefits of that product?

ML: Another advantage is that the entire production process is carried out without solvents. The materials used in the LuK HD 30 PLUS are free of asbestos and lead and contain no cadmium, mercury or chromium trioxide. The new LuK clutch lining therefore represents an alternative option that conserves resources and is environmentally friendly. 

SCHAEFFLER
AUTOMOTIVE AFTERMARKET



FAG





Mercedes-Benz brings new connectivity services and world-leading safety technologies featuring pedestrian detection to trucks

Looking ahead to the Commercial Vehicles show IAA in September, Mercedes-Benz Trucks is presenting two new digital services, Mercedes-Benz Uptime and the FleetBoard Store for Apps to boost truck productivity on a daily basis.

Mercedes-Benz is launching state-of-the-art safety systems for heavy-duty commercial vehicles in the form of the Sideguard Assist and the latest generation of Active Brake Assist (ABA 4) featuring pedestrian detection. Mercedes-Benz is also extending its ambition to lead in the area of fuel consumption: thanks to the latest efficiency packages the Mercedes-Benz Actros models' consumption could be reduced by six percent. Part of the new "Road Efficiency" concept, these measures ensure that, overall, customers are able to make even more economical use of their trucks. Mercedes-Benz Trucks brings the visions of the future that have been presented in recent months to the road by products and services.

Mercedes-Benz Uptime: Greater vehicle availability by using real-time data

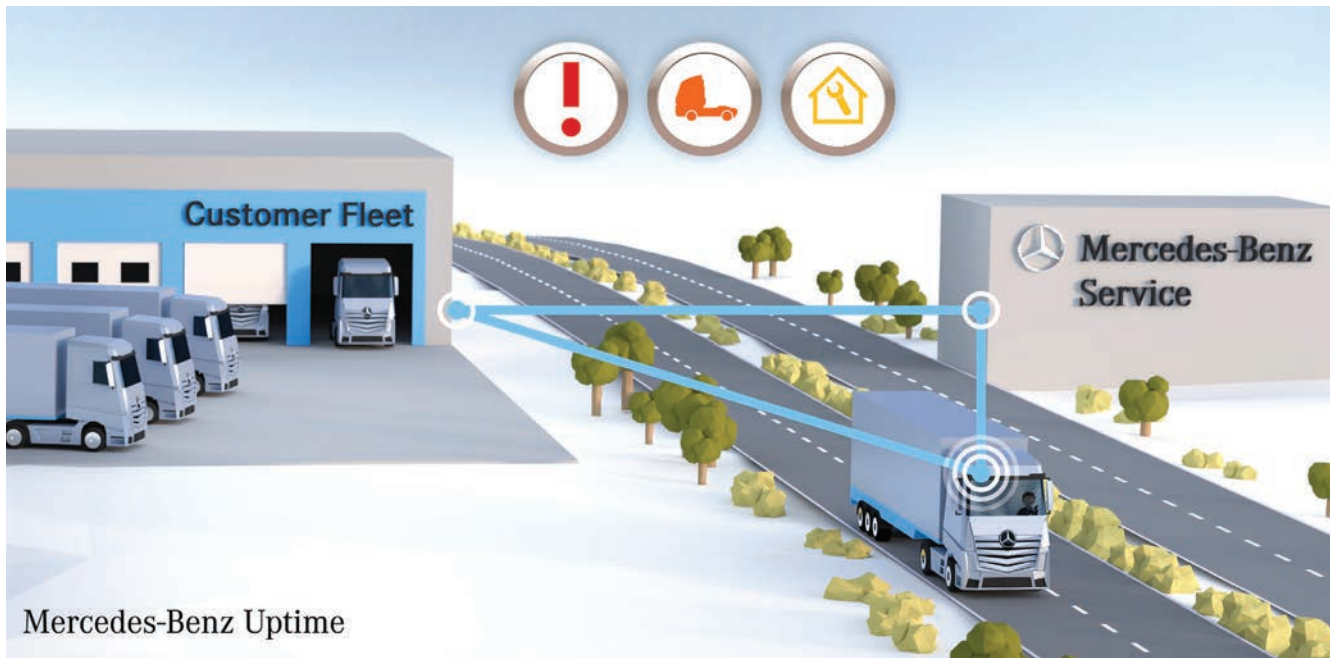
Thanks to comprehensive truck connectivity, Mercedes-Benz is launching Uptime, a completely new service for its

customers. The aim of the new service is to considerably increase vehicle availability for operators in their day-to-day business. Mercedes-Benz Uptime offers customers triple added value: 1) Due to continuous real time evaluation of the available data from the truck, the operator will be contacted actively before a part needs replacing or other repairs become absolutely necessary. This reduces the risk of breakdown and time lost by haulage contractors considerably. This is an important factor in countries such as France where roadside repairs are prohibited and any truck requiring repair has to be towed to a workshop. 2) Due to intelligent appointment scheduling, customers are able to plan maintenance and repairs for the ideal time in terms of their own order management and can therefore plan downtime more effectively. 3) Mercedes-Benz Uptime supports customers on maintenance and repair tasks that they perform themselves within their company's own fleet and workshop organisation.



