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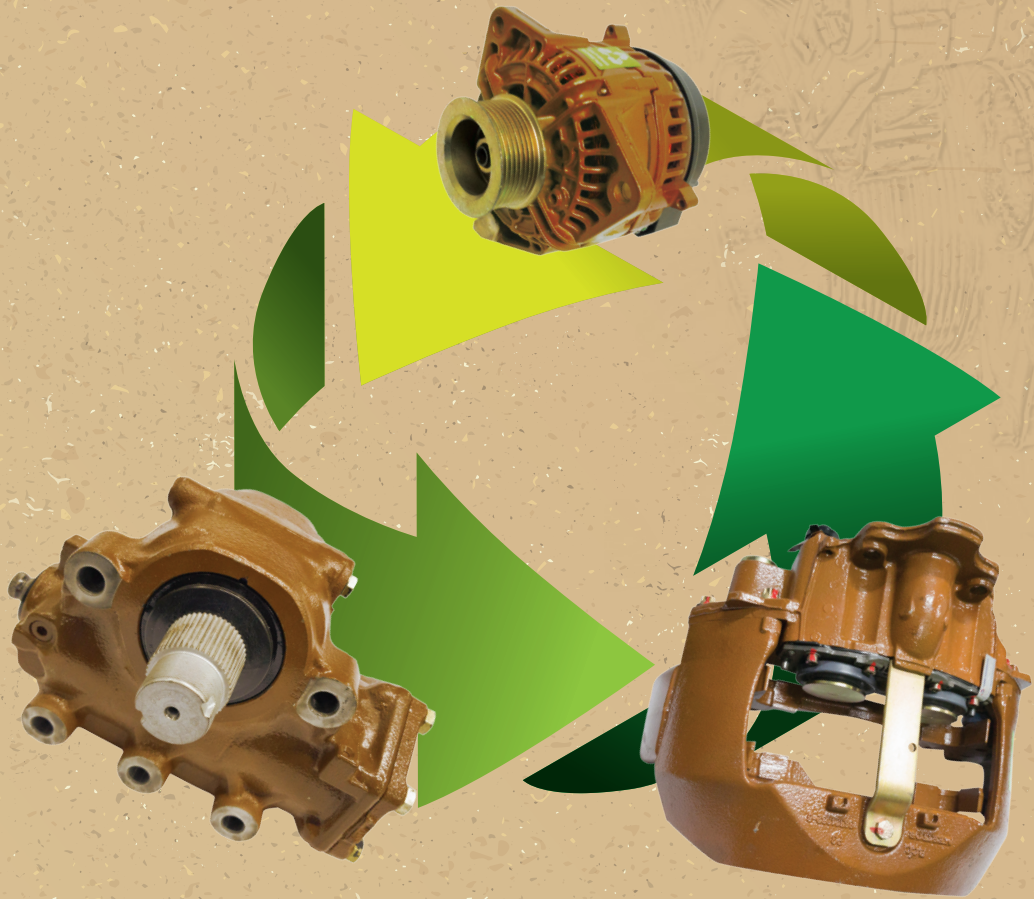
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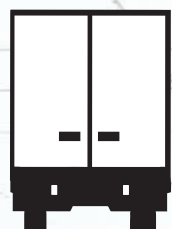
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AG.

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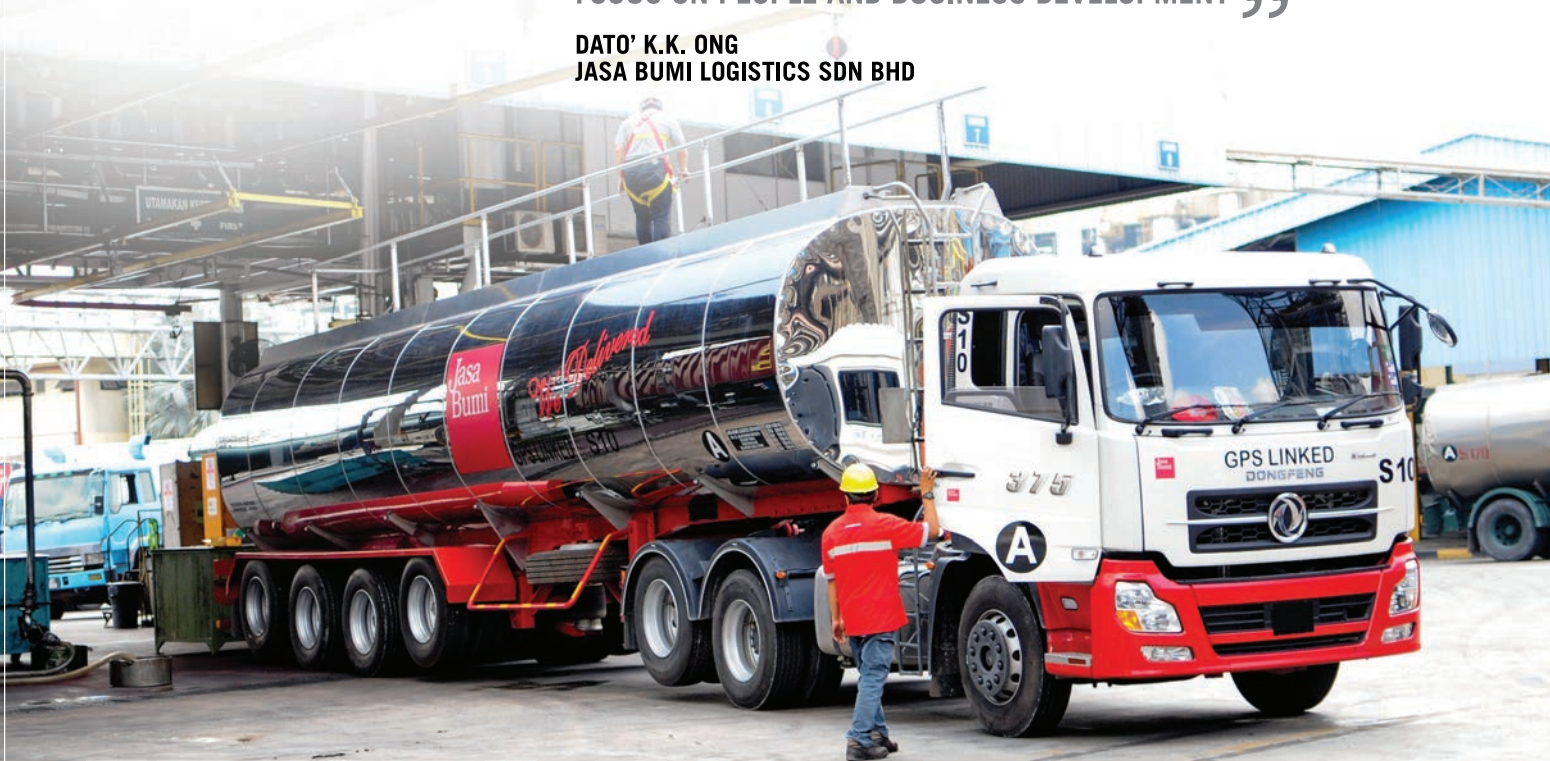
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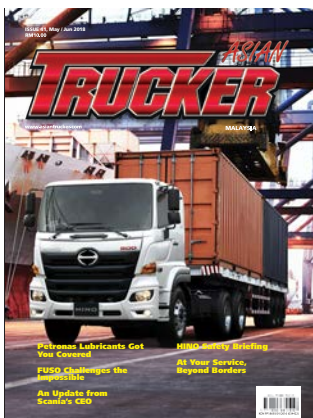
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And the Winners Are....

Shell hosted a global event in Dubai, whereby customers winning the "Ultimate Stayover" were enjoying a few days that can only be described as special. Hosted in the prestigious Jumeirah Al Qasr, this rewarding journey was all about giving the winners from all over the world an experience they will not forget. I have joined them in order to give you a glimpse into the proceedings as well as getting an update from Shell on their lubricants business.

Hengst and Shwe Set Kyar Ko Tint Wai Co.,Ltd officially launched Hengst's products in a Gala Dinner that saw one lucky winner of the lucky draw taking home tickets for a trip to Vietnam. Having attended the event, I was amazed by the drive and energy that the people have in Myanmar. There is an eagerness to learn about products related to trucks that I have not seen very often. The product displays were crowded with people that wanted to understand how these products are better than the ones they may have been using in the past.

Made possible by our advertisers, readers and business partners, Asian Trucker also won big last month. Following our win at the Magazine Publishers Association Awards last year, we bagged two more awards this time. For the magazine Asian Trucker won "Trade Media of the Year (Bronze)". Not a small achievement and it was only possible thanks to the dedication, hard work and drive of the teams in our three offices. My writing must have impressed some seasoned publishing professionals as I went home with the trophy for the "Editor of the Year (Gold)" award. As you can imagine, I went home with my head held up very high that night. However, this is thanks to the people that let me have their time to conduct interviews and let me have a share of their knowledge. For that, I am grateful, and I will continue to strive to producing the best possible content for our readers.

Drive safe and I shall see you in the new year,

Stefan Pertz
Editor, Asian Trucker Malaysia 

It is the last issue of Asian Trucker for the outgoing year. For many reasons, it has been an exciting one, a year that saw changes and events, launches, handovers and competitions. I am happy to be part of many competitions as we are seeing not just one person winning, but usually an entire industry. Our Issue 44 is full of them.

We went to Japan for the UD Extra Mile Challenge and saw drivers winning in a number of categories, of which the overall championship for the Quon and Quester categories were the most significant. The Malaysian champion did well as he won the special award for Most Cargo-Friendly Driving.

A winning formula may be the new range of serviced that Universal Cars Limited (UCL) in Hong Kong has in store for their customers. As the sole distributor of Mitsubishi-FUSO trucks in Hong Kong, has made the daring move to offer courtesy trucks, buy back agreements and rental trucks. With that, UCL customers would surely be winners when it comes to uptime and dependability. I have more details for you in the Launches section of this issue.



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Gateway Shipping Bolsters Fleet with New Scania Trucks

Major East Coast Based Logistics Provider Expands its Operations with Additional Scania Vehicles.

Scania Malaysia has delivered 17 new trucks to one-stop solutions provider Gateway Shipping Sdn. Bhd., which is expanding its business operations and strengthening its haulage and trucking services with additional Scania prime movers.

Held at the Gateway Shipping Depot in Gebeng, Kuantan, the mock key was presented by Scania Southeast Asia Services Director Thor Brenden to Gateway Group of Companies Executive Chairman, Dato' Shaharuddin bin Shamsudin and Gateway Group of Companies Managing Director, Encik Rishinsa Yusoff.

Shaharuddin cited performance, reliability, fuel economy and safety of the vehicles, along with excellent after sales service as some of the reasons why Scania was the ideal choice for transportation of the company's bonded and non-bonded cargo.

"Being in the logistics industry, it is crucial that we provide good end-to-end service to our customers including their supply chains. Scania has enabled us to do so, as well as achieve total operating economy since our first purchase in 2015. As testament, we have been able to maintain good track record with our customers over the years," said Shaharuddin.

Gateway Shipping – one of the leading logistics providers in the East Coast of Peninsular Malaysia – acquired the Scania G410LA6x2MSZ trucks that can help the company attain best profitability for long-haul operations through powerful performance and increased fuel savings.

Drivers are able to stay more focused and alert on their journey with Scania Opticruise. This gear-change feature promises better comfort and fuel economy while reducing clutch and synchromesh wear, as well as a fully-adjustable steering wheel.

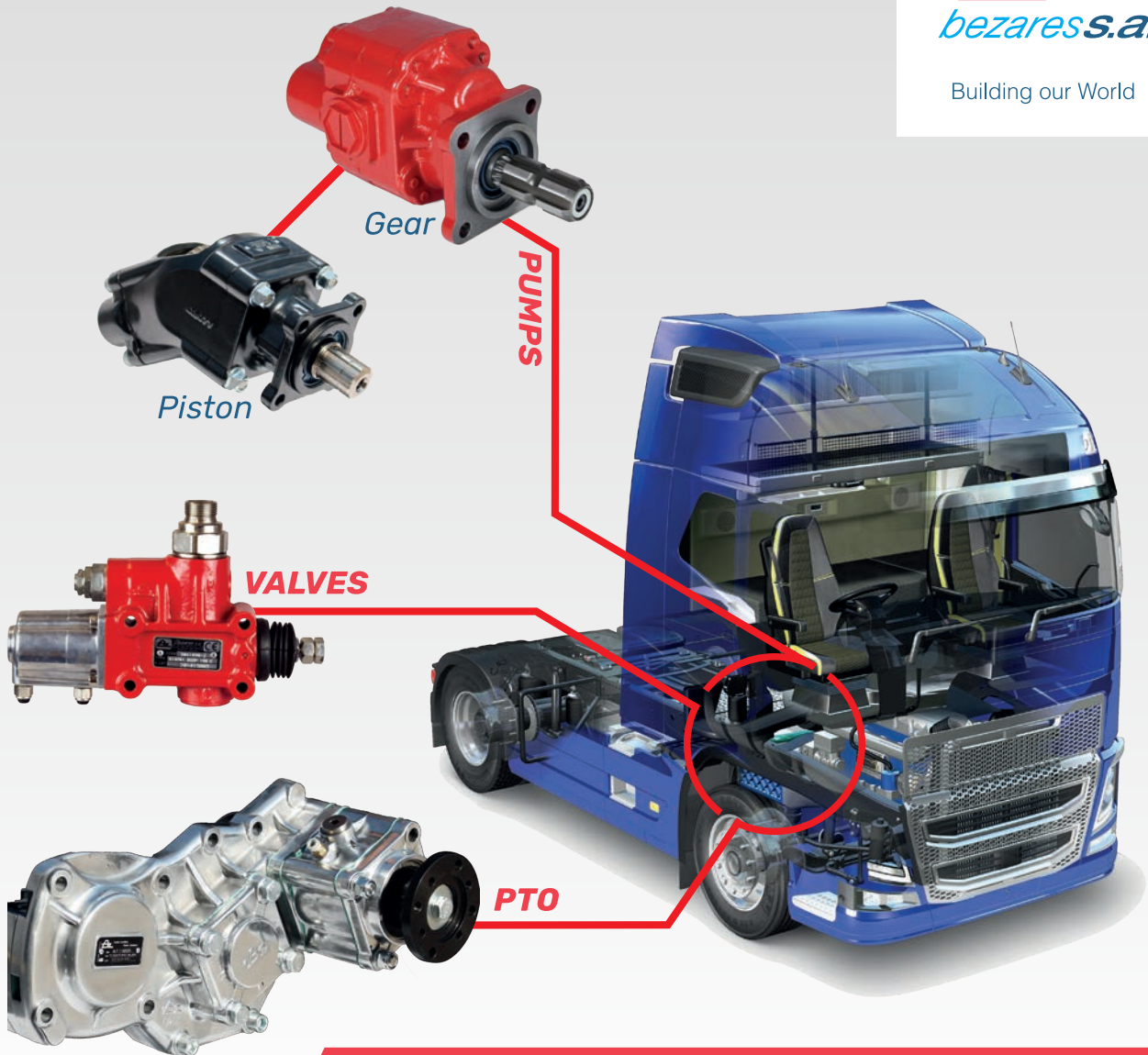
The acquisition of these new trucks was financed by Scania Credit Malaysia, the Scania Group's financial provider that strives to provide its customers tailored and sustainable financial packages which best suit their business needs. In addition, the new trucks were purchased with insurance solutions offered by Scania Credit Malaysia to help minimise their financial loss and handle damages while optimising uptime.



Gateway Shipping's purchase comes with the standard package of two-year free Scania Maintenance; two-year free 24/7 Scania Assistance and a 10-year free Control 5 Fleet Management System (FMS) that digitally enables them to monitor the performance of its drivers as frequent as every five minutes via real time updates that it provides.

In addition, Rishinsa signed a two-year Maintenance Contract with Scania for five of its new trucks (480 000km each) covering scheduled maintenance of the vehicles and breakdown assistance.

"For Scania, today's handover is a reflection of the Company's on-going commitment to the quality, safety and performance of our vehicles and we are indeed very happy that Gateway Shipping has once again placed their trust in Scania for the best profitability and sustainability of their business," said Brenden. **■**



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Hitachi Transport System (M) Sdn Bhd Receives Hino Trucks

Hitachi Transport System (M) Sdn. Bhd (Hitachi TS) recently took delivery of 10 units of Hino 300 Series range of light-duty truck and 10 units of 500 Series range of medium-duty truck at their newly opened cold warehouse, with attendance from both companies' management teams.

Held on Saturday, 20th of October, the opening of the new facility was made even more memorable by the hand over of trucks to be part of the cold warehouse in Nilai. The handing of a mock key of the trucks by HMSM Managing Director, Mr. Ken Iwamoto to the MD of Hitachi TS, Mr. Akihito Nii was witnessed by both management team and staff from Hitachi TS and HMSM. Iwamoto said in his speech "We wish to congratulate Hitachi Transport System in Nilai to the opening of these new, state-of-the art facility and to their new fleet purchase of HINO trucks. As we continue to strive to provide our Hino Total Support, we are excited to associate with Hitachi TS and will assist in their business needs continuously."

The vehicles were purchased from Soon Seng Truck & Parts Sdn. Bhd. (Soon Seng), one of the authorised HINO dealers in the southern region. Hitachi Transport System said that the company was impressed by HINO's commitment as a principal in supporting Soon Seng.