Excellent feedback for Mercedes-Benz Uptime based on extensive customer testing in 1400 trucks

Mercedes-Benz has subjected Uptime to extensive testing over a two-year period on board 1400 trucks in 16 fleets in Germany, the UK, Austria and Poland. The trials met with a highly positive response, surpassing the companies' expectations across the board. A new



Mercedes-Benz Uptime

hardware component for Daimler Trucks is the precondition for using the new service product Uptime. Standardised electrical/electronic (E/E) architecture deployed across different regions and brands provides the technological basis built on a completely new design of standardised connectivity hardware. This module is roughly the size of an A5 sheet of paper and will be installed in all Daimler Trucks brands in future. At Mercedes-Benz Trucks it is to be deployed as the FleetBoard Connectivity platform. By 2020, Daimler Trucks will invest around half a billion euros in the networking of its trucks with their surroundings and in developing specific new applications.

FleetBoard Store for Apps as an open platform for third party providers

Mercedes-Benz Trucks is launching the new FleetBoard Store for Apps from early 2017. Acting as a kind of iTunes for the truck transport sector, this is a service that users are familiar with from their smartphones and tablets. This platform is deliberately open by design. It means that software experts for other industry partners such as bodybuilders, logistics specialists and customers will be able to contribute useful apps for everyone involved in transportation. The result will be a more efficient road haulage sector overall. At present there are around 180,000 vehicles with FleetBoard systems in operation with around 6,000 customers. FleetBoard not only connects vehicles made by Mercedes-Benz. Other vehicle brands can also be retrofitted with

the FleetBoard hardware at any time, and easily integrated into the logistics management system.

Safety technology pioneer: pedestrian detection in trucks available for the first time

For freight carriers and their customers it is essential that drivers, trucks and loads reach their destinations safely. Maximum road traffic safety is part of the vision of accident-free driving of Mercedes-Benz Trucks. To date, safety systems in trucks have served first and foremost to avoid serious accidents on motorways and highways despite increasing transport services. With the Sideguard Assist and Active Brake Assist 4 Mercedes-Benz Trucks transfers the state-of-the-art safety technology into urban traffic and affords protection above all to the most vulnerable road users – pedestrians and cyclists. Sideguard Assist is the first assistance system available in the branch that draws the truck driver's attention to pedestrians and cyclists in cornering situations, and which can thus significantly increase safety in urban traffic. The German Insurance Association (GDV) expects that with a Sideguard Assist around half of all accidents between trucks and pedestrians and cyclists can be avoided in future.

Active Brake Assist 4 is the first emergency braking system for trucks that can markedly reduce the risk of accidents with pedestrians in towns and cities. Whereas Active Brake Assist 3 already initiates braking fully automatically in response to stationary and moving

obstacles such as slow-moving vehicles in front or at the end of a tailback, the new ABA 4 now also detects pedestrians in urban traffic who are walking between parked cars onto the road. In this case, the vehicle will independently initiate partial braking.

Greater efficiency: Up to six percent less fuel consumption by the Actros models

Since the generation change in 2011, Mercedes-Benz has succeeded in continually reducing the overall fuel consumption of the new Mercedes-Benz Actros models compared to their predecessors based on a variety of further developments relating to the drive system. In conjunction with the optimised twelve-speed PowerShift 3 transmissions, new low-friction engine oils, Predictive Powertrain Control (PPC) and aerodynamic measures, the Actros customer in 2016 benefits from up to 15 percent lower fuel consumption in comparison with the preceding model.

Mercedes-Benz has therefore kept its customer promise to provide the most fuel-efficient vehicle on the market – as demonstrated on more than 2000 comparison drives known as “fuel duels” across Europe in recent years. In these comparison drives, customers tested Mercedes-Benz trucks in their fleet against vehicles manufactured by leading competitors. The result was clear: Mercedes-Benz was able to win over 90 percent of the tests, with fuel-consumption advantages of 10 percent and more. **T**

2016 NRMCA Industry Concrete Convention



How to meet current challenges with emerging technologies was the core topic of a convention organized by the National Ready-Mixed Concrete Association of Malaysia (NRMCA). Fajar reports from the event.

With a lot of recent issues that have happened these days involving trucks and their drivers, the 2016 NRMCA Industry Concrete Convention highlighted a number of points that are also related to other users of commercial vehicles. Presentations that stood out were “Managing Hazard and Risk in Connection with Repairs and Maintenance of RMX Plants by Ian Pughsley of Lafarge Malaysia”, “Beyond GPS Tracking. Improve Efficiency & Reduce Cost” by Datuk Raymond Chong of Gussmann Technologies Sdn Bhd”, and “A practical approach to Enhance the Safety Culture ” by Mr. John of Hanson Building Material Malaysia Sdn Bhd”.

“96% of accidents are caused by people behaviour (ILO Statistic),” said Ian Pughsley of Lafarge Malaysia in his speech. He concluded that people are the most prized asset in any organisation and therefore management must invest time and money in keeping them safe. Repairing and maintenance activities need to be planned carefully to avoid an environment where people are rushing and are taking shortcuts.

Some issues for this particular industry are cement theft (In addition to diesel theft), high operating cost and false toll claims which may lead to profit loss. “A smart truck fleet operator will install a GPS system in every truck that he has to monitor his business. People always have the mindset of “if it hasn’t happened yet, then there’s no need to do anything”. We need to change that by preventing these issues before they actually happen,” summarised Raymond Chong of Gussmann Technologies Sdn. Bhd.

The question was asked to know whether the concrete industry faces driver shortages as well. “Yes, we do face driver shortages in our industry, as driving a mixer truck is not everyone’s cup of tea. A ready-mixed truck is more risky to drive than a normal truck because the load is moving, This can be quite tricky to control. The transporters have to keep recruiting new drivers and keep them on a constant basis. Even though we have a shortage of drivers, we can never compromise the safety requirement imposed to be our driver. I rather face the issue of a driver shortage than having a driver or a truck that has the potential to kill people on the road,” said Ian Pughsley.

Addressing the speakers, as to how they see Malaysia compared to other Asian countries, they responded that there are some countries which have moved

forward quite strongly in the last seven or eight years, while other countries, for example Vietnam, face the same challenges as Malaysia. Nevertheless, Malaysia has improved a lot in terms of safety and implementing rules and management systems to achieve the vision of zero accidents in the future. **F**



**NRMCA CONCRETE CONVENTION ON 31 MAY 2016
TROPICANA GOLF & COUNTRY RESORT**

Seated : John Lee (Hanson), Chee Koon Yoong (NRMCA), Ian Pughsley (Lafarge Malaysia), Leong Yew Kuen (NRMCA), Teo Chee Hoon (NRMCA), Dato’ Ang Cheng Ho (NRMCA), Eric Wong (NRMCA)
Standing Koh Chong Guang (Projalma), Chuah Chong Ee (NRMCA), Ong Cheng Siang (NRMCA), Lim Chin Wooli (NRMCA), Shivram Bagade (BASF Malaysia), Michael Low (NRMCA), Datuk Raymond Chong (Gussmann Technology), Vindie Eu (Master of Ceremony)

The tracking guru

We take a look at the fleet solutions offered by M2M Network Sdn Bhd, developer and provider of customized and integrated telematics solutions.

M2M Network Sdn Bhd provides remote monitoring of equipment and devices to improve efficiency, minimize downtime, reduce maintenance costs, and ultimately improve service availability. One of the key features of the system is that the device monitoring the location of assets has its own power supply. It is therefore suitable for vehicles that cannot supply sufficient power to a tracking product or where connections to the power supply compromises the covert requirement of the service. Applications include a broad range of possibilities, including the tracking of cargo, luggage, motorcycle, marine, vehicle, people and pets.

Fleet Management

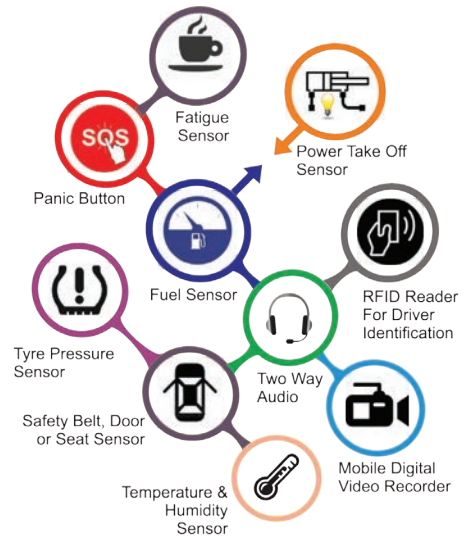
With their product, M2M Network addresses a wide variety of fleet management needs:

- Basic tracking
- Harsh driving behaviour monitoring
- Crash detection and analysis
- Vehicle status monitoring
- Basic OBDII PID monitoring

- Remote control of vehicle functions
- Vehicle security and emergency management
- Self powered applications
- Waterproof enclosures

Features of Maxxi V300 a 24/7 fleet management solution:

- Using M2M, it very easy to handle multiple vehicles on one screen
- Big Fleets can be managed very easily and efficiently by creating groups
- Maximum graphical user interface for fast and easy understanding & handling
- Vehicle's current location with status details on maps
- All vehicle with last updated status
- Vehicle's and Driver picture with complete details
- Alarms History Reports shows all the received alerts and faults detail with their location on map
- By clicking on alarm icon on map it shows the alarm details and a list view of alarm details also shown on right panel
- History Playback shows the travelling detail of vehicle with location on map



- and the alerts or faults received in the selected period
- Clicking on any vehicle to see its details with ignition ON/OFF status
- Daily movement of vehicle can be seen on screen just by selecting play back

Apart from that, M2M Network also offers MDVR V400, a 24/7 mobile video monitoring solution, providing a live video stream for the operator. For more info, you may visit their www.caronline.guru website. **T**



Giti Tire has developed an ideal tire solution or specific transport requirements, increasing the overall economic efficiency of fleets.



Now available at our professional & authorized distributors.

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ENTERPRISE





Freight experts Expedite turn to Steelbro

'Ease of operation' and 'a great back-up service' are two important requirements when looking for a sidelifter says Expedite.

Freight companies like Expedite Freight forwarders know the importance of providing a reliable and efficient logistics support service. They have found a successful niche in the Industry, using their expertise and

experience to plan and handle different types of cargo efficiently. Apart from having a skilled and dedicated team to help them achieve this, they rely on having the best equipment to do the job.