Hino Motors Sales (Malaysia) Sdn Bhd (HMSM) committed itself to providing Hitachi Transport System with comprehensive training to their drivers. The wide service network provided by HMSM impressed Hitachi TS. With its extensive network of 110 authorised outlets it provides Sales, Service & Spare Parts to customers. Excellent after-sales service has always been one of HMSM's strength since its inception in Malaysia since 1977.

Hitachi Transport System was incorporated in 1988 and currently has an operating fleet of 87 units with the support of 475 dedicated employees. The 5 000m2 new cold warehouse in Nilai, which will commence operations on 1st November 2018, marks the embarkation of Hino in cold chain logistics business.

The establishment of this new facility aims to better respond to customer's requirements in cold chain distribution. Besides providing temperature controlled warehousing and delivery service that complemented with security management system, Hitachi Transport System also aims to create value to

customers by introducing Smart Logistics Technology into the logistics service they are providing.

Iwamoto said, HINO's mission is not only to develop a product which is a perfect fit for each customer's business but also "To Keep 100 percent Up-Time' and 'Minimise Vehicle Life-Time Cost' through our strong after sales support.

The HINO Total Support Service team will fully provide Hitachi TS with comprehensive support to ensure their daily logistic operations run smoothly, thus "Two Value" which are "To Keep 100 percent Up-Time" and "Minimise vehicle Life-Time Cost" as their fundamentals.

"With our HINO Total Support Customer Center in Sendayan, we go one step further to deliver the best support to our customers with necessary trainings and safety driving techniques to skill up their driver and ensure their trucks are looked after well," Iwamoto said further. **T**





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Schneider (back row 7th from left) with the committed team of Hap Seng Trucks Distribution.

Hap Seng Trucks Distribution Sdn Bhd - Go Live for the New General Distributor

On 1st November 2018, Hap Seng Trucks Distribution Sdn. Bhd. completed the take-over of the commercial vehicle general distribution business from Mercedes-Benz Malaysia.

This marks the beginning of Hap Seng Trucks Distribution being the exclusive general distributor of Mercedes-Benz Trucks, Mercedes-Benz Vans and FUSO Trucks in Malaysia, which includes handling the import, assembly, wholesale distribution and aftersales services of Mercedes-Benz and FUSO commercial vehicles.

The “office-opening” ceremony of Hap Seng Trucks Distribution was held at its new office housed in Wisma Mercedes-Benz at Kinrara, Puchong (designed, built, managed and owned by the Hap Seng group) to commemorate this momentous milestone.

Hap Seng Trucks Distribution is helmed by Mr Roland Schneider, a German, whose 28-year illustrious career with the Daimler group has been punctuated by notable distinctions.

“We are truly grateful for this very honour and opportunity to be appointed the exclusive general distributor of Mercedes-Benz and FUSO commercial vehicles in Malaysia.

I steadfastly believe that Hap Seng Trucks Distribution is well-poised to fly more Mercedes-Benz and FUSO flags on the roads and highways in Malaysia in time to come. This is a collective mission to be made possible with the collaborative efforts of all stakeholders - our esteemed principal and dealer network, as well as our unflagging commitment to support our dealers and to open new frontiers in the commercial trucks business,” said Schneider.

Mr Antonio Randazzo, Vice President of Daimler Commercial Vehicles South East Asia, said, “Leveraging on the prominent brand presence of Mercedes-Benz and FUSO, as well as the proven track record and reputation of Hap Seng, we are confident that Hap Seng Trucks Distribution is on their way to bring the commercial vehicle business in Malaysia to a whole new level.”

Hap Seng Trucks Distribution Sdn. Bhd. is a wholly owned subsidiary of Hap Seng Consolidated Berhad, a public listed company on the Main Market of Bursa Malaysia Securities Berhad with a market capitalisation of approximately RM23 billion. It is a diversified group with six core businesses – plantations, property investment and development, credit financing, automotive, fertilisers trading and building materials. **T**

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Lazada Malaysia's LEL Express Introduces Tata Super Ace for Last Mile Delivery



L to R : Rustom Nagporewalla, Regional Head ASEAN & Russia CIS, Tata Motors Ltd; Rohime Shafiea, Head of Automotive Distribution, Manufacturing & Engineering, DRB-HICOM Berhad; Mohd Radzi Nayan, CFD 74 Enterprise; Arpit Srivastava, Vice-President, Head of Strategic Partnership, LEL Express/Lazada; Mohamad Reza Sadon, Reza Sadon Enterprise; Rudrarup Maitra, Head International Business Commercial Vehicle Business Unit, Tata Motors Ltd and Mohd Syahrul Yusuf, Chief Operating Officer, DHCV



L to R : Rohime Shafie, Head of Automotive Distribution, Manufacturing & Engineering, DHB-HICOM Berhad; Mohd Syahrul Yusuf, Chief Operating Officer, DHCV; Rudrarup Maitra, Head International Business Commercial Vehicle Business Unit, Tata Motors Ltd; Arpit Srivastava, Vice-President, Head of Strategic Partnership, LEL Express/Lazada; Mohamad Reza Sadon of Reza Enterprise and Shamsuddin Hj Ishak (DHCV)

DRB-HICOM Commercial Vehicles ("DHCV"), held a ceremony to hand over the first two units of Tata Super Ace to two driver contractors of LEL Express, Reza Sadon Enterprise and CFD 74 Enterprise.

LEL Express is the logistic arm of Lazada Malaysia ("Lazada") the leading e-commerce platform in South-east Asia. The introduction of Tata Super Ace is vital to support LEL Express' driver contractors in expanding its last mile delivery capabilities, while DHCV is the exclusive distributor of Tata Motors commercial vehicles in Malaysia.

The ceremony was witnessed by Rohime Shafie, Head of Automotive Distribution, Manufacturing & Engineering, DRB-HICOM Berhad, Rudrarup Maitra, Head – International Business, Commercial Vehicles, Tata Motors Limited and Arpit Srivastava, Vice-President, Head of Strategic Partnership, LEL Express. Mohd Syahrul Yusuf, Chief Operating Officer of DHCV did the honour of presenting the mock keys to the new owners.

Tata Super Ace is a one ton mini truck built with cutting edge technology for intra and inter-city transportation solutions. Both trucks handed over to Reza Sadon Enterprise and CFD 74 Enterprise were fabricated with customised box body, to cater for the needs of e-commerce delivery services.

Antoine Comar, Country Manager of LEL Express, Lazada Malaysia believes the acquisition of the Tata Super Ace will bode well for their contractors. "We are delighted by the introduction of Tata Super Ace to support our driver contractors in Malaysia. This addition contributes to our promise of the best end-to-end experience for our customers. We are confident that with the continuous support of DHCV, we will be able to further optimise our delivery operations", he explained.

LEL Express is currently gearing up towards Lazada's biggest online event of the year - the 11.11 sale on 11 November 2018. The 2017 edition of the 11.11 shopping extravaganza saw more than 10 million visits on Lazada Malaysia's mobile application and website within 24 hours, with a whopping 1 400 transactions per minute and merchants selling over 50 times their daily volume. The numbers are expected to grow even further this year.

Rudrarup Maitra said that the delivery of Tata Super Ace to Independent Contractors of LEL Express is an important milestone for Tata Motors growth in Malaysia and ASEAN region. "Malaysia is one of our key markets in South-east Asia and we are delighted with the overwhelming response to our recently launched Tata Super Ace and the Ultra range of light trucks by DHCV. The Tata Super Ace is a proven performer that can be customised for various applications delivering sustained value to customers", he added

Meanwhile, Rohime says the Super Ace will benefit the companies. "Tata Super Ace is fitted with a 1405 cc diesel turbo charged engine that gives more power with better fuel efficiency as well as tough and durable build, engineered to support heavier loads and ensures long-term saving, making it a perfect last mile transport solution", he said. **T**



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Nationwide Express takes Delivery of Isuzu Trucks

During the ceremony, Atsunori Murata, newly appointed Chief Operating Officer of Isuzu Malaysia's Commercial Vehicle Division, expressed his gratitude towards Nationwide Express, especially for their constant trust and confidence in Isuzu Malaysia as a vital transportation partner. Murata added that Isuzu Malaysia intends to fully support Nationwide Express' vision of becoming the preferred courier and logistics brand, by providing necessary training sessions for the drivers, aside from prompt and efficient after-sales services.

To commemorate the handover, Murata presented a symbolic mock key to Nationwide Express's Chairman, Tan Sri Datin Paduka Siti Sa'diah Binti Sheikh Bakir and Group Chief Executive Officer, Mohd Khairi Bin Abdul Aziz. Also in attendance was Nationwide Express's Director, Azizah Binti Abdul Rahman, Sepadu Fleet Sdn Bhd's Managing Director, Kang Kiang Sing and Pacific Motor Sdn Bhd's Managing Director, Yap Teck Ngian.

The newly procured Isuzu trucks will be distributed to Nationwide Express logistics centres throughout the country to ensure timely and cost-efficient courier services. During the handover ceremony, six out of the 29 procured units were also on display, allowing attendees and staff from Nationwide Express to view the Isuzu trucks up close. **T**

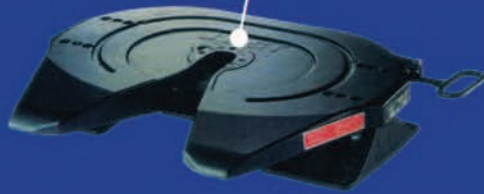
Recently, Isuzu Malaysia officially handed over 29 units of trucks to serve Nationwide Express Courier Services Berhad. The handover, which took place at the Nationwide Express HQ in Shah Alam, consisted of 26 units of Light duty truck and three units of Medium duty truck. The 29 units were procured through Isuzu-authorized dealership, Pacific Motor Sdn Bhd.

Isuzu Malaysia has been supplying Nationwide Express with their durable trucks through a long withstanding relationship, with the current procurement being in line with the business expansion of Nationwide Express. The current handover is also expected to ensure improved efficiency of day-to-day operations, and timely courier and logistics services that the company offers.

As one of the nation's leading courier and logistics services provider, Nationwide Express is committed to deliver services that exceed customer expectations. With Isuzu, the company is confident that services offered will be done in a timely, cost-effective and professional manner.

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Discussion at body builder's office.
Standing From Left to Right:
Mr Fan Shaoyan, Mr Li Handong, Mr Chen Yuanyuan, Mr Richard Ang, Mr Lim Khoon Yee, Mr Koh (Zenith), Mr Su Yi, Mr Wang Kai.
Sitting from Left to Right: Mr Shen Zelin, Mr Wu Yonggang

Dongfeng China Sends Technical Team

The experts were sent to Malaysia to address customer's needs and to enhance their satisfaction with the trucks.

Recently, in September 2018, Dongfeng Trucks China (DFCV) dispatched a team of technical experts to Dongfeng Commercial Vehicles (M) Sdn Bhd (DFM) to conduct a joint survey to meet the Malaysian market growing demands and expectations; now and the future.

The team from China comprises Mr Chen Yuanyuan (Chief Engineer), Mr Wu Yonggang (Technical Director), Mr Wang Kai (Product Planning Manager), Mr Suyi (Electrical System Engineer), Mr Li Handong (Engineer) and Mr Shen Zelin (Engineer) from the Engineering, Technical, Technology Centre, Programming and Policy Department in DFCV.

Mr Wu Yonggang, Technical Director of DFCV said that his technical team would like to understand the Malaysian market and to move ahead of competitors by improving the specifications and designs to best suit the owners' and/or their users' requirement.

Mr Lim Khoon Yee, the Managing Director of DFM said: "We are very pleased with the commitment and support of our principal in ensuring that all the Dongfeng trucks are of the models and specifications best suited for the local environment and market needs. By sending a high-powered technical team to Malaysia, it shows DFCV's confidence in expanding its overseas market in this region."



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Coming Together for Retread Tyres

The stigma of being badly “recycled” by irresponsible parties, and the rise in cheaper new tyres, are the bane of the retread tyre industry. Industry players and experts got together at the ARC 2018 to tackle this issue, where many ideas and opinions were exchanged, Farezza Hanum Rashid writes.



The Asian Retread Conference 2018 (ARC 2018) drew its curtains on October 3rd at the Sime Darby Convention Centre in Kuala Lumpur. Themed “Better, Faster, Cheaper”, it was the second instalment of the biennial event which focussed on retreads and the tyre retreading industry.

The two-day event attracted 14 exhibitors from around the world. There were Salvadori Retreading, Cima Impianti and Marigo from Italy; Elgi Rubber and Tyre Retreading Education Association (TREA) from India; Tire Retread & Repair Information Bureau (TRIB) from the United States; Retreading Business from United Kingdom and VMI Group from Netherlands. Local exhibitors included the Malaysian Rubber Board (MRB), Malaysian Rubber Products Manufacturers Association (MRPMA), Tyre Retreading Manufacturers Association of Malaysia (TRMAM), Eversafe Rubber and Asian Trucker.

It was jointly organised by Asian Business Media (ABM), publishers of an international tyre magazine called Tyre Asia, and Epic Fresh, Malaysia. It was also in association with TRIB. With the mounting challenges currently faced by the tyre retreading industry, ARC offered an excellent platform for industry leaders to share ideas and experience and to get the best out of its great business networking

opportunities. They also addressed the various engineering, environmental and business challenges one of which, according to ABM president Antony Powath, is cheap imported new tyres.

Officiating the conference was Deputy Transport Minister Dato’ Kamarudin Jaffar who acknowledged retread tyres as an important part of business anywhere in the world as they lower the cost of business and contribute to the environment as their use is prolonged and that decreases discarded tyres in the landfills.

“The Ministry believes that retreaded tyres are safe if manufactured properly according to the Malaysian Standard MS 224:2005 for Retreaded Pneumatic Rubber Tyres for Passenger and Commercial Vehicles. We have one of the highest rates of fatal road accidents despite our efforts to eradicate them, and a lot of those accidents were caused by bad tyres or tyre failures.”

“There are many uncertified retreaded tyres that caused dangerous accidents, and those have given a bad reputation to the retread industry,” he said in his opening speech.

ARC allowed delegates to explore the possibilities to optimise the industry’s growth potential by engaging cutting edge technology. Those present included retreading companies,

researchers, OEMs and trucking companies to imbibe ideas and evolve new business plans.

The first day started off with an inaugural session where Chin Hon Meng of TRMAM gave his opening address followed by David Stevens from TRIB with his keynote address. This was followed by Karun Sanghi from TREA who spoke about the opportunities and challenges for the automotive, tyre and retread sectors from the Indian perspective and a presidential and inaugural address from Dato’ Dr Zairossani Mohd Nor from MRB. The morning session ended with the launch of Tyre Asia’s 10th Anniversary Magazine.

The day continued with talks on tyre safety and maintenance by Tyre Safe’s Adam Gosling, Mohd Azhar Mohd Wazir from Kit Loong Tyre Management, Dato’ Mohamed Noor Sany from the Chemical Industries Council of Malaysia, Peter J. Berinus Agang from the Enforcement Division of the Domestic Trade and Consumers Affairs Ministry and Stefan Pertz from Asian Trucker. Later in the evening, discussions turned to the subject of materials and mixing where the speakers were David Wilson from Retreading Business, Dr Amir Hashim Md Yatim from MRB and Ho Kai Poh from Performance Additives.

On the second day, Chris Bloor from Giti Tire Singapore spoke about how retreading brings better partnerships with customers and benefits the industry. Dirk G.H. Reurslag from VMI shared on the hot cushion gum application combined with automatic high accuracy pre-cured tread application. Jos Uijlenbroek from Ferm RFID spoke about how the RFID technology is transforming the tyre industry, followed by a talk on the total cost of ownership and value by E. V. Krishnan from Elgi Rubber.

On the topic of tyre testing, the stage was given to Ir. Ahmad Nazir Kamaruddin and Dr Ngeow Yen Wan from MRB and Niteesh K Shukla from the Indian Rubber Manufacturers Research Association. Presentations on the topic of rules, regulations and the environment by Ir. Rashid Osman from the Malaysian Institute of Road Safety Research and Ir. Mohd Yusop Mohamad from the Road Transport Department followed and the session ended with a lively panel discussion on Issues and Possible Solutions for the Retread Industry. **■**

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Gathering of Industry: MCVE 2019

Back for the fourth time, the largest commercial vehicle expo in South East Asia is shaping up to be a pivot point for industry players.

Malaysia Commercial Vehicle Expo, MCVE in short, is making another comeback in 2019. It is the fourth time that the event is taking place. Held in The Mines Exhibition and Convention Centre (MIECC), just outside Kuala Lumpur, Malaysia, the expo will take up again all of the indoor space. This is the fourth instalment of the show and the organisers are delighted to confirm that it is still the largest commercial vehicle exhibition in South East Asia.

MIECC offers 8 000 square meters of exhibition space and MCVE is taken up all of it. Sharing the space among them are the top brands in the transportation sector. Besides vehicle manufacturers there will also be parts suppliers as well as service providers offering their trade to the visitors. The event is organised by Asian Trucker Exhibition Sdn Bhd, a subsidiary of Asian Trucker Malaysia and the people behind the show the same as those producing the Asian Trucker and Asian Buses magazines.

“We don’t understand our business as a publishing company. We provide communications platforms for the commercial vehicle industry in South East Asia. As such, the exhibition not only perfectly fits into this concept, but the various channels feed into each other,” said Stefan Pertz, Organiser of MCVE 2019. Exhibitors will be pleased to know that the organisers can tap into a massive database to invite visitors. “Exhibitors value that we not only provide the space to them but help them with other solutions to promote their presence during the show. It is therefore not surprising that many of the exhibitors have been exhibiting all four times,” he continued.