When looking for equipment, Expedite turned to trusted transport equipment specialist, Steelbro, for a sidelifter that met the mark. According to general manager of Expedite Freight Forwarders, Kevin Gan Sur Theng, the Steelbro sidelifter has helped them to accelerate the movement and flow of goods from the port to customer's premises simply and efficiently.

The Port Klang based company was established in 1983. Guided by clear objectives and strong principles, Expedite has become a leading freight forwarder

for importers and exporters. Offering a one-stop logistics solution, the Company provides a complete and reliable forwarding, transport haulage, warehousing and shipping service available throughout the Malaysian peninsula.

Sidelifter improves the way we work

Expedite acquired its first unit from Steelbro just four years ago. A relatively new advocate of the sidelifter, the company has seen the greater flexibility and operational benefits that the sidelifter can offer and it now has three units in operation.

"The sidelifters have improved the way we work," says Mr. Kevin Gan. "We use them for moving loads on short journeys from the port to Rawang, to Port Klang, or to Klang Valley. Loads include specialised or dangerous containers e.g. 20' fuel tank containers; Also, 40' flat rack containers for the transport of heavy oversized equipment.


"Our staff who work with the sidelifters tell us 'They are easy to use and easy to operate. It's easy to offload and pick up a container. We can work quickly with these units, transferring containers from trailer to trailer or to the ground.'

"We are also impressed with the SB450 because of its heavy lifting capacity." says Gan. It's an added benefit for freight operators such as ours.

The Steelbro SB450 Sidelifter is a rugged self-loading trailer with a heavy lifting capacity. 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.

Good back-up service and quick access to spare parts

Expedite freight forwarders has had their sidelifters serviced at Steelbro's Port Klang based full support service facility. Mr. Kevin Gan was pleased with the experience and found that he was able to obtain spare parts promptly.

The service facility (apart from www.steelbro.com as a first stop for information) offers a 24 hour/7 day service and support facility with an expanding regional support network. 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. 



Growing with HINO: Soon Seng Truck & Parts

Located in Nilai, just off the highway, this HINO dealer has grown bounds and leaps, thanks to the trust in the Japanese brand HINO.



We met with Samson Chan, General Manager, Sales Division and second generation business owner in the dealership. He explained to us that the company has deep roots in the commercial vehicle industry. What started over 30 years ago as a panel workshop for insurances has since grown into a small network of locations.

Exiting the North-South highway, one can already see the building, which is home to some 40 staff. Soong Seng Truck & Parts used to be a 1S dealer, but when Chan returned from his studies he joined the family business in 2008. Studying the market, the management then decided to apply to be a 3S Dealer. "However, with the connection to the insurance side, we are already more than that, you could call this a 4S Dealership," Chan said. While the panel workshop would deal with all brands, the dealership is strictly focused on the Hino brand.

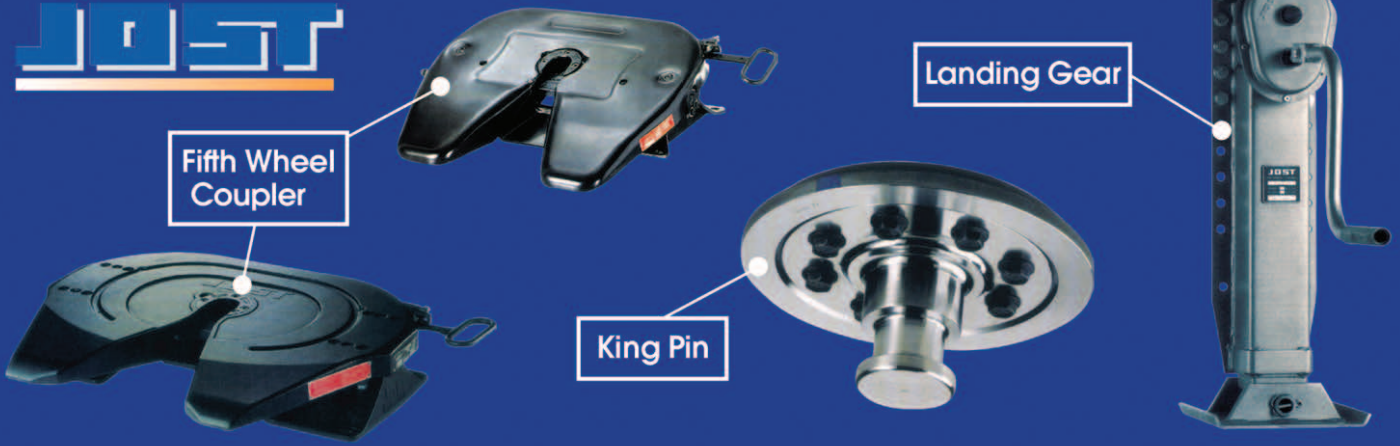
When asked why HINO was chosen, Chan explains that "Hino has always stood for quality. We knew that from experience we gathered and we decided to take things up a notch." Today, the dealership sells around 300 units a year, which are LCV and MCV. The majority of their customers are corporate fleets, some of which also purchase the Hino 700 Series prime mover. When it comes to the servicing of the vehicles after the sales, some six mechanics, five of them senior, stand ready to deal with any issue on hand. The workshop out in the back is spacious and features an express lane for regular maintenance work on trucks coming in. Noteworthy customers of Soon Seng Truck & Parts are fleets, such as Hitachi, Skynet or Linfox.