The fringe program will comprise of various activities, such as the Asian Trucker R & R, sponsored by Guardian South East Asia and NITTSU Transport, networking sessions and industry talks. According to the organiser, several other activities are currently being planned and will be announced shortly.



The following media partners have been confirmed: Marshall Cavendish, Tyreman, Truck and Bus News, Asia Business Media and Newspages.

Supporting the event as Official Freight Forwarder is Rogers Asia while the Maincontractor will be ES Exhibition Services once again. Pertz encourages those interested in the event to register for Asian Trucker’s regular E-Newsletter as there will be updates about the show, informing the market about the subevents at MCVE and other useful updates. This can be done on www.asiantrucker.com



His Highness Sayyid Asa'ad bin Tariq Al Said, Deputy Prime Minister for International Relations and Cooperation Affairs and Personal Representative of His Majesty, officially inaugurated the World Road Transport Organisation (IRU) World Congress in Muscat at the Oman Convention & Exhibition Centre. Organised by IRU and co-hosted by ASYAD in collaboration with the Ministry of Transport and Communications, participants from over 75 countries have gathered to help shape the future of the, driving debate on trade and innovation, in the region and beyond.

Themed "Innovation on the Move", this year's Congress explored the role of technological advancements in optimising operations management, driving continuous improvement and facilitating global trade. "The faster we adopt disruptive technologies, the better chance we have to stay competitive and serve our customers better," said Nabil Salim Al Bimani, Group Chief of Ports & Freezone and member of the organising committee. "Technology-driven innovation will be the key to meeting the challenges of tomorrow."

A declaration was signed between IRU, the guardian of the TIR system under the United Nations mandate, Mwasalat, the official TIR issuing

Innovation on the Move

Over 75 countries engaged to map out the future of the road transport industry at IRU World Congress.

authority, and the Royal Oman Police Directorate General of Customs. This reaffirms the Sultanate's commitment to boosting trade across its borders and working in partnership to bring the globally applicable international customs transit and guarantee system to life in Oman.

In the first opening plenary session, "Moving in the 21st Century – Road Transport, Mobility and Trade" José Manuel Durão Barroso, Chairman of Goldman Sachs International and Former President of the European Commission, urged the industry to work together to effect positive change. "It is essential to talk, regardless of differing interests and animosities, because talking is what leads to deals, which in turn means trade and global prosperity."

Futurist and innovation expert Jim Carroll shared extensive knowledge and insights into the cutting-edge trends of our time to assist businesses and governments to pursue fast-paced innovation, and navigate rapid business model disruption and change. He said, "In a time of rapid change, you can't expect to get by on what has worked in the past. You must be willing to do things differently. Abandon routine – embrace velocity!"

The interactive roundtable sessions discussed a number of hot topics including data management and analysis, enhancing competitiveness with infrastructure development and new intermodal connections, designing the future workforce, adopting next generation platforms, enabling trade facilitation and increasing fuel efficiencies. On decarbonising transport, Benny Smets, CEO of the Belgian transport company Ninatrans, said, "Alternative fuels are the future for road transport, but only if they are easy to access! We have to leave the chicken and egg dilemma. Sustainable transport can be achieved if the whole logistics chain participates. Operators want to invest in vehicles on alternative fuel only if the Total Cost of Ownership is known and economically feasible." **f**



A Cause for Celebration

Persatuan Usahawan Logistik Semenanjung Malaysia (PULSE) held its annual gathering and networking session and celebrated its first birthday in an event held in conjunction with the Deepavali festival.


The event on the 14th November was held at PULSE's office located in Klang. It was held to celebrate the association's first birthday as well as to report to its members the outcome of the AGM held in November 2017.

After the AGM, R. Visnu took over as president of the association and one of his first missions was set up a new office space for the association. The ordeal took six months as the association had a tight budget and expenses had to be kept to a minimum. Eventually, a counsel of the association agreed to rent the premise to the association at a reduced rate of RM350 per month.

After settling down with the new office, the association got down to business. They had various dialogue sessions with the authorities to relay the concerns of its members. The first dialogue session the association had was with PLUS. For the second dialogue session with PUSPAKOM, the association got a favourable outcome as PUSPAKOM had agreed to provide the association with one unit of inspection mobile which will allow members of the association to have inspections done on Sundays to save time and money.

Furthermore, the association sat down with SPAD to discuss on the ICOP safety and how to improve the situation for fellow operators. The association is looking forward to future dialogue sessions with SOCSO to discuss relevant issues. PULSE will be focusing more on trained which is related to the Malaysian logistics standard and compliance. This is to be done together with relevant parties including the Ministry of Transport and regulatory bodies for peninsular Malaysia.

Speaking at the event R. Visnu said that "Member's support is vital to the association. Without the support of our members, we will not be able to voice out our problems to the authorities. Therefore, the association is constantly on a mission to sign up more companies to join. The number of members will make a difference. The more members we have, the stronger our voice will be. As of November, we have close to 80 members who are industry players and in my opinion, we need more than 100 members to ensure our opinions and problems are relayed to the authorities. We should have 100 companies to have joined PULSE as life members by the end of Q1 2019. We welcome all types of logistics companies operating in peninsular Malaysia. The association will prove to be a useful platform for the voices of its members to be heard" he concluded.

Membership fees to join PULSE are kept at a reasonable rate and members can rest assured that expenses are tightly monitored by the committee. For the first year, one has to pay a RM150 administration fee as well as RM360 for a 1-year membership. Subsequent renewals will only amount to RM360. 



Events & Exhibitions

INTERNATIONAL CONFERENCE ON RENEWABLE MOBILITY "FUELS OF THE FUTURE 2019"

Date : 21 January 2019 – 22 January 2019

Venue : CityCube, Berlin, Germany

Contact Info: +49(0)228/81002-22 / hartmann@bioenergie.de

Details : On the opening day, the focus will be on mobility, set between the conflicting priorities of climate protection, economic efficiency and user acceptance. In the plenary session, representatives from the Federal Ministry of Transport and Digital Infrastructure, the European Parliament, European agriculture, the petroleum and automotive industries and the scientific community will discuss future prospects for the transport sector.

On the second day of the conference, 11 forums will examine a broad spectrum of topics from all areas of renewable energy in the mobility sector: German and international experts will present news on technical developments, research, certification, market analysis and trade flows, as well as entering into discussions with conference participants. These forums, like the exhibitor forum with exhibition stands, will also offer scope for professional exchanges and networking.



3RD ANNUAL AUTONOMOUS VEHICLES

Date : 24 July 2018 – 25 July 2018

Venue : 12 March 2019 – 13 March 2019

Contact Info: <https://autonomousvehiclesasia.iqpc.sg>

Details : How far away are we from self-driving reality? What will it take to make it happen?

Technology and automobile giants are investing significant amounts of capital to secure a strong position in the driverless future, and at the same time, all players ranging from component vendors to municipalities are actively assessing their roles in the ecosystem. Clearly, autonomous vehicles will enable new business models around "Mobility as a Service" (MaaS). Showcasing the key developments in technology, regulation framework and infrastructure in Asia, the 3rd Autonomous Vehicles Asia 2019 will bring together the leading automakers, technology developers and regulators from Asia to examine the future ahead.

TYRE EXPO ASIA 2019

Date : 19 March 2019 – 21 March 2019

Venue : Singapore Expo Hall 1 & 2, Singapore

Contact Info: faizal.law@singex.com

Details : Asia is undeniably an important region for the global tyre market, with emerging economies such as China, India, Thailand and Vietnam expected to boost demand especially for the automotive tyre. At the same time, the tyre markets around the world rely on Asia's participation to keep the industry competitive, buoyant and successful. With its strategic location at the crossroads of the tyre market in the region, Tyrexpo Asia plays a crucial role in the future of the tyre trade in Asia. In its 12th edition, Tyrexpo Asia will bring about close to 5,000 industry players from around Asia Pacific to congregate in Asia's leading

platform for Tyres, Tyre Repair Equipment, Tools and Tyre Accessories, to showcase the latest technology and equipment, discuss best practices and solutions to drive operational efficiencies and profits for businesses. Tyrexpo Asia 2019 will once again partner IE Singapore to be co-located with the World Rubber Week, which also includes the World Rubber Summit and a series of networking events and seminar that is designed to address the needs of the different elements across the entire value chain in the global rubber industry. It is aimed at bringing together leaders, experts and stakeholders for focussed discussions to help shape the future of the industry.

AUTOMECHANIKA KUALA LUMPUR 2019

Date : 21 March 2019 – 23 March 2019

Venue : Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia

Contact Info: <https://automechanika-kualalumpur.hk.messefrankfurt.com>

Details : The 2019 fair will continue applying 'Sourcing·Training·Entertainment' theme and serving as an ideal platform for local and overseas industry players to build business network and expand business in ASEAN region and other markets. A series of professional trainings on hot topics in the automotive fields will be organised.



MALAYSIA COMMERCIAL VEHICLE EXPO 2019 (MCVE)

Date : 20 June – 22 June 2019

Venue : Mines Exhibition and Convention Centre

Contact Info: info@asiantrucker.com / +60 12 201 5528

Details : Back for the fourth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in June 2019 with a new, more exciting fringe program.

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





Workshops and Mechanics

Keeping a fleet of truck running and earning is a team effort. Professional technicians have long since moved on from being grease monkeys to the group of people that highly technical skills.

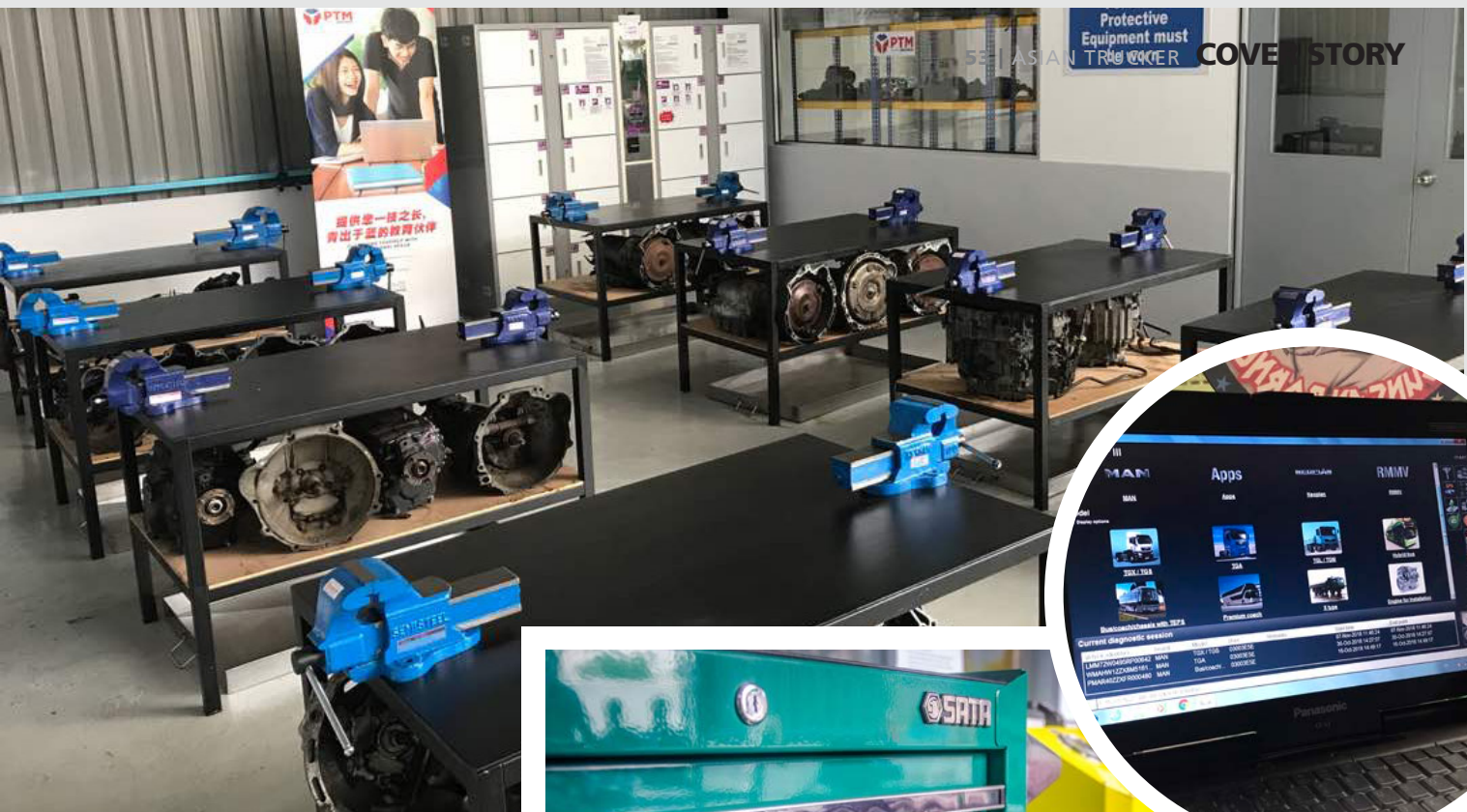
As the saying goes, “The first truck is sold by the sales person. The next trucks are sold by the after sales department.” Whilst it is undeniable that a lot goes into the process of making a truck, special attention should also be given to the workshops and mechanics that service or repair our vehicles after we put them through some strenuous jobs. However, how often have we given this some thought? In this cover story, Carol Yeoh took a closer look at what is happening in workshops. She sheds some light on the mechanics whose job it is to ensure commercial vehicles are constantly in tip-top condition and earning money for their owners.

An Investment in Knowledge Pays The Best Interest

We have often heard of training institutions for passenger vehicles, but when have we ever heard of training institutions for commercial vehicles? The servicing of a passenger vehicle is different from a commercial vehicle. Over the course of the past weeks we learned that one needs to be trained and knowledgeable about commercial vehicles in order to be able to repair them. We met with one such academy that provides training for commercial vehicle mechanics to learn about what it takes to be a commercial vehicle technician.

PTM Group of companies, a renowned organisation dealing with sales, service and spare parts of commercial vehicles in Malaysia, was established in 1990. Due to the rapid and continuous development of the automotive repair





industry in Malaysia, the industry was hit with a shortage of professional automotive technicians. This caused the automotive repair industry to be stagnant and affected the standard among skilled technicians.

Since the boom of e-commerce, there has been an increasing demand for commercial vehicles to address the requirements for the last mile delivery. As such, the increased usage of commercial vehicles has created a lot of business opportunities as well as job opportunities. In order to resolve the issues of the lack of professional mechanics as well as a somewhat distorted perception of mechanics, PTM Group collaborated with New Era Institute of Vocational & Continuing Education to establish PTM (Automotive) Institute in 2017. The underlying idea was to promote the training and development of automotive technicians for both light vehicles as well as commercial vehicles which would ultimately lead to the overall skills upgrade of the industry.

Conveniently located in Kota Damansara, Petaling Jaya, the institution is equipped with state-of-the-art training facilities and equipment to aid in the education process. The two-year programme is mainly skills-based i.e. 70 percent of the programme is conducted through



practical workshops while the remaining 30 percent of it is theory. With undemanding entry requirements, any individual aged 16 and above is eligible to enrol for the automotive programme. According to Mr Soo You Guan, Managing Director of PTM Group, the institutions takes priority in individuals who are interested in the industry and are ambitious in becoming successful automotive technicians rather than in academic excellence. Being aware that skills-based students generally have low language proficiency, PTM Institute has opted to support students with English language tuition free of charge. This is done to strengthen the English proficiency among students as well as assisting them in their future jobs by enhancing their skills and abilities.

- The syllabus included in the Advanced Diploma in Contemporary Diesel Technology (CDT) includes:
- CDT 2101: Diesel Fuel Injection Systems for Compression Ignition
 - CDT 2102: Heavy Vehicle Braking Technology & Principles
 - CDT 2103: Heavy Vehicle Transmission Systems
 - CDT 2104: Heavy Vehicle Steering Technology & Principles
 - CDT 2105: Heavy Vehicle Suspension Technology & Principles
 - CDT 2106: Diesel Engine Systems
 - CDT 2107: Fabrication Process & Technology
 - CDT 2108: Welding Fundamentals
 - CDT 2109: Vehicle Project
 - SIT 3101: Supervised Industrial Training (Internship)

Above it all, PTM Institute guarantees a 100 percent job placement for their students once they have graduated. They have managed to accomplish this through a series of collaborations with some dealers and companies in the country. With partnerships in most states, even in East Malaysia, Mr Kenny Goe, Vice President of PTM Institute hopes that their students will be able to find a job anywhere they desire. Some of the partnerships the institute has inked include Automotive Corporation, City-Link Express, Daihatsu Malaysia, TCIE and Regas Motors in Sarawak. These companies have agreed to take in PTM students after graduation to ensure that the standard of their mechanics will not be compromised.

In terms of certification and recognition, PTM Institute is an approved training centre under the Malaysian Department of Skills Development. Other collaborating partners include West College Scotland (WCS), New Era Institute of Vocational & Continuing Education and its collaborating partners such as Beijing Vocational College of Labour and Social Security, Chung Chou University of Science and Technology, Tunngnan University etc. Graduates of PTM Institute will acquire locally recognised certifications Sijil Kemahiran Malaysia (Malaysian Skills Certificate) from the Malaysian Department of Skills Development, as well as internationally recognised diplomas accredited by the well-known UK awarding body and West College Scotland.