In addition to the dedicated service staff, Soon Seng Truck & Parts also offers maintenance packages. One option is to go for a five year contract that includes repair and maintenance,

based on mileage. An alternative would be to go only for the maintenance package. "We believe that our repair and maintenance package is a good option as it offers better service, better price and also access to the rescue service." Along with the investment into the new showroom in 2014 came a ProCare vehicle, the dedicated truck to fix breakdowns on the road.

Although optimistic, Chan is also seeing difficulties arising in the current economy. "Banks are now clamping down on loans. Even if we have ready customers, it is tough to secure the loans." However, Soon Seng Truck & Parts' management is not just waiting for things to improve: a team of telemarketers will soon be dialling up potential customers to see if there is interest in Hino trucks. To compliment this, a new website is being developed and events are planned. The biggest news however might be the plan to open another showroom in Seremban in 2017. Soon Seng Truck & Parts has established a trustworthy image within the industry. Due to the rapid growth of customer's demand, especially beyond the boundaries of Nilai, they are seriously considering another investment into another, new Hino 3S dealership in Seremban. "We aim for customer's trust and confidence," said Chan. **➤**





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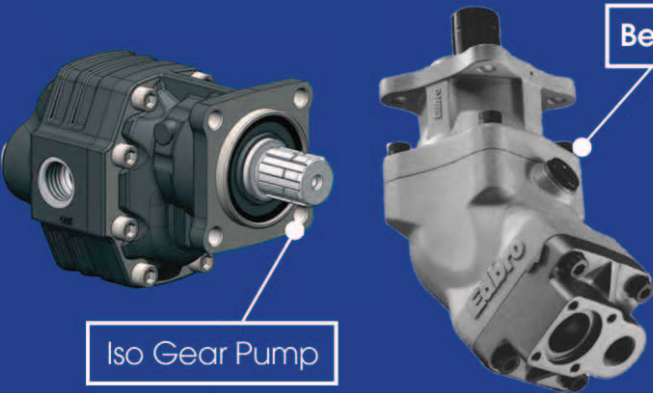


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Powerful, robust and reliable through the forest: MAN Trucks

Vehicles used in the timber industry and forestry have a demanding job to cope with: the tough terrain and enormous loads to manage make timber transport a challenge of extreme magnitude. Not only must they operate on unpaved forest and gravel roads, they need to be able handle to the load well. The weight can vary particularly heavy depending on the different wood species, diameter and degree of moisture of the logs. MAN vehicles constitute a tailored solution for timber transport and provide benefits along the whole value chain.

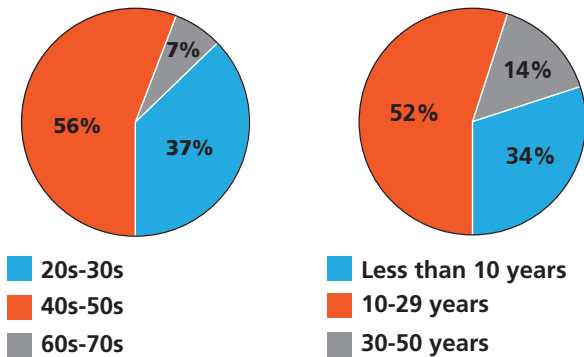
MAN trucks are well suited for all these applications due to a broad product range. MAN range of vehicles cover the entire value chain of the timber industry, for example as wood chippers or as roll-off skip loaders for transporting woodchips and include standard vehicles capable of efficiently covering long distances. They are also equipped with traction assist features such as MAN HydroDrive, if necessary and the MAN TGX model with the powerful D38 engine are perfectly suited for short-log hauling. 

Market Intelligence

A total of 407 drivers participated in a survey that was conducted in Bahasa Malaysia in the month of June.

From the total participation, 129 participants were found to be bus drivers and 39 participants were disqualified due to inconsistent and/or irrelevant answers. This leaves the total number of participants at 239.

Drivers were aged between 21 years old to 75 years old with experience ranging from 1 to 47 years and can be summarized as follows:

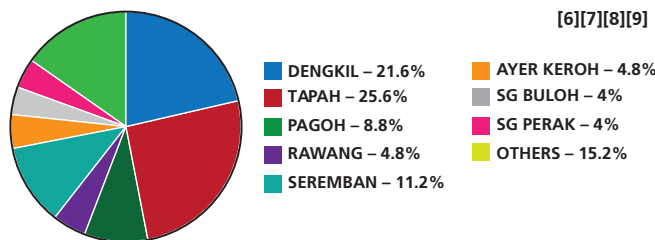


1. What is your opinion on the R&R facilities provided? Which is your favorite?

PART 1 Answered:62 Skipped:162 Irrelevant:15

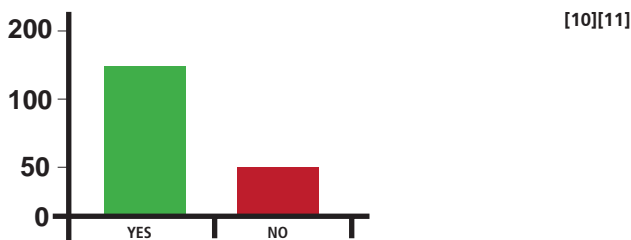


PART 2 Answered:125 Skipped:93 Irrelevant:21



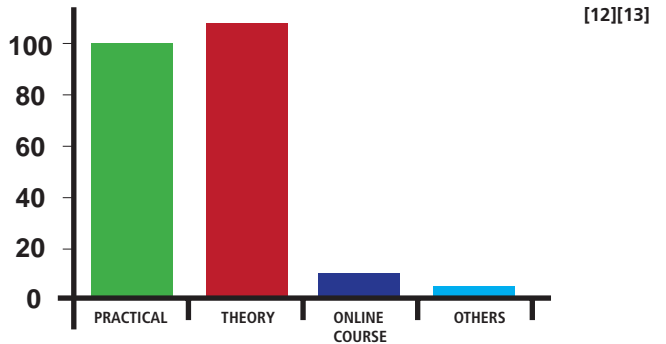
2. Have you received training on truck driving before?

Answered: 238 Skipped: 1



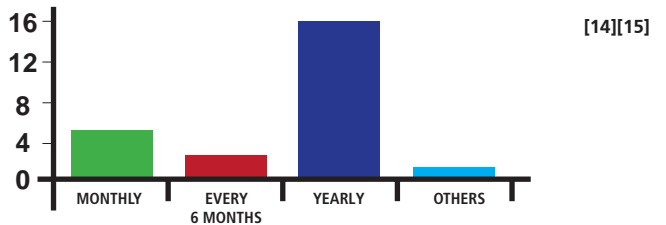
3. Please specify the kind of training you've received:

Answered: 236 Skipped: 3 N/A:58



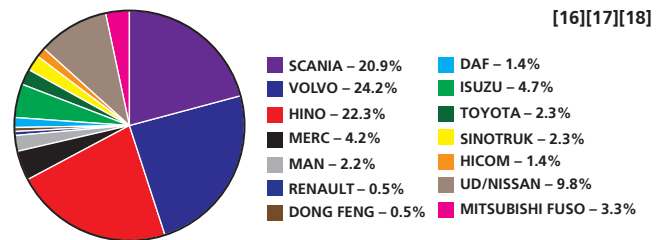
4. How often is this training held? (If any)

Answered:129 Skipped:44 N/A: 58 (Irrelevant):8



5. What brand of truck are you driving?

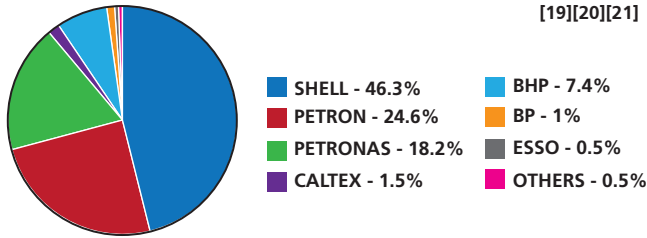
Answered:215 Skipped: 13 Irrelevant:11



Brand/Rating	Satisfied	Average	Poor	Skipped
Scania	17.7%	2.3%	0%	0.9%
Volvo	20.0%	2.3%	0%	1.9%
Hino	9.8%	6.0%	0%	6.5%
Merc	3.3%	0.9%	0%	0%
Man	1.4%	0.9%	0%	0%
Renault	0%	0.5%	0%	0%
Dong Feng	0.5%	0%	0%	0%
DAF	1.4%	0%	0%	0%
Isuzu	2.8%	1.4%	0%	0.5%
Toyota	0%	0%	0%	2.3%
Sinotruk	0.9%	0.9%	0%	0.5%
Hicom	0.5%	0%	0%	0.9%
UD	4.2%	3.3%	0%	2.2%
Mitsubishi Fuso	0.9%	1.4%	0.5%	0.5%

6. What brand of lubricants are you using?

Answered:203 Skipped:31 Irrelevant:5

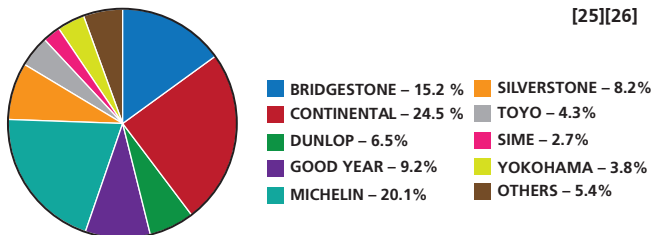


[19][20][21]

Bran/Rating	Satisfied	Average	Poor	Skipped
Shell	30.5%	4.9%	0%	10.8%
Petron	16.7%	3.9%	0%	4%
Petronas	13.3%	2%	0%	3%
Caltex	1%	0%	0%	0.5%
BHP	5.4%	0%	0%	2%
BP	0.5%	0%	0%	0.5%
Esso	0.5%	0%	0%	0%
Others	0%	0%	0%	0.5%

7. What brand of tyres are you using?

Answered:223 Skipped:53 Irrelevant:2

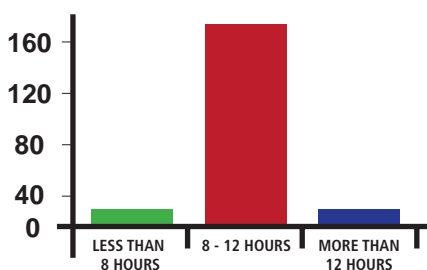


[25][26]