Many of the younger generation seem reluctant to join the industry mainly due to the 'hot and greasy' nature of the job that was inaccurately portrayed through various means. However, Soo wants to bring across the message that mechanics also have a career pathway available to them. "They do not have to be in the workshops forever. There are plenty of job opportunities available to them if they are willing to learn. After being a skilled technician, they can be promoted to maintenance manager, workshop manager, training manager, chief technician, parts & service chief, service supervisor, diagnostic specialist, service advisor and even automotive engineer. The list is endless. I hope many of the younger generation would at least consider this industry to build their career. As long as they work hard, nothing would stop them from becoming successful individuals in the future," he concluded.

MAN's Endless Network of Support

As one of the leading international providers of commercial vehicles, the German company is no stranger to innovations and technology advancements that makes its products a desirable choice among those looking to invest in a truck. However, as these trucks are equipped with numerous electrical components, repairation works will have to take on a different approach as opposed to traditional modus operandi whereby mechanics will have to rely on their experience to ascertain the damage.

Truck maintenance and repair is extremely different from what it was a decade ago. Diagnostic tools are just a small part of the entire technical support system. Before we delve into the complexity of diagnostic tools, it is necessary to look at how the technical support ecosystem works.

The company has a very strong technical support network with its headquarters in Germany. Their Malaysian counterpart also constantly communicates and provides feedback to the headquarters to ensure local distinctions, such as weather and road conditions, are taken into consideration.

The complex electronic structure of modern vehicles provides access to all control units by means of a diagnostic unit making troubleshooting much easier. This means that defective electronic components, wires or plug connections can be detected accurately and rapidly using the MAN CATS diagnostic system. There is no longer any need for time-consuming manual inspections of all system components. This further reduces downtime for vehicles with defective electronics allowing them to return to active service in a short period of time.





At MAN, when a truck arrives at the workshop for repair, the technician will do an on-board diagnosis to get some clues on what could be the issue. The technician should know how to read the fault codes in the system to identify the errors. A diagnosis using a diagnostic tool such as the MAN CATS usually follows which will identify in-depth the component that is malfunctioning. A fault code tells the technician the specific component that needs repairing as well as the time stamp the fault was registered on the truck.

Those details are vital clues for the technicians to identify the exact error as the fault memories can sometimes be linked and result in the control unit not communicating to the system. Based on all the information provided, the technicians then access the data and decide on the main fault, intermittent fault and ghost fault to aid in the reparation process. The aim of the technicians is to identify the main and genuine fault to ensure the truck is safe to be on the road again. MAN CATS diagnostic tool has a special feature that advises technicians on the next step to be done up to the pin and wire to be checked as well as detailed measurements of components.

For workshops not equipped with the MAN CATS system, it is still possible although less detailed, to read errors that occur while the vehicle is in motion using the on-board diagnostic system on the driver's display and to use this information in repair works. MAN advises its customers to bring their vehicle to MAN workshops for repairs and service for the full MAN experience.

However, as intelligent as diagnostic tools can be, they are prone to errors as the diagnostic tool can only advise based on the data that is fed. MAN CATS is used as a guide only and when the system is unable to provide a solution, a technician's analytical skill and knowledge will prove advantageous. If the problem still cannot be solved, the technician will have to move on to the next step on the technical support ladder. In some branches, MAN has a technical specialist available to aid in more complex cases. In other branches, they will reach out to the country's technical support agent through





a systematic communication system. In troubleshooting and diagnosing a fault, technicians need as much data as they can gather.

MAN has a Service Support Desk (SSD) that allows specialists to send a case to be thoroughly reviewed by technical support professionals in Germany. The German technical support team will intervene to provide a customised solution. This process demonstrates the company's commitment to its customers to ensure no faults and errors will go unnoticed.

Technicians can also request for a trend data of the vehicle from the headquarters in Germany to aid in the process. A MAN truck records all sorts of data the moment it leaves the plant. The trend data will then be able to read all sorts of information such as fuel consumption, detailed engine operation, environmental conditions such as temperature, gearbox usage as well as the load. If a truck operator overloads the vehicle, the trend data will be able to show the exact load the truck was made to carry. This data will aid MAN in deciphering what could be the problem.

Unreadable and encrypted data will be extracted from the vehicle. Such files will then be sent to Germany and the files will be decoded there and resent to respective branches in a readable format. This is done to ensure the confidential data will not be leaked to unauthorised parties. The data also allows MAN to advise its customers on the most efficient driving method to lower operating costs. If a customer complains of a high fuel consumption issue, MAN will be able to interpret the available data to figure and solve the issue.

MAN CATS diagnostic system coupled with the support system provide MAN technicians with endless resources to ensure repair works are completed in time and





efficiently. All mechanics will be trained on how to manage the diagnostic and technical support system before being allowed on the floor.

The Life Stories Of A Mechanic

Marcus Wong is a Chief Mechanic at YonMing, Nilai. At the age of 33, Marcus has 13 years of experience servicing and repairing trucks. At a very young age, he helped out at workshop belonging to a relative and learnt from scratch. "I had to acquire some skills as I did not know what else to do and I was not interested in studying either. When a relative mentioned that he needed some help at his workshop, I thought that it was a good opportunity to learn something. So I started from ground zero and started with simple tasks such as learning the names of the tools and truck parts. From there eventually I learnt to identify problems and how to repair them," shared Marcus.

Marcus joined YonMing seven years ago. When he joined YonMing, he discovered that bigger workshops like that of YonMing's use diagnostic tools to figure out faults. He had no previous experience on handling diagnostic tools. He had to learn, but the diagnostic tools were all in English and he did not know the language. Marcus resorted to asking his colleagues who understood English and looked up the dictionary whenever he had the time. After much dedication and hard work, he eventually learnt how to use those diagnostic tools with ease.


When asked about his current job scope, Marcus shared that as a Chief Mechanic, he manages some 20 staff comprising of foremen and mechanics. At YonMing, the distinction between foremen and mechanics is simply that mechanics are more skilled and have more years of experience behind them. In more complex cases, mechanics are tasked with figuring out the problems with the vehicle and will then instruct the foremen to execute the repair works.

Marcus starts his day with a briefing session with his team to allocate jobs and duties for each member of the team. Usually he will assign the foremen to service the trucks and the mechanics will have to take on more problematic issues such as repairs. The Nilai workshop has four mechanics

and each mechanic is a specialist in a certain scope. While carrying out his duties, Marcus will also have to educate the foremen and teach them on complex repair cases to broaden their knowledge.

Before he ends the day, Marcus will have to conduct another briefing session to get an updated progress report from each member of the team. Underperforming team members will be questioned and solutions are to be figured out. This is done to ensure consistency in the team and to encourage team spirit. Difficulties are also to be voiced out during this time and team members are expected to work together in a harmonious environment.

When asked about what his future holds, Marcus said that he believes he has a career pathway at YonMing. "Should I gain more experience and knowledge, I may be able to take on the tasks of a workshop manager. But for now, I am happy with my job scope and responsibilities. As a mechanic, I believe that I have a distinguished set of skills that is different from say a barista or an accountant. I consider myself to be a skilled professional in the sense that I am an expert in what I do. I am proud to have achieved my current accomplishments and am glad I took the leap of faith to join YonMing seven years ago," he said.

With the electrification of the commercial vehicle industry, Marcus is not without his worries. "With more companies coming up with electric trucks to reduce their carbon footprint, I am sure the components of those electric trucks will differ from the current ones. It will then be my job as a mechanic to learn how to repair those trucks. As a mechanic, it is a constant learning process. From ten years ago when repair works meant dismantling the truck to now, whereby laptops and diagnostic systems are used, it was a learning process for me. I am not sure what the future holds for me, but I am ready to take up the challenge. As a professional mechanic, it is my duty to keep up with the trends of the industry and learn to repair whatever truck comes my way," Marcus concluded. 



UD Crowns New Extra Mile Champion



With a tougher challenge, more contestants and two categories, the UD Extra Mile Challenge proved to be a mould for professional drivers to enhance their skills. Asian Trucker has the details in this exclusive report.

On October 24 and 25, several buses left from Shinjuku, in the heart of Tokyo for Ageo. Ageo is a city located in Saitama Prefecture, Japan. As of 1 February 2016, the city had an estimated population of 224 841 and it is home to the UD Production and Experience Centre. It is here where the fourth instalment of the UD Extra Mile Challenge took place in the last days of October.

For UD Trucks, the quest to find the ultimate driver is part of its vision of smart logistics, providing solutions to society’s needs. “Further efficiency in distribution is essential to meet the rapidly growing demand for parcel delivery. Competition in the distribution sector is also becoming more intense, while at the same time there is a severe labour shortage, particularly of skilled drivers. Despite those challenges, we have to be ever mindful of environmental issues, congestion and safety,” explained Kishi Nobuhiko, Senior Vice President, Brand, Communication and Products during his opening address to the contestants. “This is why we say the world needs smart logistics which is efficient and profitable, safe and sustainable, and people friendly logistics,” he continued.

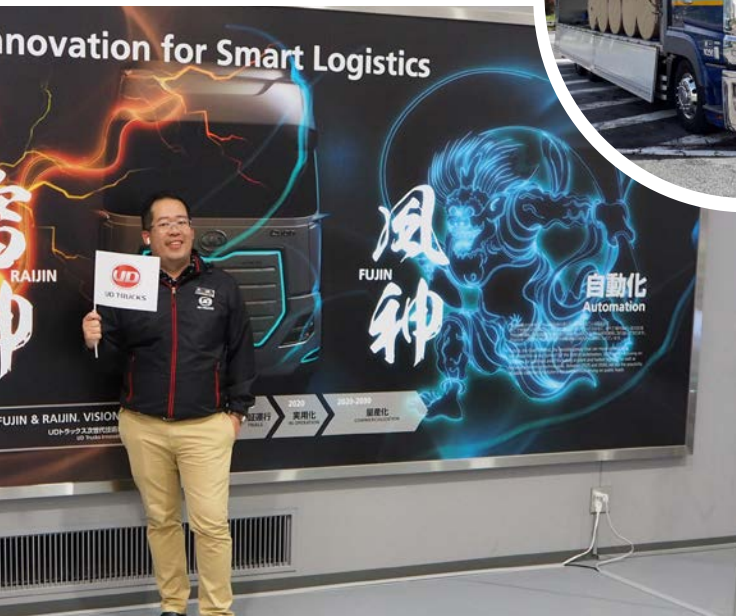
Realistic Driving Challenge

The UD Extra Mile Challenge is based on a concept that has the real life of a truck operator in mind. It is not about reciting knowledge or just being very precise when manoeuvring. Drivers are put into a scenario that is very much derived from the demands of the market. This means that fuel efficient driving is not good enough if the goods are not delivered on time. A delivery on time is not going to win any trophy if the goods are damaged.

The first part of the test is the pre-drive inspection. Here, contestants have to work through a long list of points on the vehicle to be checked to ensure that the truck is ready for the mission. This includes a check if the wheel nuts are tightened as well as the washer fluid for the windshield.

As a second part, contestants then have to drive a truck around the track at Ageo, where the UD production and experience centre is located. As one will quickly note, it is not just a bit of a drive around the block. First, the truck needs to be wiggled out of the parking space. Then the task is to drive as fuel-efficient around the track. The track itself also has obstacles and a difficult to negotiate layout. This is to test the skills of the drivers as the container in the back holds a container filled with water. Drivers are judged by how fuel-efficient they drove (Measured with UD’s Telematics system) and how little water they spilled.

What makes this challenge special is that the scenario is very close to the reality of day-to-day business. Drivers have a set starting budget and every mistake results in a deduction. At the end of the test, the driver with the



most money left wins. For the fleet owners, this is also a great plus as drivers learn why their bosses are focusing on the issues of timely delivery, careful and fuel-efficient driving.

Driver's Perspective

UD's Extra Mile Challenge was held in nine countries, with 300 drivers competing for the nine slot in the finals. With only one driver per country, this is a very prestigious event where drivers pit their skills against the best in the industry. After his turn, we spoke to Muhammad Khairul Bin Abd Halim of Setia Maju Jaya Logistik Sdn Bhd, Malaysia about his experience. He told us that "This event is not just a competition, but also a training platform for me." It was his second time to compete and this time he finally made it into the finals in Malaysia. "What I like most is that there is a lot of knowledge to be gained and I am now a better driver. The crucial part I have learned is about the importance of the pre-inspection of the vehicle." Muhammad also said that his skills had improved and that he is now a more fuel-efficient and safer driver. When asked about pre-inspections, he told us that he was doing them before, but not as detailed and thorough than required for the Extra Mile Challenge.

While every driver was competing for himself, participants also gathered to exchange ideas, thoughts and tricks on how to drive better. Muhammad's advice for other drivers is that they "Should try, just give it a go. Even if you don't make it to the final here, you still learn a lot." The only issue he had was the cold weather, which is not something drivers have to deal with in Malaysia.

Fleet Owner's Perspective

Visibly proud of their driver's achievement, Kenny Kuah Hong Hoe, Managing Director of Setia Maju Logistik Sdn Bhd, sat down with us to tell our readers why his company supports the efforts of their staff to become a champion driver. Setia Maju Jaya Logistik is principally involved in transporting goods and logistics services across the Peninsular of Malaysia. Construction materials, chemicals transported in open trailers, fabrics or machinery are among the items moved by the company. According to him, the wide range of goods transported requires drivers to be very skilful, in particular when it comes to the dangerous goods and chemicals. Out of the 50 trucks the company operates, 10 are UD branded.

UD trucks entered the fleet some three years back. Some of Setia Maju Jaya Logistik's customers also used UD trucks and he was curious as to why they would do so. The first response was that the trucks are easy to use. "Besides that, the after sales service was always praised by the owners and drivers. In case of a breakdown, they respond very

fast.” This may not be surprising as TCIE has been a pioneer in the area of after sales service with many innovative services. Careful evaluation of the UD trucks let them to give the Japanese brand a try. “We already had other Japanese trucks and have good experience with them.”

Supporting a driver for any competition is not an easy task as the drivers are needed to carry out the daily jobs. Sending a driver to Japan for a week equates a significant commitment from the employer. However, Kuah has good reasons to put his support behind his driver, who has been with the company for over 10 years. “We need to treat our customers like they are friends. As such, we need to provide superior service. This starts with the idea of being polite and respecting each other. We sometimes also deal with our customers’ customers. And this is where it matters that our drivers are polite as they then represent our customers, although they are our staff.” Drivers are encouraged to talk about issues they face with the management in order to improve the business.

Training for the competition was not a one-off training but was continuous. “This competition is a very good platform for the drivers. They can exchange and learn from others, thus enhancing their efficiency and contribute to the bottom line. We really have to be grateful to UD Trucks for putting this competition together.” The notion of sharing is very important to him as this is the only way transport companies and the makers of trucks can help to improve each other’s businesses.

“Although we are living in a globalised world and there are a lot of ways to communicate, meeting face to face is still very important. Although I am not competing as a driver, there are a lot of opportunities to exchange thoughts here with the UD Management.”

Update from UD

As the name suggests, the UD Experience Centre’s purpose is to give visitors a complete picture about the company’s history, current situation and outlook into the future. The latter was handled by Jacques Michel, President, Volvo Group Trucks Asia & JVs Sales, who briefed the attendance on the current and future activities of UD.

“This is the fourth time we are hosting the Extra Mile Challenge. And this is important as we are engaging with all our customers,” he said. However, according to him, the drivers may be even more important as they are a crucial part of the value chain. “Drivers make sure that our customers are successful.” Michel emphasised that fuel efficiency is crucial as fuel makes up a large part of operating cost for transporters as well as impacting CO2 emissions. In South East Asia, fuel makes up to 50 percent of the cost for operators.

Another crucial aspect of transportation is the cost for maintenance and repairs. Again, this is where drivers are playing a crucial role and it is why UD Trucks is emphasising on working with the drivers. While talking about automation, the drivers are still vital for logistics and transportation. In Japan, some 90 percent of all transportation is done via trucks, despite a well-developed rail network. Naturally, this also poses challenges as emission is an issue. In 2030, the world will need some 50 percent more drivers than today, stemming from the need for more last-mile transportation and the increase of population. With increased demand, last mile transportation is actually seen as a challenge as the trucks need to be environmentally friendly and transporters may not have enough capacity to handle large surges of orders. In addition, planning routes will be an issue to ensure the most efficient delivery.

Transportation has undergone a huge transformation. From just driving a truck, drivers now have to handle a lot more responsibility. Fuel economy and quality of the delivery are now in the hands of those





market as the brand is active in some 60 countries. Croner and Quester sales has continuously grown in the respective markets.



driving the truck. "We want to drive the industry through our approach to smart logistics," he said. While this is a very business focused approach, UD also recognises that the solutions need to be people-friendly.

Echoing the sentiment of others at the event, Michel said that the company is now taking far reaching approach: "In 1935, when Kenzo Adachi founded the company, he did so with the motto of creating the trucks the world needs today. We have to take this further by saying that we need to create the trucks and services the world needs today." Selling a truck, a transactional activity, may not be as challenging as ensuring that the users' business is profitable. To do that, services provided by the seller are crucial. "It is the services that create uptime, which generates the profit." Therefore, the service aspect has now taken the centre stage, including driver training.

In terms of product line-up, UD Trucks caters to the Japanese market as well as export markets with specific models. Not surprisingly, the export market is bigger than the domestic

And the winners were:

Quon Category

Best in Class:
Singapore
Customer: BHS Kinetic Pte Ltd.
Driver: Mohd Hisham

Best pre-driving inspection: Japan
Best driving skill: Singapore
Best fuel consumption: Singapore

Quester Category

Best in Class:
Indonesia
UD Customer: PT Duta Lintas Nusa
Driver: Eko Yulianto

Best pre-driving inspection: Thailand
Best driving skill: Qatar
Best fuel consumption: Indonesia

Special Award: Most Cargo-Friendly Driving
Muhammad Khairul Bin Abd Halim
Setia Maju Jaya Logistik Sdn Bhd, Malaysia

Takamitsu Sakamaki, UD Trucks President and Representative Director, observed that the trucks and the people who drive them represent the interface between smart logistics and the society. "That's why we support driver development with initiatives such as today's Extra Mile Challenge, to raise their awareness of what is essential for the ultimate driver." **T**



SB450 Sidelifter side SMG Mega Sappire SDN Bhd



Transport Efficiency Through Innovation

Where efficiency matters, smart solutions make a difference. One way of streamlining transport operations is the use of sidelifers. We take a closer look at one of the biggest providers of these specialised trailers.

Since 1979, when Steelbro first committed its resources to developing the concept of container trailers, transportation and placement, Steelbro Sidelifers have become synonymous with efficient container handling. We spoke to Giulio Lombardi, Chairman of Howard Porter PTY Ltd about the past and future of Steelbro.

AT: Please explain in your words what it is that Steelbro does.

GL: Steelbro designs, manufactures, sells and services Sidelifers to markets worldwide. Sidelifers are self-loading container trailers that can be used for container transportation and placement. The beauty of this product is it does not require infrastructure or extra personnel. The truck driver can deliver the container to the customer without the use of a forklift or loading dock and it's only the container that is left at the customer premises not the trailer ensuring capital equipment is well utilised.

AT: How is your business structured?

GL: The Steelbro story began in 1878, when brothers Joseph and David Steel set up the Steel Bros. Coach Factory in Christchurch, New Zealand. By the 1930s, the company was designing and building motor bodies and by the 1960s it had become New Zealand's leading motor body building and engineering company. In 2015 Steelbro was acquired by West Australian based Howard Porter PTY Ltd. Like Steelbro, Howard Porter is a family based pioneering coachbuilder who today manufactures transport equipment. Under this ownership, Steelbro has continued to grow. An expanding network of distributors, sales offices and service agents span the globe and provide local support for the sidelifter product.

"Our head office and design centre are still in New Zealand – but we're internationally focused and always looking for opportunities", says Howard Porter's Giulio Lombardi. "It's important to be innovative and search for new avenues for growth."

Steelbro has been actively selling sidelifers in Malaysia since the 1980s. The company has an office in Port Klang Malaysia which includes full workshop facilities.

AT: What are the major requirements for trailers, especially sidelifers?

GL: Reliability – downtime is money lost. Customers want a reliable product. The focus is on delivering a quality product with excellent back up ensuring, should the worst happen time off the road is minimised.

Durability – The sidelifter units are hard working units that perform many lifts in a day lifting and transporting heavy containers.

AT: What makes your product better than others?

GL: Customer support is a key component of the Steelbro brand. Our Global network of distributors and service agents ensures that customers can get support and back up when needed. In Malaysia Steelbro have added a 24 x 7 mobile service for the Port Klang area, ensuring help is always at hand.

Robustness: Continued market success led the company to concentrate resources on the advancement of the sidelifter design.



Giulio Lombardi, Chairman of
Howard Porter PTY Ltd

Investment was made in creating designs using the very best materials and components. High strength steels with superior fatigue toughness from world class steel producers are used in Steelbro Sidelifters. The material is first hardened rapidly by cooling the red-hot metal, then heated at lower temperatures and then slowly cooled to eliminate brittleness. The result is a super-tough steel that is the strongest, yet lightest material and the best possible choice for Steelbro's cranes and chassis.

Longevity of product: Longstanding reliable brand, not uncommon to find Steelbro sidelifters still going strong after 25 years or more.

A Steelbro sidelifter demands reliable starting performance and fast load pick up multiple times each day. It needs to be able to deploy the sidelifter stabilisers for rapid loading and unloading of a container. Steelbro Engineering Manager

explains, "All sidelifter models have been designed to meet these tough requirements.

Proportional control: At Steelbro the engineering team developed a way of operating a sidelifter with safe and speedy precision. They found a way of achieving smoother, more stable container loading and unloading that would give more refined speed control, allow for higher speeds, and reduce stress fatigue on the crane arms. This is known as 'Proportional Control'. Using 'Proportional Control', loading of a container onto a sidelifter is possible in less than five minutes. The Steelbro design and Danfoss proportional controls built into each system provide for smooth control of the container load at all times, ensuring maximum safety and product reliability. The Steelbro sidelifter can be used to place a shipping container with precision anywhere a truck can access. Containers are handled with fine movements and with varying amounts of speed and can be positioned accurately, quickly, easily and safely, irrespective of weight.

Efficient Kubota engine: Transport operators have seen the benefits of investing in a sidelifter equipped with its own autonomous power pack. The Kubota power pack engine allows the sidelifter to be operated with any truck without any specific hydraulic fittings, and gives more flexibility for operators with a fleet of trucks. The independent Kubota engine also significantly reduces running costs.

All Steelbro sidelifters have excellent outreach, 3.9m on SB450 model which enables easy handling of awkward or misaligned containers

AT: Globally, are there markets where sidelifters are selling better?

GL: Steelbro sell sidelifters all across the globe – Europe, Africa, Americas and Asia Pacific. The company's largest markets are Australia and Malaysia. "In Malaysia Steelbro is going from strength to strength with growing sales and a solid aftersales support network to ensure customers receive the support they need."

AT: What are the challenges that you are facing?

GL: **Efficiency and increased**

competition in the transport market is the perfect storm for sidelifters. Sidelifter use in the delivery cycle can decrease costs and time. Using a sidelifter to deliver a container means no waiting for equipment or personnel to unload containers – the sidelifter can deliver a container without extra equipment or infrastructure by the driver of the truck.

Increasing demand puts pressure on delivery times. to ensure that leadtimes keep to customer requirements Steelbro have increased stock being held in Malaysia

AT: How do you continue to innovate sidelifters?

- Steelbro listen to customer feedback and adjust our offering accordingly. One example of this is initiatives undertaken by Steelbro Malaysia to improve lead times and product delivery processes. Lead times have been cut by 50% and sidelifter units are also being held in stock to feed the increasing demand.
- Other initiatives in Malaysia, according to Steelbro, are the 24 hour/7 day service and support operating out of their wholly owned service facility. Among the improved resource and capabilities introduced are new fully equipped service support vehicles, highly skilled, trained technicians and expanding regional support network.
- Customers have also indicated a need for a lighter weight product and Steelbro continues to innovate to produce such a sidelifter solution. Staff of highly skilled design engineers using the latest design technologies and tools to produce optimal designs to meet customers criteria. 



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Tyre Safety Briefing with Kit Loong



When we talk about truck safety, we often bring up engine, oil and in the advent of automation, technologies like fatigue sensors and automatic braking are discussed. What about tyres? They are the vehicle's "feet" that comes in direct contact with the roads. If these are not taken care of, even some seemingly harmless debris on the road could be life threatening.

On October 20, Asian Trucker Media with Kit Loong Commercial Tyre Group organised a tyre safety briefing for the Asian Trucker Drivers Club where about 30 of its members participated. The half-day briefing was conducted by Kit Loong's trainer, Soh Chong Keng, at their Kota Kemuning facility. Topics touched upon by Soh in relation to tyre safety included vehicle configuration, pressure maintenance, tyre application and retreading.

Firstly, in commercial vehicle configuration, Soh taught the drivers how to identify the different configurations of a 6x4 prime mover (10 wheels), 6x2 prime mover (10 wheels) and 6x2 prime mover (eight wheels). The first digit refers to the number of hubs on the vehicle and the second digit is for the number of hubs that are driven.

The most basic yet vital tyre maintenance is maintaining a correct air pressure. Over-inflation could cause various performance and handling issues however under-inflation is more common and costly. Too little air pressure flexes more as it rolls down the road, resulting in increased friction that raises the rubber's temperature and according to Soh, heat is the tyre's enemy as it may cause the tyre to deteriorate and damage the steel cords. "Many tyre experts believe low-

inflation pressure can overstress steel cords which eventually break, leading to zipper ruptures of sidewalls," Soh quoted.

Heat build-up in a tyre is also contributed by various factors like the weather, road temperature, braking and misalignment which increases rolling resistance or friction. It is also important to note that misalignment by itself increases tyre wear.

"For a commercial vehicle, load is dependent on speed and inflation pressure while the width of tyre contact patch dependent on proper inflation pressure," Soh said. Under inflation is also costly since under-inflated tyres force truck engine to work harder. A tyre pressure under-inflated by 10 percent causes fuel consumption to increase by three to five percent.

Soh also touched on uneven tyre wear, aquaplaning and rolling resistance. In the aquaplaning phenomenon, the tyre goes through three steps or stages. Firstly, it hits standing water and will try to cut through. Secondly the tyre will disperse as much water as it can, but some water will always build up in front of the tyre and lastly, if the tyre is unable to disperse enough water than the water will lift the tyre from the road.

Soh then went through the various tyre components and which ones are suitable for heavy vehicles like the valve core, valve cap, extension valve, tread depth gauge, weight balancing, pressure gauge and repair patches. **T**



From Army Trucker to Driving Instructor

Abdul Nasir tells Farezza Hanum Rashid that truck driving is still a popular career despite some negative public perception.

Abdul Nasir Sapri is no stranger to trucks. This driving instructor from the Metro Driving Academy in Puchong has been in the field since 1979.

Abdul Nasir began his career as a truck driver for the transportation unit of the Malaysian army, where he served for 21 years.

He took the driver's course at the Pulmat Taiping base, after which he was sent to Labuan in Sabah, where he was tasked to transport soldiers and military goods for 11 years. After that he was transferred to the Lokawi Sabah base camp where he joined the army's fire department. There he drove the fire truck and responded to fire incidents within the camp and also nearby areas. "We also helped the villages surrounding the camp. We were the first responders. When the firemen from the Fire and Rescue Department arrived, we handed the situation to them," he told Asian Trucker.

He was brought back to the Pulmat camp in 1993 where he became a driving instructor, to train and evaluate new recruits for two years, before being transferred to the Desa Pahlawan camp in Bukit Cina, Kelantan as the assistant chief of the fire station. After two years there, he was sent to Mindef's logistics headquarters.

In the year 2000, he went to work as a car and motorcycle instructor at the Ngah Driving Institute in Kluang, Johor for a year before joining the Metro Driving Academy where he also offered his expertise on trucks.

"The only difference between cars and trucks is that the latter is bigger and longer, and trainees must learn to be more cautious. Everything around them is smaller and in most accident cases, trucks are blamed, so it is better to avoid mishaps altogether," he said.

The credit hours for a truck driving license are 16 hours to be completed in not less than a month, similar to cars and motorcycles. After the 16 hours are fulfilled, trainees have to take a pre-examination for the instructors to determine whether they are ready for the real examination with the Road Transportation Department.

To become a driving instructor, one needs to obtain the Driving Institute Trainer Certificate (SPIM), the Qualifying Test at the Institute

(QTI) certificate, a SPIM E certificate (for trucks) and a SPIM Vocational certificate (for trailers and buses), which could take up to four years before one could be a full-fledged truck driving instructor.

As an instructor, Abdul Nasir waived off claims that truck drivers are hard to come by these days due to people's misconception of it. "Back in my days, driving trucks was something someone would do if they had no other choice. Nowadays it has become a career, there are attractive packages that come with it, and we even get highly educated people taking trucks license here because driving pays more than their office jobs and definitely less boring," he said, adding that he gets trainees in the age range of between 25 to mid-forties.

The driving academy also has a programme where they train ex-convicts to become truck drivers. "Most of them are still on parole and we prepare them with the skills and find jobs for them so that when they are completely released, they will be able to make an honest living again," Abdul Nasir said, adding that the programme has been successful as they have conducted many series of it already. "Truck drivers can also upgrade themselves by becoming trainers at their respective companies or at driving academies like Metro. Therefore, truck or even bus driving is not a dead-end job, there is still opportunity to grow," he added.

The biggest challenge of being a driving instructor, according to Abdul Nasir, is instilling the correct attitude among the trainees. He said they would conduct themselves well and obey all rules during training but once they get their licenses, they tend to get reckless and disobey the rules. "These days companies organise ongoing training sessions for their drivers as constant reminders to be obedient drivers, and also have a merit and demerit programme to reward good drivers and reprimand the careless ones. All companies should have this sort of programme to ensure that their drivers and other road users are safe," he said.

At 58 years old, Abdul Nasir had no intention of trying out new things and would like to serve the Metro Driving Academy for as long as he could. "I will be here for as long as Metro needs me. I started out my career with trucks, so I would love to retire with trucks too," he said. **F**





Fun in the Sun at Shell's Ultimate Stop-Over

Shell Rimula rewards customers beyond offering superior solutions for their businesses. The Ultimate Stopover in Dubai was an experience that will happen to lucky winners only once in their lifetime. Asian Trucker accompanied some of the winners.

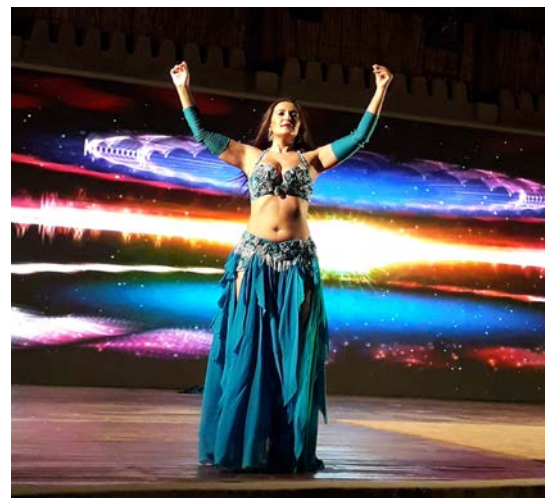
When used by Shell, the wording "Exclusive Stop-over" signifies an event that is truly rewarding, and which cannot simply be bought with money. Packed with entertainment and excitement, the Ultimate Stopover provided plenty of impressions for the lucky winners. Capturing the spirit of the Malaysian group, which at all times seemed to be the most cheerful one, we spoke to some of the winners.

Everyone's a Winner

A total of 150 winners from 19 countries gathered on the evening of the 13th of November in Dubai. As Ravi Shankar, Brand Manager, Shell Rimula -- Malaysia and Singapore, explained, the event is not only extremely exclusive but also very fair. "The Shell Rimula Ultimate Stopover promotion is an annual affair that is open to every type of Shell Rimula customer, big or small. One of the winners this year actually purchased two pails of Rimula and won!" The Ultimate Stopover draws winners from all over the world. Setting the stage was a welcome dinner on the beach at the prestigious Jumeirah Al Qazr Hotel, which is facing the stunning Burj el Arab Hotel. From there, things just got more exciting.

The True VVIP

In Dubai for the first time, William Teo Eng Lian, Executive of Shin Yang Trading Sdn Bhd, Sibul, was delighted. He called the experience "Wonderful!



"I am being treated like a true VVIP!" he said while enjoying his Dinner Under the Stars in a model fort, located in the outskirts of the desert, an hour out of Dubai's city centre. Getting him into the spirit was the Shell Rimula Night, which was held shortly before the journey to the Middle East commenced. "There I was already having a preview of what is to come as the winners for this trip were announced and it also was a spectacular event."

"I am so excited. I have been participating in the Ultimate Stop-over competition for many years, but only this time I won the lucky draw



for one of the tickets to come here," Teo said. Back in the office, he is handling a wide range of Shell products, ranging from engine oils to grease and brake fluids. These products are used by Shin Yang Trading in various applications for their diversified business. Services provided include transportation and trade of construction materials. One of the key advantages of using Shell products, according to him, is the access to a strong support team in case of any issues. "I hope to win again next year," he beamed.

Thrill Ride

Shell also took the opportunity to demonstrate their superior products in a fun and entertaining manner. Taking a bus into the desert, participants found them in an arena that had a number of challenges ready for them. If nothing else, the heat was doing its best to get the point across that lubricants need to perform under extreme conditions. To warm up, a gymkhana was set up. Drivers had to navigate through a series of gates, whereby the winning performance was based on the shortest distance driven, accuracy in driving through the middle of the gate and fuel efficiency. Following that, our fellow Malaysians could practice their accuracy when they boarded a telescopic handler to move objects onto oil drums.



Providing a roller coaster ride in the desert were professional rally drivers. Strapped into the co-pilot's seat one was whisked around a course through the dunes, being a passenger in a buggy, powered by a grumbling 6.3 litre engine. The car, an actual Dakar rally car, would typically be driven some 500 kilometres per day in a race and it is the consistency that makes a winning run. Considering that a race car like that would be hundreds of kilometres away from the workshop, it is crucial that all parts work together, including the hard-working lubricants. Slowing it down a bit, a convoy of Toyota Land Cruisers headed out into the dunes to let our winners experience what it feels to drive in such extreme conditions. Onlooking camels were unimpressed though. Finally, a truck driving challenge was put before the group whereby drivers had to find a specific cone, placed inside the Al Quadra desert.

Right from the Start

Shell is also a key supplier to OEM brands, such as Mercedes-Benz, providing the





lubricants for the first filling and services. Teh Leng Onn, Hap Seng Commercial Vehicles, is close to the action as he is involved in the parts departments. "This is such fun. I thought Dubai is just a big, sandy place. But I am having a really good time!" he described his first time coming to the country.