Brand/Rating	Satisfied	Average	Poor	Skipped
Bridgestone	9.4%	3.3%	0%	2.7%
Continental	15.2%	4.9%	0%	4.3%
Dunlop	2.2%	2.2%	0%	2.2%
Good Year	4.3%	0.5%	0%	4.3%
Michelin	16.8%	0%	0%	3.3%
Silverstone	3.8%	3.3%	0%	1.1%
Toyo	2.7%	0.5%	0%	1.1%
SIME	1.1%	1.1%	0%	0%
Yokohama	2.2%	0%	0%	1.6%
Others	2.2%	1.6%	0.5%	1.6%

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

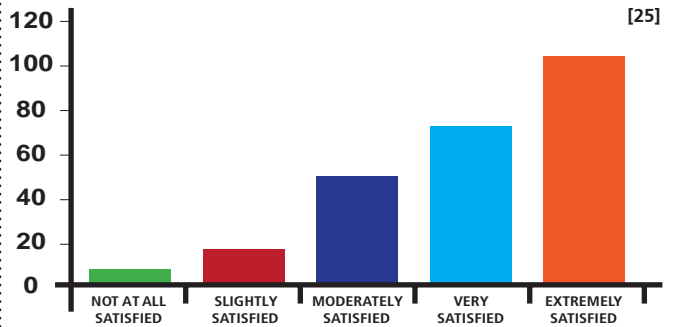
Answered:236 Skipped:1 Irrelevant:2



[24]

9. On a scale of 1 to 10 (with 10 being the most satisfactory), how would you rate the services and facilities provided by Puspakom?

Answered:237 Skipped:1 Irrelevant:1



[25]

Notes:

- [1] 68% of the participants chose to disregard this first half of the question.
 - [2] 3.2% participants were dissatisfied with the number of parking spaces available.
 - [3] 31% of the participants found the R&Rs to be "Good".
 - [4] 8% of the participants found them to be "Comfortable"
 - [5] For the next survey, participants will be asked to rate R&R stops on a scale of 1 to 10 as opposed to giving opinions. This is to ensure a more accurate method of data collection and presentation
 - [6] Participants were allowed to choose **only one (1)** favorite R&R stop.
 - [7] In instances where more than one (1) answer was given, only the first is accepted.
 - [8] Names of all the R&R stops stated have been verified before being taken into account.
 - [9] Necessary changes have been made to the R&R stops with incorrect names based on the proximity between the nearest R&R stop to the area mentioned.
 - [10] Participants who ticked "NO" were asked to skip Question 2 and Question 3.
 - [11] It is common practice in Malaysia for truck drivers when on the road to bring along apprentices that also act as assistants; locally known as kelindan lori. Many participants commented that knowledge and training on commercial vehicle maneuvering was imparted to them orally during their apprenticeship.
 - [12] Participants were allowed to choose more than one option.
 - [13] Others: Volvo Fuelwatch Challenge 2015
 - [14] Specific answers have been generalized into four (4) categories to create a graph.
 - [15] Participants whose companies do not organize regular training events resorted to interpreting the question as how many times they've received any form of truck training in total. The answers are tabulated below:
-
- | Frequency | Count |
|------------------|-------|
| ONCET | 45 |
| WICE | 25 |
| THRICE | 15 |
| MORE THAN THRICE | 15 |
- [16] Participants were allowed to choose **only one (1)** truck-preferably the truck that was being inspected at Puspakom on that day.
 - [17] In instances where more than one (1) answer was given, only the first is accepted.
 - [18] Answers that stated the type of truck being driven were deemed irrelevant.
 - [19] Participants were allowed to choose **only one (1)** lubricant brand.
 - [20] In instances where more than one (1) lubricant brand was being used by the company, participants were allowed to choose a brand based on either one of the following: -
 - The brand that provided highest fuel-efficiency (in their opinion) **OR**
 - The last lubricant purchase made
 - [21] Answers that stated the type of lubricants being used were deemed irrelevant.
 - [22] Participants were allowed to choose **more than one (1)** tyre brand.
 - [23] However, most drivers could not remember the brand of tyres being used and therefore were requested to state at least one (1).
 - [24] Drivers who had inconsistent working hours were requested to state the maximum number of hours they spend on the road.
 - [25] Participants were asked to tick the relevant answer (in their opinion) using the following scale: **f**

1	2	3	4	5	6	7	8	9	10
Not at all satisfied	Slightly satisfied	Moderately satisfied	Very Satisfied	Extremely Satisfied					

HINO trucks get a facelift

HINO has given their 300 Series a facelift with a new image. The 'retouch' of their bestsellers is aiming to make the trucks safer and more fuel-saving.

A government plan will adopt the target set by the Global Decade of Action for Road Safety 2011-2020 by reducing the predicted road deaths in 2020 by 50%. A report by Malaysian Institute of Road Safety Research (MIROS) shows that, in the absence of a comprehensive road safety program, there were approximately 8,760 road fatalities in 2015. What is more worrying is they see the number hit 10,716 by 2020.

The adaptation of the target set by the Global Decade of Action for Road Safety 2011-2020 by the Malaysian government has also led to the improvement of their products to upgrade safety features, started with their best-selling LCV.