"OEMs typically recommend a number of lubricants to be used with their vehicles. Our choice is for Shell Rimula as we can also draw on the support of the back-up team. If there are issues, then they are typically with the gearbox and Shell's staff will go out and meet with our clients in their places of business," He praised the performance from Shell and hoped that "Shell's service will remain at such high level, so we can continue working hand in hand in the future."

Sister Act

After three high-octane days, Christy Bong of Buma Logistic Sdn Bhd was clearly impressed with the programme. Together with her sister she founded the business, which is located in Port Klang. "A friend of ours moved to the Solomon Islands. He gave us the idea and now we are trading Shell products, shipping them to our friend."

Besides the sightseeing and activities in the desert, Shell also organised a fleet seminar. "We have learned a lot of new stuff. Shell has really done a great job in putting this programme together as it is informative and exciting at the same time." She told us that the newly acquired knowledge will help her with the running of her business, which is only five years young. To her, the architecture of Dubai was the best but "It is so so hot!"

The Energy Challenge

It was not all just fun and games during the stay in Dubai. Shell utilised the event to also talk about the upcoming challenges that the world is facing. While labelled "Energy Challenge", it is also a technology challenge as providers, such as Shell, constantly try to find new and innovative ways to address the needs of customers.



Stemming from the projection that by 2050 the Earth will be populated with some nine Billion people, energy needs to be both, more efficient and cleaner. The same prediction gives way to the estimate that by 2040, some 70 percent more energy would be needed for the transport industry.

While access to energy ensures that trucks are moving, it is noteworthy that over half the transporters surveyed in a study by Shell admit that their errors in lubrication have led to vehicle breakdowns. The same study showed that 1 in 3 of those estimate this unplanned downtime cost their business more than \$100 000.

Industry in Transition

With electromobility being in the limelight, a shift in the provision of energy is unavoidable. Dr. Jason Brown, Global Technology Manager (Shell), shared insights on how Shell is planning to move from pump to plug. He told us that "We, Shell, are obviously aware that electromobility is coming and what we can see is that it might come a little faster for passenger cars than it is for commercial vehicles. But we can clearly see that it is the next big trend." However, he acknowledged that energy is only one aspect of making goods move.



Given the global push for electromobility, one could also ask if there is still a need to develop lubricants for combustion engines. Brown is of the opinion that electrification will be the way forward, however is cautious to see that the end of the diesel engine is very near. Having vehicles that run on batteries is one thing, but there is still the need to build the infrastructure. "Certain applications can simply not be run on electricity as of today and still require a different form of energy, which is Diesel fuel." His estimate is that Diesel engines will still be the main drivers of the transport industry for another 20 to 25 years. Therefore, there will still be an increased need for highly efficient lubricants and engines that burn fuels in the most efficient way possible.

Given the trend towards smaller and faster deliveries, engine sizes have to be adjusted. To provide last mile solutions, engines will need to be smaller and it is here where the notion of fuel efficiency is highly important. With lesser items moved per vehicle, the relative energy usage increases. **F**

While Shell is now offering charging stations in certain markets, the company is still very much involved in other segments, including combustion engines. "While we want to have a voice and want to shape electromobility, we also continue to work in other areas as electromobility is not the total solution." According to him, Shell may be making a transition internally, but there is also the perception in the market about what Shell stands for that may need to change. As of now, Shell is generally seen as a provider of fuels and operator of petrol stations. The new Shell image should be a portrayal of a company that provides energy, in whatever shape or form that may be. Using the example of the oil-tanker, the perception may not be changing as quickly as one wishes for, which is also rooted in the fact that Shell as a company is based on infrastructure that has been in use for about 100 years by now. "It won't be easy to move that and change public perception. However, if we want to stay relevant, we have to change."

When discussing lubricants, Brown also sees a major shift in the requirements that are put before providers. Historically, as he explains, lubricants had to fulfil certain criteria and if they helped improve fuel economy, it was a bonus. Today though, lubricants are to be designed in a fashion that they help improve fuel economy first and foremost and any other benefit that comes with that is becoming more and more secondary. "This also means that we have to explain to our customers in more detail how we can help improve fuel efficiency." In that context he said that there is really just one market, which is the global demand for lubrication products.



TRUCK FEATURE ASTAN TRUCKER 172






Biggest Rigid Oilfield Truck Currently Built in Europe MOL CY NV, independent manufacturer of trucks, trailers and refuse collection vehicles revealed their latest generation HF8066 rigid oilfield truck at the IAA in Hannover, Germany. The 6x6 all-wheel drive truck is the largest the company has ever built with desert terrain capability and is expected to see service during 2019 in the oil and gas fields of North Africa and the Middle East.

Manufactured at the MOL CY facility in Staden, Belgium, the new HF8066 stands over 4 metres tall and over 14 metres long, enabling a gross vehicle weight of 80 tons. The flat bed is equipped with a retractable fifth wheel, enabling coupling to a trailer with a remarkable gross combined weight of 230 tons.

Technical Specifications:

Engine	:	Cummins X15, 625 PS (460 kW)
Torque converter:		Dana 8000 series
Gear box	:	Dana Powershift transmission, 8000 series, 7 speeds FWD and 1 REV
Front axle	:	Kessler, 91 series; load capacity 20 tons
Rear axles		Kessler, 91 series; load capacity 2x30 tons
Winch	:	Braden HP130, capacity: 130.000 lbs (± 60 tons)
Tyres	:	29,5R25 single-mounted both front and rear
Empty truck weight :		40 tons
Payload	:	40 tons
GVW	:	80 tons
GCW	:	230 tons
Overall dimensions :		LxWxH: 14.350x3.900x4100 mm
Wheelbase	:	9.800mm
Platform deck		LxW: 9.150x3.700mm (=30x12ft)

About MOL CY:

MOL CY is a Belgian independent and leading provider of custom-made trucks, trailers and refuse collection vehicles. The history of MOL CY goes back to 1944. Production takes place in Staden and at iTK in Kachtem, a daughter company of the MOL CY, together employing more than 400 people in about 70 000 square meters of workshop grounds. The company continues to grow. There are currently actively looking for some 20 additional employees. 

People: The Essence to Scania's Success



Asian Trucker writers Farezza and Carol paid a visit to the Scania assembly plant in Port Klang where manpower is key.

In an age where automation is the talk of the town, many have forgotten that humans have always been the key to every success and that technology is only there as an assistant, not to replace people. Machines were invented to increase output and save time but at the end of the day, the result – the quality of the product, is what matters most.

At a visit to Scania's Regional Product Center (RPC) in Port Klang recently, Asian Trucker writers found that albeit being surrounded by machines, operations were very much hands-on with men and women diligently ascertaining quality is met at each assembly station.

We were accompanied by the RPC General Manager, Lennart Viksten, who said that the staff are equipped with the best of skills and eye for details, allowing them to have better control over the quality of their products.

At this rate, RPC Malaysia produces around three vehicles daily with a takt time of 116 minutes. (Takt time is the average time between the start of production of one unit and the start of production of the next unit, when

these production starts are set to match the rate of customer demand.) In 2017, the total vehicle production was 511 with 45 percent being trucks and 55 percent buses. The most common products are the Scania G410 trucks and the Scania K360 buses. This year, Scania Malaysia is projected to produce 649 vehicles with 60 percent being trucks. Out of a total of 41 manpower at the RPC, 23 of them work directly in the production line.

RPC Malaysia shares the same base and philosophy as those in Sweden, France, Netherlands, India, Argentina, Brazil, Poland, Russia, and Africa. Their work ethics are based on three platforms - Customer first; Respect for the individual; and Elimination of waste. (Waste in this

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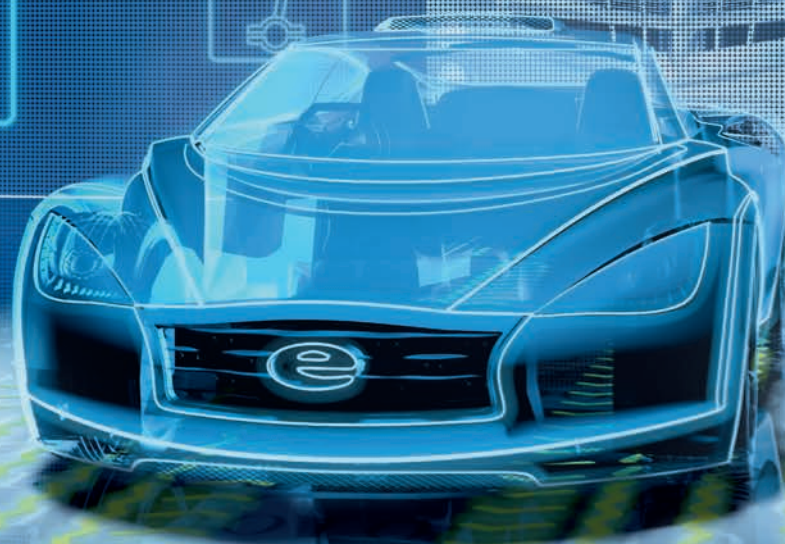
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context includes anything that has no value, is of bad quality or is not compliant with customer's request.) Having a uniform set of philosophy makes it easy to communicate with the global network and to ensure safety, delivery and cost.

At the Port Klang RPC, areas are divided based on functions and activities. The first area is for the building of empty chassis followed by the wiring and pipes, axle-to-chassis, engine-to-chassis and cabin-to-chassis areas. "This is also the only RPC that assembles cabins since 1995," Viksten said.

Relying more on manpower than machines allows RPC Port Klang to open a lot of job opportunities for the local community. Up to seven people could be hired to assemble cabins alone. A new section was also opened in 2015 for sorting processes where workers are needed to sort out parts which were brought in from various countries.

Thousands of parts come in crates which were packed in larger boxes before they are sent to Port Klang from Europe. This is where the sorters come in to identify what goes where. They separate the parts and place them in their respective places to make it easy for the assemblers to pick and choose what they need, like how one would choose groceries at a supermarket. For higher efficiency, the RPC has adopted the 5S workplace organisation method; Sort, Set in order, Shine, Standardise and Sustain.

The employees were trained there, at the Scania training centre, allowing those without any automotive background to acquire skills and work with Scania. Even if someone comes in with some automotive background, he or she must go through training as their previous experience may not be similar with the skills required at Scania.

Along the assembly line, the process moves smoothly. There are no issues of faulty or defective parts as those have been addressed and rectified at the production stage before the parts are brought to the RPC. All parts are expected to fit perfectly with each other however if an error or issue is detected along the assembly line, it will be fixed at the last assembly station. The vehicle is not sent back to where the issue may have occurred as that will disrupt and delay the entire day's workflow.

"We practice real-time management here, without delays. We discuss and solve problems on the same day. If it is a big problem, we hold that vehicle back until all problems are solved, at the fastest time possible," Viksten said. Any problems incurred will go up on the check list to ensure that they do not repeat. A problem can stay on that list up to a year, as a constant reminder for everyone to be vigilant.

There are weekly quality reviews at the Port Klang RPC where each employee is encouraged to present an issue, to promote interaction among each other and have a sense of ownership to their actions.

"If before this they had kept to themselves on any issues whatsoever, now they will voice out concerns. It is not only good for production but also to build their confidence in work and presentation skills," he said, adding that employees are expected to participate in giving opinions and suggestions on how to make improvements. **F**

RPC Malaysia

- Until 1995 Hargil imported and sold Scania in Malaysia.
- 1995 CKD assembly started at AMI, a subsidiary of Tractor Malaysia for the importer Scandinavian Truck and Bus.
- 2000 Scania Malaysia Sdn Bhd was founded and assumed responsibility for the activities.
- Since 2005 located at the present rented premises in Port Klang.
- Building area 1 388 square meters.
- Total premises 10 600 square meters.
- Head count 41 as of July 2018.
- Current daily rate three vehicles per day (Takt time 116 minutes).



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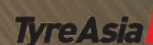
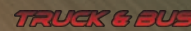
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(left to right – Mr. Kaiser Chung – Managing Director, Universal Cars Limited/Mr. Gary Wong – Managing Director, Sime Darby Motor Group, Hong Kong and Macau/ Mr. Thomas Hilse – CEO, Daimler Commercial Vehicles South East Asia/Mr. Andrew Basham – Managing Director, Sime Darby Motors/Mr. Raymond Lee, Managing Director, Sime Darby Motor Group, China, Hong Kong and Macau and Mr. Ernest Wong - General Manager, Trucks & Bus, UCL Cars Limited)



Mr. Gary Wong – Managing Director, Sime Darby Motor Group, Hong Kong and Macau

Fuso Customers to enjoy First of its Kind Service

Innovation and brand recognition are more than just words for Universal Motors Limited in Hong Kong as Stefan Pertz finds out in an exclusive interview and visit to the newly opened flagship workshop of FUSO.

It has only been a few days after typhoon Mangkhut ripped through Hong Kong. However, it seems that with the strong winds, a new era is about to begin with the old cobwebs being blown away. When meeting with the management team from Sime Darby Motor Group (HK) Limited, together with their subsidiary, Universal Cars Limited (UCL), the General Distributor of Mitsubishi FUSO in Hong Kong, optimism is in the air. The clear blue sky made for the perfect backdrop for the official opening of their flagship workshop on the 4th of October. It is a dedicated commercial vehicle workshop for FUSO vehicles, operated by Sime Darby’s subsidiary Universal Motors Limited.

Quality Innovations from Japan

The FUSO brand is known for its trusted quality, economic efficiency, solid & functional design and committed services. FUSO is the leading Japanese brand across many markets, known for its track record of technological innovations and high customer satisfaction based on the lowest total cost of ownership.

As they put it “FUSO products offer ultimate reliability and durability, which translates into payload and uptime for our customers.” To ensure their vehicles keep delivering profits, FUSO applies the Commercial Vehicle Development System (CVDS) and its clearly defined quality gates from project launch to start of production, guarantee product maturity and quality. R&D expertise from around the world is exchanged and implemented to ensure customers are benefiting from the most advanced designs and materials.

Consider it Fixed

One of the more intriguing issues about Hong Kong’s transport industry is that the topography is extremely demanding. Hilly terrain with steep slopes, tough inclines and a lot of start-stop activity take a toll on trucks and buses. “FUSO had to learn it the hard way and we could observe that there were clients abandoning the brand as issues arose,” a humbled Wong admits. A hallmark of the FUSO Canter range is the industry-leading DUONIC automated manual transmission, which lowers running costs and simplifies driving. However, as the gearbox developed with a global market in mind, the toughness of the

Hong Kong road conditions was not anticipated. “However, since the issues first occurred, the gearbox has been updated and upgraded and the problem rectified. Now, the task at hand is to convince our clients to trust the brand again and that is why we are confidently investing in the brand presence and our facilities.”

CV Dedicated Organisation

Sime Darby’s motor group operates in eight countries with 29 brands, including specialist equipment such as Caterpillar and moves about 90 000 vehicles a year.

Gary Wong, Managing Director Hong Kong & Macau, Sime Darby Motor Group (HK) Limited, explains the new set up in detail “Last year, after long and careful considerations, we decided to separate the business units. It is now a pure play.” There are now three companies with the original Sime Darby focusing on automotive and heavy equipment, a listed company handling plantations and the last one dealing in real estate. With the new strategy of having separate entities, the businesses



Left to right – Mr. Thomas Hilse – CEO Daimler Commercial Vehicles South East Asia and Mr. Andrew Basham – Managing Director, Sime Darby Motors

become very focused in the commercial vehicle segment. Currently, FUSO's product range offered in Hong Kong includes LCV, MCV, HCV as well as the "Rosa", a mini bus in the category of up to 32 seats. The latter makes up approximately half of the FUSO vehicles sold in Hong Kong with many being familiar with the bus as it serves as the mini buses with the red or green roof. "We are on the priority list for a product line extension with the E-Canter and we hope to be able to offer it soon."

Innovative Approaches

Hong Kong being a mature market poses challenges for growth. Any sales is either a replacement or a conquering sales. In Wong's view, there are still opportunities though, by means of streamlining and refining the business, finding new revenue streams and increasing customer loyalty. "We are on a tough mission as we want to grow our profit by 100 percent within five years!" With the new strategy also came the realisation that one can expand beyond the reaches of the eight countries Sime Darby's Motor Group is active in. For instance, the very important, but restricted Hong Kong market sees a sale of some 4 000 truck annually, of which FUSO takes up around 10 percent, while countries like Brunei and Indonesia are there to be tapped into as well.

In recognition that it is not enough to just offer the sales of commercial vehicles, Universal Cars Limited (UCL) in Hong Kong has just made a bold move to not only open a state-of-the-

art workshop with top notch facilities, but they are also backing the offer up with some rather confident service offerings that could be rather unique in the region.

Flagship Service Point

Officially opened on the 4th of October, the workshop, located in, Sime Darby Motor Services 33 Kam Pok Road, DD104, Lot 3719D, Tai Sang Wai, Tai Yuen, Yuen Long, N.T., has a lot of capacity to handle any incoming service job. In total 55 staff stand ready to handle clients' vehicles. Of that, 28 mechanics and three technician/technical officers working on the vehicles. There are 21 standard work bays for trucks. The workshop can handle up to 40 trucks daily.

However, when the newly opened workshop commenced operations, there were also other facilities introduced, making a stop-over more than a chore. Meeting rooms, rest areas, shower rooms and very importantly, parking space. "People should not think that just because they are operating commercial vehicles they should not have a premium experience," said Wong during the opening, which also marked the 50th anniversary of the relationship with Mitsubishi FUSO. It is his conviction that one can no longer sell commercial vehicles from a simple yard. According to him, not many brands have what he calls "proper facilities" to handle customers. With an integrated workshop, showroom and office, this place is on par with the premium experiences one might expect in European facilities.

Focus on (Customer) Experience

One of the key features of the new facilities is that it has staff's needs in mind. Wong is of the opinion that happy staff will in turn create happy clients. Jokingly, he said that for Sime Darby it was the chicken that came first when they decided to invest heavily in the brand, expecting that this hen will lay eggs over a long period of time in the shape of long terms business. Believing in the market, Wong convinced his colleagues that a simple refurbishment would not do the job and a complete rebuild was required, seeing the new workshop being completed in just about one year. **F**

First of its Kind Service

A subsidiary of Sime Darby Motor Group, Universal Cars Limited is the official FUSO Dealer in Hong Kong. Wong emphasised that the relationship with Mitsubishi-Fuso has been on-going for five decades now and that this is something to be very proud of and "it shows the confidence of both partners in each other." In a daring move, Universal Cars Limited is offering new services that are aimed at instilling confidence in the brand and to win customers based on a well-rounded package rather than just promotional campaigns. Putting their money where their mouth is, Universal Cars Limited will be offering:

- * **Guaranteed Buy Back:** according to Wong, UCL will be the only one offering this kind of programme. It is a 3-year programme with a guaranteed buy-back value of 50 percent. The conditions applied are that the vehicle has to come back to be serviced by UCL during these three years according to the maintenance schedule. Service is free of charge and part of the packages to reduce total cost of ownership.
- * **Courtesy Truck:** Probably the boldest offer, UCL will have courtesy trucks ready for customers bringing in their vehicles for servicing. Using the courtesy trucks, customers are able to continue with their daily jobs while their own trucks are being serviced, thus bringing the downtime to a virtual zero.
- * **Rental Trucks:** These trucks can be used to react to peaks in order volume. Clients that need extra capacity can rely on the vehicles provided by UCL to pick up these jobs. In addition, customers can test drive Euro 5 and Euro 6 vehicles for a longer period of time before making a decision for the brand. Obviously, only in real-life operations one can truly assess the capability of a truck.



UD's Kuzer Completes Line-Up

Officially introduced by Steve Hedouin at the Kuala Lumpur International Motor Show, the Kuzer will cover the needs for light commercial vehicles, thus completing UD's line-up for Malaysia.

It was a night of welcomes. At the end of the media day at the Kuala Lumpur International Motor Show (KLIMS 2018), Steve Hedouin took to the stage to first introduce himself as the new Managing Director of Hub Malaysia Steve Hedouin & Oceania at UD Trucks and then the Kuzer.

Having been with the Volvo Group for over 20 years Hedouin brings with him a wealth of experience with the business and the brands. Prior to his posting to Dubai, he was already responsible for Volvo Bus, region Singapore, which includes Malaysia. During this time, he has already been to Malaysia many times. "I am very excited to be back in this region and to be based in Kuala Lumpur this time around," he said in his introduction. In his new role, he will be responsible for driving UD Trucks' business through their distributor in Malaysia, Tan Chong Industrial Equipment, as well as in other markets



L to R: Toshio Shiratori, Tan Keng Meng, Steve Hedouin and Wong King Yoon

in Asia, Australia and Oceania. He officially took his position in October and the preview of the Kuzer served as his first official introduction to the market.

"I feel truly honoured to be here today, and look forward to get to know all of you better. As a leading Japanese truck brand under the Volvo Group, UD Trucks is fully committed to enhancing our presence in Malaysia," he pledged.

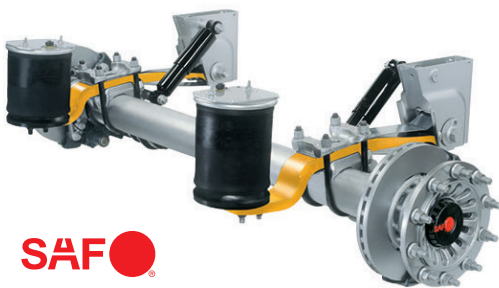
As mentioned by Mr Tan Keng Meng, Executive Director, Tan Chong Industrial Equipment Sdn Bhd (Asian Trucker reported in our September / October issue), the organisation hoped that UD would restore their market position again with a full line up. With the Kuzer, Tan's wish seems to take shape as the light duty truck will now complete the product range for Malaysia alongside the medium duty Croner and heavy-duty truck Quester.

The introduction of the Kuzer marks the third launch of the newly developed UD trucks in Malaysia. Following the Quester in 2013 was the Croner in 2017 while the Kuzer can be expected to be handed to the first customers in Q2 2019. "The all new Kuzer light duty truck provides our customers, who have diverse logistics needs, the right product to invest in performance, flexibility, fuel efficiency while at the same time being robust and safe," Tan said in his introduction of the vehicle.

According to him, the Kuzer is an ideal vehicle for transportation tasks in busy city environments: It is easy to manoeuvre and efficient in carrying out day-to-day urban deliveries. The vehicle comes with a new generation advanced technology 3.8 litre CRS engine, which provides the performance needed by customers.

Tan further stressed the commitment of TCIE to the Malaysian market. "TCIE has been UD Trucks' sole distributor since 1978 and in the past four decades, this partnership has been built by trust and was strengthened by notable milestones that have successfully established our reputation and credibility as one of the best sources for trucking solutions in the market today."

Also present at the event was Toshio Shiratori, Design Director, UD Trucks Technology, UD Trucks, Japan, who explained the design process behind the Kuzer. "What we wanted to create is a family of trucks, from big to small. You can see that the three trucks, Quester, Croner and Kuzer share many design features. The fundamental idea of our work is the motto our founder put forward by saying that UD is to provide the trucks that the world needs today." **T**



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Tapping into a market with high potential, Hengst and local Myanmar partner Shwe Set Kyar Ko Tint Wai invited customers to a launch event that officially introduced the complete range of filtration products for the automotive sector.

Hengst Gallops into Myanmar

With some 400 guests gathered, the event was deemed a success. Also present was Frank Märgner, Sales Director Asia Pacific, Hengst Asia Pacific Pte Ltd, who shared with us more details about Hengst's involvement in the emerging market of Myanmar

European Quality in an Emerging Market

AT: The event was labelled as a "launch event". We understand SSK has been a Hengst distributor for some time. What was launched?

FM: It is correct that Shwe Set Kyar Ko Tint Wai has been our distributor for a while. Everyone in the market refers to them as SSK. However, it has been a very patchy business up until now. We have been pushing more aggressively into this market by the end of 2017, beginning 2018 – so this year we have been seeing the first fruits. However, we never presented Hengst in such official, professional manner.

AT: What makes Myanmar interesting as a market for Hengst?

FM: It is the mining and construction sectors in particular. There is a massive potential in this segment but also the luxury car market is growing. Hence, we are making some nice progress with oil and filters in the European segment.

AT: In your words, what was the objective of the event?

FM: There are three main objectives. Firstly, we want to position Hengst as a developer of fluid modules for OE. Secondly, we are represented here through SSK and we need to let the market know about this relationship and that they can turn to SSK for their filtration needs. Lastly, we want to establish us as a provider of a diversified and complete programme available for: Euro segment, Asian Segment, Heavy Duty and Off-Road. Off-Road applications are also a growing market for us.

AT: What are some of the challenges when dealing with Myanmar as a market?

FM: Finding a reliable and committed distributor, which we have found with SSK. In terms of company culture, the two of us are highly aligned. Together, we take the approach that if there is an issue, let's discuss, resolve and push forward.

In the non-euro segment Hengst is not known. Here we need to build relationships and awareness.

Also, prices of other products are an issue. There are many cheap filters available in the market, some carry German brand names but contain cheaply made filters, mostly from China. People need to understand that the content is more important than the brand, which is on the product. The word "Filter"

doesn't always equate filter only because they look the same. Chicken rice mostly looks the same but is not always as good.

Local Expertise and Ambition

During the event we also spoke to Mr. Kaung Si Thu, Managing Director of Shwe Set Kyar Ko Tint Wai Co.,Ltd

AT: In your own words, what is it that SSK does?

KST: Shwe Set Kyar Trading was established in 1990 by a family of Myanmar Nationals. We started the business, trading filter sand lubricants. We extended our local trading business in 1993 with heavy machinery spare parts of Caterpillar, Komatsu, Hitachi, Kobelco and Sumitomo to name a few. Later on, Shwe Set Kyar trading business was registered as Shwe Set Kyar Ko Tint Wai Co.,Ltd in 2005 according to the Myanmar Companies Act. Since then, we commenced our role as importer and distributor of Heavy Machinery Spare Parts. Back in 1990, we started with five employees whereas nowadays our sales and after sales network comprises of the Yangon Showroom at our Head office and four locations all over Myanmar with round about 150 employees. SKY & TS Trading is our branch in Singapore, which we started in 2007.

Besides the headquarters, we now have four Branches in our country: Nay Pyi Daw (New Capital), Mandalay (Second City), Phar Kant (Jade Mining Area) and Tawea (Sea deep project).



Background Myanmar

Since Myanmar began the transition to a civilian-led government in 2011, the country initiated economic reforms aimed at attracting foreign investment and reintegrating into the global economy. Myanmar established a managed float of the Burmese kyat in 2012, granted the Central Bank operational independence in July 2013, enacted a new anti-corruption law in September 2013, and granted licenses to 13 foreign banks in 2014-16. State Counsellor AUNG SAN SUU KYI and the ruling National League for Democracy, who took power in March 2016, have sought to improve Myanmar's investment climate following the US sanctions lift in October 2016 and reinstatement of Generalized System of Preferences trade benefits in November 2016. In October 2016, Myanmar passed a foreign investment law that consolidates investment regulations and eases rules on foreign ownership of businesses.

Myanmar's economic growth rate recovered from a low growth under 6% in 2011 but has been volatile between 6% and 7.2% during the past few years. Myanmar's abundant natural resources and young labor force have the potential to attract foreign investment in the energy, garment, information technology, and food and beverage sectors. The government is focusing on accelerating agricultural productivity and land reforms, modernising and opening the financial sector, and developing transportation and electricity infrastructure. The government has also taken steps to improve transparency in the mining and oil sectors through publication of reports under the Extractive Industries Transparency Initiative (EITI) in 2016 and 2018. **F**



AT: The event was a "Launch", but you have been a Distributor for some time. Why a "Launch" now?

KST: Yes, we called it a "Launch" event. Even though we have been distributing Hengst products for some time now, we will have to make our customers aware of the brand and new products as well as new features.

AT: What is the fastest growing segment of your filter business?

KST: Today, we import passenger cars and coaches for public transport from the US and Europe into Myanmar. Ford, Volvo, Mercedes Benz, Scania, MAN, already have dealerships established here in the country. These are the brands that we focus on to service with our aftermarket products.

AT: What is the reason clients buy Hengst Filters from you?

KST: There is a behavioural shift we observe in our customers in Myanmar. They now start to prefer quality products, especially those made in European countries.

AT: What are some challenges that you are facing in the commercial vehicle segment?

KST: That will be the price as the majority of customers are still chasing low price products. China-made products still hold the majority of the commercial vehicle market share.

AT: What are the added services that you receive from Hengst besides just products.

KST: Most importantly product knowledge and training. There is also the after sale service support, such as used filters analysis test report and necessary comments for end users. In order to build the brand, we are able to invite selected Gold Customers to visit the Hengst factory.

Scania Launches New Truck Generation in Singapore

The New Generation of Trucks recently launched by Scania in Singapore deliver a number of new innovations and improvements that have put the trucks in high demand by fleet owners writes Floyd Cowan.



Kristofer Hansen and Tom Kuiphuis

It was a night of new innovative trucks, imaginative entertainment, in-depth presentations, dinner and drinks when Scania, for the first time in 20 years, launched a new truck in Singapore. The New Truck Generation is Scania's largest-ever investment in R&D, involving SEK 20 billion (SGD 3 billion), 10 years of development work and more than 10 million hours of test driving.

New Masterpiece

After the welcome drinks Marie Sjödin Enström, Managing Director, Southeast Asia, took to the stage to tell gathered guests, customers, Scania employees and media that they were about to meet "Scania's new masterpiece, that was named Truck of the Year when it was launched in Europe."

The new S-series truck clinched the prestigious International Truck of the Year 2017, awarded by a panel of leading trucking journalists representing 25 countries in Europe. It was judged to have delivered substantial improvements in cab aerodynamics, driveability, comfort, safety and driveline performance.

Meets Many Needs

The Managing Director continued: "The New Truck Generation has a long range of applications. As Scania operates in 100 countries it can adeptly meet many needs. It has been developed for long haulage, construction and urban applications, with a strong focus on customer profitability."

It features design and technical improvements to the P-series, G-series and R-series cabs that were mainstays of the PGR generation. In addition, the launch offers the new L-series and S-series cabs to complete the full range of options for Singapore customers.



Marie Sjödin Enström

Sustainable Transportation

Anders Gustafsson, Regional Director, Asia & Oceania, stated that Scania's mission was to produce smart and sustainable transportation by eliminating waste. "Facilitating the drive towards sustainable transport solutions, Scania has designed the new trucks to achieve up to five percent reduction in fuel consumption on conventional Euro 6 diesel engines over the previous generation," Mr Gustafsson noted.

"This is due to a three percent reduction through improvements to the Euro 6 diesel engine, relying on selective catalytic reduction technology for exhaust, which is currently in its third-generation. A further two percent reduction in fuel consumption is achieved through improved aerodynamics in the truck design to minimise drag.

"Fuel savings translates directly to reduced operating costs for fleet operators and owners and lower carbon emissions for society as a whole," the Regional Director stated. "We can now see Scania trucks doing their work and making important contributions to our economy, with more savings to fleet operators and less impact to our environment."

Alternative Fuels

Scania has made available the broadest range of alternative fuel and technology solutions on its new trucks. These include engines that operate on natural gas, hydro-treated vegetable oil, bioethanol, biogas, biodiesel as well as hybrid drivetrains, platooning and autonomous vehicle systems.

"Scania has invested substantially to develop a whole generation of heavy-duty trucks tailored to address the specific challenges of



Anders Liss, Marie Sjödin Enström, Anders Gustafsson



What is New

What is new? "It is more spacious. The new S-series cab has a flat floor for a spacious interior that maximises driver comfort. The higher driver position and lower windows and dashboard also improve visibility for the driver."



Kristofer Hansen

The interior ergonomics of the cab design enhances the driver's ability to focus on driving more safely. The driver's view of the road is improved with a lower instrument panel and optimised A-pillars combined with the positioning of the driver 6.5 millimetres closer to the windscreen and 20 millimetres towards the side. Optional camera sensors and other warning systems are available to enhance safety.

Driver Focus

"No effort was spared in the extensive development process to ensure that the drivers enjoy the best possible visibility, manoeuvrability, comfort and driving experience to ensure the safest interaction with other road users," Mr Kuiphuis added.

"It has a new athletic and energetic stance," Mr Hansén pointed out. "Which helps to create the lowest conceivable drag. We have made a safe truck even safer. It is stiffer and stronger. It is 25 percent safer in rollover accidents with the new rollover side curtain air bags that complement the steering wheel airbag."

The new XT is Extra Tough. "They look tough because they are tough," the Designer stated. **T**

fleet operators," says Mr Anders Liss, Country Manager of Scania Singapore and Regional Manager of South Malaysia and Singapore. "With the New Truck Generation, we reinforce our commitment to help our customers achieve higher levels of sustainability, safety and profitability in their businesses."

Clean Sheet

Kristofer Hansén, Scania Head, Styling & Industrial Design – worldwide and Tom Kuiphuis, Scania Pre-Sales Director, Southeast Asia, took to the stage to explain the design process.

"It was a real challenge for us," Mr Hansén admitted. "Scania has a strong brand image, that we had to maintain while having a clean sheet to work with to create a brave new and iconic vehicle."

"You have to know your customers and your history. And you need to know what is really needed and wanted in a new truck. We collected ideas from everywhere. There would be no carry over from what had gone before. This is a new truck for the future."

Talks on Tyre Safety at ARC 2018

In general, tyres are not deemed as important as engines and oil when in fact tyres are the only items on your vehicle that come into contact with the road. Farezza Hanum Rashid sat in at ARC 2018 where panellists discussed on tyre safety.



tyre management, namely tyre and related products encompassing both new and retreaded tyres; service and maintenance with a scientific basis; 24/7 tyre breakdown rescue service and network; scientific knowledge on relevant know-how required for tyres to run on the road; and overall management of all matters related to the above elements.

"The key of the KL Sigma Formula approach is to achieve lower tyre cost per kilometre for the fleet and enable the whole operation to be truly be in control."

"We know that the hidden costs associated with tyre management such as the documentation and transactions can mean the difference between success and failure," Mohd Azhar said. As a business partner, Kit Loong helps to reduce tyre and fuel expenses, enhance safety initiatives and improve the bottom-line.

He added that a robust tyre management system is essential for any professional vehicle operator and should ensure that the tyres in service are appropriate to the vehicle and operating conditions; that vehicle tyres are regularly and closely examined for damage and wear with mechanism in place to address any identified issue; that processes exist to distribute best practice tyre management through the fleet; that staff dealing with tyre management are properly trained and empowered to act with sufficient authority; that any technician dealing with tyre inspection or repairs is properly trained and qualified; that any on-site tyres are properly stored; and that drivers are properly trained and equipped to recognise and report tyre issues.