Tubeless Tyres

The new image of HINO 300 Series now gives customer more choice with another safety part as their preference which is the tubeless tyres which will guarantee a

better safety and lesser chances of getting involved in an accident. The best part is it contributes to fuel efficiency that can give higher mileage and driving journey through lighter tyre and lower rolling resistance. On top of that, it promises longer lifespan because of an innovation that lowers the heat generation. Soon, it will be the important standard item for all LCV models.

Reverse Sensor

The facelift of Hino 300 Series is enhanced by the addition of reverse sensor which basically assist driver to park and manoeuvre the vehicle effortlessly in any

situation and prevent accidents during parking. On top of that, it also helps drivers to avoid objects while moving in reverse so they can be aware of items that is out of their vision, hence, prevent any unnecessary crash and unwanted costs.

Interior Facelift

Giving the new LCV look freshness, it comes with new front grille with new paint. Other than safety upgrades, Hino also enhanced their 4.5 ton and 5 ton LCV model with door visors that can help to prevent the condensation of water vapour inside the truck windscreen. **F**



Professionals rely on quality from MANN-FILTER

MANN-FILTER "Best Brand 2016" according to "trans aktuell", "lastauto omnibus" and "FERNFAHRER"

The readers of the German trade magazines "trans aktuell", "lastauto omnibus" and "FERNFAHRER" have voted: MANN-FILTER is the "Best Brand 2016" in the Filter category – for the fifth year in succession on June 24th 2016.

From transmissions and tires, brakes to refrigeration units and not forgetting the filters: in over 20 categories, almost 10,000 readers gave their opinion on the brands whose products impress them most. The results provide a clear insight into product policies and brand positioning in the industry. The overwhelming majority of respondents once again opted for MANN-FILTER in the "Filter" category. With this result, the quality brand was able to repeat its success of the last four years and extend its lead over the second-placed brand significantly. The vote for the "Best Brand" and for the "Best Commercial Vehicle" is organized by ETM-Verlag Stuttgart, a specialist publisher which issues all three magazines.

OEM quality in the independent aftermarket

The prize was officially awarded on the evening of June 23, 2016 in Stuttgart, Germany. It was accepted by Jörg Engels, who



as Director Brand Management in the automotive aftermarket is responsible for the MANN-FILTER brand. Engels was delighted with the award: "We are proud that the readers of three such important trade magazines for the transport industry have given a clear vote of confidence in MANN-FILTER as the No. 1 filter brand in the commercial vehicle segment. It further motivates us to continue impressing our customers with uncompromising OEM quality, market coverage of more than 90 percent in the European commercial vehicle market and a high-performance service offering." **F**

Over 200 workshops received visit from ZF

The German company has a number of brands under their wings. With this campaign ZF aimed at promoting Sachs products to workshops in the Klang Valley. The team spent some 20 days on the road, visiting workshops, talking to their owners and conducting surveys among customers present.

Asian Trucker met with Mr. Chia Wai Yin during the visit of the ZF team and he was full of praise for the activity. "Of course customers accept the more expensive products as they are simply of a better quality. Hopefully, with this campaign, we can increase our sales as well, but also, it is important that our staff gets to know more about ZF, Sachs and other products they offer."

"The main objective is to create awareness in the market. We have been a late comer to the market with these products, but are seeing good responses from customers as a result of this workshop program," shared General Manager of ZF Sales & Service (Malaysia) Sdn. Bhd., Mr. Cheah Chee Luen.

SACHS currently offers shock absorbers for more than 6,570 references, including 1,984 references for Asian vehicles, while ZF Services' Lemförder brand offers steering and suspension for popular Asian car brands. **F**



Welcome the New Managing Director of GIB Rubber

GIB Rubber are pleased to announce that since May this year they have a new Managing Director: Mr. Bob Ngaau, previously GIB Group Technical Director, who has with full commitment taken up the challenge of bringing the company to the new boundaries. The staff of GIB would like to express their warmest congratulations to Mr. Bob on this occasion and wish him a lot of success and good fortune on this new exciting position. **F**

SPAD will not tolerate emergency lane abuse

Suruhanjaya Pengangkutan Awam Darat (SPAD) wishes to stress that all vehicles providing public transport, freight and tourism services are subject to traffic rules that prohibit the abuse of emergency lanes.

On 4 July 2016, SPAD, via a video recording shared on social media, observed a number of taxis blocking an ambulance plying the emergency lane in response to a distress call. This offence falls under the purview of the Road Transport Act 1987 of the Road Transport Department (JPJ). SPAD too views

this matter seriously and will take action against the drivers through the relevant operators.

SPAD will work with JPJ to investigate this incident and take appropriate action which can include the suspension and revocation of Driver's Card/ Vehicle Permit or Operator License through the Commission's powers under the Land Public Transport Act 2010. SPAD wishes to remind all land public transport operators and drivers to always prioritise the safety of passengers and other road users at all times. **F**



Asian Trucker holds 6th Annual Asian Trucker Networking Night

Weather was on the side of the organizers when over 100 industry leaders gathered at the Sky Bar in Ara Damansara's Oasis Square. Participants travelled from near and far in order to meet with the team of Asian Trucker and representatives of other companies in order to re-connect or make new acquaintances. Shell Rimula and NCH were the sponsors for the event and we would like to thank them for their support and making this event a success. **T**

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