On that last point, when editor of Asian Trucker Stefan Pertz took the stage, he acknowledged that most fleet drivers may not be properly trained in tyre safety or tyre maintenance and that very few such courses are offered. This was observed through the many tyre safety briefings that Asian Trucker has organised with various logistics companies for the Asian Trucker Drivers Club members. **✚**

At the recent Asian Retread Conference 2018 (ARC 2018), besides addressing the challenges posed by competitions like cheap new tyres and unqualified retreaders, panellists also discussed about tyre safety and maintenance.

Adam Gosling from Tyre Safe, Australia had the first talk titled "Do You Assume Your Tyres Are OK?" in which he cautioned to not simply put air in an inflated tyre and to really pay attention to what the tyres are "telling" you through visual observations. "Tyres don't lie," he said, "look for cuts, abrasions and other signs." He added that people in general do not pay much attention to tyres, with the misconception that tyres are not as important as say, the engine. "There is no acknowledgement of the roles of tyres in our industry, we just assume they are okay."

Tyres are the only thing in between a vehicle and the road, so we must make sure to take care of them, so they can take care of us. Gosling advised on adopting five simple ways to ensure tyres are safe. First is to check the tyre pressure. Air to tyre is like oil to an engine. If the volume is incorrect then the driver, the engine or the tyre will suffer. A low-pressure tyre will not brake or steer as you would reasonably expect.

Secondly, pay attention to the wheel alignment. Signs of incorrect wheel alignment can be felt with your hand. A saw tooth shape to the tread patterns either around the tyre or across the tyre indicate an alignment issue. Third, do not just trust how they look. You cannot see a low-pressure tyre, a Tyre Pressure Monitoring System (TPMS) will give you the hard numbers to verify you have the correct pressure applied to your tyres. Tyres can also grow old and wear out. There are tread depth indicators on every tyre to ensure you are not driving on worn out tyres.

You must also inspect your tyres regularly. Check them for cuts or irregular wear. If you have a TPMS then check the pressures, otherwise purchase a gauge and check your tyre pressures regularly. Lastly, choose the right tyres. Consult the tyre placard in the owner's manual or the vehicle.

Later, Mohd Azhar Mohd Wazir from Kit Loong Tyre Management shared the Kit Loong approach in striving to achieve better safety, faster turnaround time by minimising downtime and increase efficiency at a cheaper cost, through the KL Sigma Formula. It is designed to address the five sigma elements of



The Worth of Paper

Stefan Pertz believes much more is required from a driver than simply having a paper that says he has passed a course.

In addition to this magazine, Asian Trucker also organises training sessions for members of the Asian Trucker Drivers Club. The idea is to elevate the standing of local truckers by improving their skills and thus allowing them to seek 'better' employment. In many cases I think that means more money or long-term contracts. This morning I signed the certificates of attendance for those who joined our last safety briefing on tyre safety.

Worth the Paper

Holding the paper, I realised just how much worth this 210 x 297 millimetres sheet has for some. It is a badge of honour, a testament to the sacrifices of Saturdays in the name of further career improvement. As I was musing about this, I realised how much we trust the 'paper' that is known as a driving licence. Nowadays, it is a plastic card, but somehow it is still what we would consider one's papers.

With that piece of paper, doors open for truckers to enter the world of transportation. We trust that the truckers actually KNOW how to drive. But what assurance do we have? There is nothing that indicates how well a driver can drive; just that he can operate a truck. However, and I don't need to tell you that there is much more to driving a truck. Moving it forward is one thing, but being able to deal with moving loads and the resulting change in the centre of gravity, for instance, or how a truck behaves in wet and stormy conditions are issues truckers may not be trained on.

Trained & Competent

Having spoken to an expert in road safety training, I learned that many times the issue is that someone might have had training, as attested by the certificate, but may not have

understood the material and matters discussed. Let me tell you, I have sat in Math classes for 13 years and I can relate. In other words, we might have drivers that are very busy attending courses but may not be able to apply the knowledge.

In training, there is a fundamental difference between trained and competent. In addition, one will learn that one will forget things over time. That is why tyre manufacturers consistently preach that drivers take refresher courses on tyre safety and maintenance. In our busy lives, there is a lot going on and we may not be able to remember all points on the mental checklist.

Not on Paper

When it comes to driving a truck, the ability to drive in a defensive and fuel saving manner are determining factors for a company to be profitable or just get by. I doubt that this is part of the curriculum in driving schools. Neither is captured anywhere in official papers that drivers may present to an employer. It may not even be available as a reference that a trucker is a "good" driver. Currently, a call to the previous employer may be the only way to verify if a driver is one that is not only able, but also competent to drive a truck.

Good driving can be measured, just like the performance of a manager that "increased sales by x percent in two years." Wouldn't it be great if there was a system that would also allow for truckers to track their performance, their capabilities and competence in order to appreciate the value that they can bring to a company; to assess their wages and their need for further training? Suddenly, that paper would be worth even more, don't you think? **✓**

Faith in BorgWarner Turbochargers



B&D Transport Sdn Bhd director Khoo Say Seong tells Farezza Hanum Rashid why he took YonMing's advice on turbochargers and never looked back.

Khoo Say Seong has been in the logistics industry since he was a young lad, when B&D Transport Sdn Bhd began operations in 1993. Starting out as a driver, he also took care of the trucks' maintenance, teaching himself everything from scratch. To put it simply, Khoo knows his stuff.

Now the director of the company with about 80 employees and 70 tanker trucks, he leaves the driving to the younger men. Having been behind the wheels himself, he cares about his drivers' feedback and opinions on the performance of the trucks which deliver cooking oil all over Peninsular Malaysia.

One of their grouses was that of the lack of power in the trucks' turbochargers. "The original turbochargers that came with the trucks were not powerful and my drivers complained that they were too slow and heavy, even for oil tank trucks. I consulted YonMing and they suggested for me to try a **BorgWarner** S-series turbocharger in one of my trucks."

"My drivers were very happy with that first **BorgWarner** turbocharger that we acquired. They said it was more powerful but saved power consumption at the same time. The lighter turbocharger produced less smoke, had lower fuel consumption and better acceleration," he said in an interview at his office in Kapar.

Due to the overall good performance and satisfaction of his drivers, Khoo bought 20 more units of **BorgWarner** turbochargers to replace his trucks' original ones. Now all of his newer trucks are equipped with this turbocharger. "I'm glad I went to YonMing and asked for a solution. Being their customer for about 20 years, I do trust their recommendations and I am liking the results,"

he said, adding that his trucks have been using the **BorgWarner** S-series turbochargers for almost two years now.

These are physically bigger than the original ones replaced but Khoo said this posed no problem for someone as experienced with trucks as himself. He explained that one had to know how to install the turbocharger by firstly checking the truck thoroughly before putting it in. "You must first identify any existing problems in the truck. A small issue can be serious if you installed the turbocharger in a hurry or carelessly," he cautioned. With a bigger compressor wheel and shaft that lasts longer, a properly installed **BorgWarner** turbocharger could run up to six years.

For modern commercial vehicle applications, turbocharger life often depends on the durability of the compressor impeller. For greater reliability even under consistently extreme loads, **BorgWarner's** S-series turbochargers feature forged and milled titanium impellers, which resist low cycle fatigue and high cycle fatigue better than aluminium alloys. Dual-flow turbine housings divide exhaust gas flow to better utilise pulse energy to drive the turbine wheel, obtaining more power from the exhaust for dynamic response and high efficiency. **✚**



B&D Transport Sdn Bhd Director, Khoo Say Seong.

Shell Rimula Express Workshops

Asian Trucker visited some of the workshops in the Shell Rimula Express network. Should you need assistance with your truck, here are three addresses you can turn to.

Sana Tractor

Sana Tractor is a small workshop located in Nilai, Negeri Sembilan. Servicing trucks and heavy machinery, Sana Tractor's owner, V. Ravi, is glad to be a part of the Shell Rimula Express network. Having been operational since 2003, Sana Tractor has been offering Shell Rimula products to its customers for a very long time. "I can vouch for the products from Shell and I am proud that I am offering quality products to my customers. Personally, I use Shell products as well, so I can attest to the quality of the merchandise from Shell. My customers have not complained about the quality of products, so why change something that is not broken. I will be using lubricants from Shell for as long as I can, unless there are better options out there. But for now, Shell lubricants remain the best and I will not settle for anything less," Ravi concluded.



Bengkel Kejuteraan Wai Sing

Bengkel Kejuteraan Wai Sing is located in Mersing, Johor. A two-hour drive from Johor Bahru, Mersing is a coastal town located in the east of Johor. It lies on the main trunk road that connects southern as well as eastern Johor with the east coast of Pahang and is the main departure point for ferries to nearby offshore islands such as Tioman Island. Bengkel Kejuteraan Wai Sing is one of few workshops in the laid-back town of Mersing. In the workshop you will meet Lam, who has been repairing trucks for 40 years. The workshop was initially run by his brother. Lam took over 20 years ago after his brother decided to step down. Lam is extremely satisfied with the engine oils he purchased from Shell. He was using engine oils from another company and since switching to Shell lubricants, Lam said that he has observed better vehicle performance through customer feedback.



Yuen Seng Auto Service

Mr Leong has been repairing and servicing trucks since he was young. "Repairing trucks is all I know. I have been repairing trucks since I was little. I worked in a workshop and eventually saved up enough to open up my own workshop in Johor Bahru. I plan to run this workshop till I eventually retire. However, it is very difficult to hire skilled mechanics nowadays. The younger generation tend to stay away from dirty jobs like these, which require manual labour. They prefer to work in offices. It should be noted that this is a very lucrative industry should they decide to join the profession and most importantly, are willing to learn and work hard. Most of the mechanics at my workshop are in their forties and we have been working together for a long time. They recommended that I use Shell lubricants and I have not looked back since. Customers are also satisfied with the quality of the products and that is essential to me as they will be more likely to return if they are happy with the quality of products and service they received. I am also glad that I am part of the Shell Rimula Express network and Shell takes the initiative to help my workshop gain more exposure," he said.



Selected commercial vehicle workshop owners will have the opportunity to collaborate with Shell, when they become part of the Shell Rimula Express network. Through this network, workshop owners will receive support from Shell Lubricants Malaysia to further grow their business. Some of these include exclusive branding that enhances market presence and customer confidence, marketing package and technical support. Asian Trucker visited a number of them to find out more about the people behind the network.



Bong Keong Workshop

Keong runs a workshop in Jalan Malim Jaya, Malacca. It has been a busy few years for Keong. "The business is picking up and I hardly have time to sit down for a cup of coffee. We have a few heavy machineries waiting to be serviced and repaired and customers usually want them done as soon as possible. I have used Shell Rimula products for six years and will continue using them in the future. The distributors do a good job of delivering products within a short amount of time and the quality of the products are what really makes a difference. I have seen an increase of returning customers since I switched to using products from Shell. Customer feedback has also been satisfactory. It also increases the exposure of my workshop through various activities held for us workshop owners. In all, I am very satisfied with the service and quality of products provided by Shell Rimula" concluded Keong.



SS Sri Motor Workshop

Sri developed his interest for vehicles at a very young age. By the age of 12, he was working part-time at a workshop helping out with whatever he could and learning the tricks of the trade. Sri worked at the workshop for eight years. After that, he went to work for two years in Putrajaya where he learnt to repair machines such as tractors and excavators. After that, he worked in a transport company for 10 years and eventually he set up his own workshop in Seremban, Negeri Sembilan. It has been eight years since Sri became his own boss. He mentions of the declining economy and mechanics like him are having a harder time to make ends meet. In order to put food on the table, Sri also manages a logistics company with a few European trucks. He bought them second hand so costs can be kept low and repair and maintenance could be done in-house to further reduce operation costs. Sri has used Shell lubricants for five years now. He first started using Shell products due to customers' request and eventually finding out that the quality of their products were truly exceptional. Sri had nothing but praises for the engine oils as the customers are satisfied with them.



Kok Wah Workshop

Kok Wah Workshop is located in Alor Gajah, Malacca. His workshop has been in operation for over 20 years and he specialises in repairing trucks as well as some passenger vehicles. He started working various jobs at a very young age and liked the idea of working in a workshop. From the age of 23, he learnt the necessary skills from other senior mechanics and eventually saved up enough to open his own workshop. Now at the age of 50, he mostly leaves the repairing works to his employees and occasionally helps out when the need arises. Initially, he started using Shell Rimula products because the cost was more reasonable compared to others but after using them he found out that the quality was not compromised by price. The service provided is also of satisfactory quality and he currently has no plans to switch to another company. **F**



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Exciting Times in Malaysia for Mitch Peden

Taking over the management of Volvo Trucks Malaysia, Mitch Peden is excited and ambitious to push forward the Volvo Trucks agenda in Malaysia. Asian Trucker had an exclusive interview in which he details his initial experiences in the country and future plans.

Barely past his first 100 days in Malaysia, Mitch Peden, Managing Director, Volvo Trucks (Malaysia), met with Asian Trucker for an exclusive interview in which he shared his plans for the brand, his experience in Malaysia so far and his view on the global shape of transportation.

AT: You have been here for just about three months. What are the key differences you see between Australia and Malaysia.

MP: In Australia, we have a manufacturing plant which produces both, Volvo and Mack trucks. The dealer network is a multi-brand network, managing Volvo, Renault, UD and Mack. In Malaysia, in contrast, we do contract assembly and the brand network has a clear separation. Volvo trucks are mainly distributed by ourselves and our private dealer Dai Lieng Machinery (Dai Lient Machinery in Sabah and Miri). UD is distributed through our authorised dealer, which is TCIE.

AT: What was your key focus in the first three months in Malaysia and what is your initial impression of the market in Malaysia?

MP: I wanted to get out into the field during my first three months to meet with partners, dealers and clients to better understand the market. To me, this is important as I would be able to learn how we, as a supplier to the industry, can improve our service. There are always opportunities, and I am trying to find these when I meet with people. After all, this is a people orientated business and it is crucial to understand one's clients. Through that, opportunities and challenges will present themselves and one can find ways to address these. It is highly competitive. A lot of really advanced thinkers can be found in the transport industry.

AT: What is your thought on the implementation of higher EURO emission norms in Malaysia?

MP: Volvo has, as one of the core values, a strong relation to our environmental

care. Obviously, we want to and always be a part of that discussion. We have been in many markets with the EURO VI variants and it is just a question of when the government and clients are ready for us to move forward on this in Malaysia. One aspect we have to be aware of though is the question if our clients' clients are ready for this. We can have all the technological advancements, but there is a cost associated to it. While there could be incremental costs associated to R & D, which will be passed on to clients, there is increased uptime and other benefits. With this, one would have longer service intervals, improved safety features and overall an improved performance resulting in lower total cost of ownership. Having trucks that drivers would want to be in might also help to attract staff.

AT: What will be the focus of your strategy for the time you are to be here?

MP: I will be focused on ensuring that the quality of our products is kept at the same high level as it is. I understand that customers value our products for the quality and it is my task to ensure that we continue to uphold this. To do so, I would have to work with the various partners in the value chain.



Naturally, I would also want to increase our market share. In order to do so, we need to focus on our dealers. This is where the magic happens. Servicing our customers is the top priority and we will do so through highly trained staff, high spare part availability and being present in locations where they need us.

AT: Fully electric trucks will be available from Volvo as of next year. How will you deal with demand for it here in the Malaysian market?

MP: We will address this demand when we are able to. I have no doubt that in certain market segments this is a viable option. We will need to speak to selected clients to conduct pilot runs. For such a new product line it is crucial that we work hand in hand with our clients and that we tread carefully when we bring in these innovations. At the end of the day, it is about the return on investment for our clients. It is exciting to see this come to fruition, whereby different markets will be handling this differently.

AT: What is your take on VERA then?


MP: What I can see is that companies like ours are ready for the implementation of this new technology (Note: fully autonomous, fully electric). However, legislation and society as well as our customers need to be ready for this new technology as well. We need to be working hand in hand to address the question as to how we are implementing



this as a community. For instance, in Gothenburg, there are autonomous cars driving around, fully marked as such, to get people used to the idea of these vehicles being the future. As you know, Volvo Group has the "Vision Zero" and technology is getting to the point where this could become a reality. Other industries are also gaining access to this technology and can contribute as well. That said, it is one thing to see something in a science fiction in a movie and eventually having the same tools in reality. What I can say is that I am thrilled to be part of the conversation and it will be exciting to see how different countries go about the implementation of driver-less technology.

AT: Lastly, please tell us a bit about yourself

MP: It was an opportunity that presented itself while my wife and I had already contemplated living outside of Australia for a while. When this posting came up, we grabbed it and went ahead. Not only is this a good timing for us, but Malaysia isn't too far from Australia either. It is an emerging economy, and this will make for an exciting time as this is our first time living abroad.

Having spent 10 years with General Motors in Australia, and a bit of time with Ford, I have then made the jump to commercial vehicles as I wanted to see something different. What I have seen is that there is a strong drive in Volvo Group, stemming from the core value of environmental care. This is something that I haven't experienced the same way in passenger cars. The current times are highly exciting with the innovations that have come up in the recent times. 

Agility's Carbon Measurement Tool Certified by the Carbon Trust



The Carbon Trust, an independent expert in sustainable strategies and technologies, has validated the methodology and processes that Agility uses to generate carbon footprint reports for logistics customers.

The Carbon Trust's assurance allows Agility to demonstrate that its carbon reporting methodology and processes comply with the organisation's reporting guidance for transparency and accuracy. To receive assurance, Agility developed a methodology to ensure the accurate monitoring, quantifying and reporting of CO2 emissions data from the movement of customer cargo. This methodology was audited extensively and approved by the Carbon Trust, and it has now been incorporated into Agility's carbon reporting processes.

Agility has been providing free carbon footprint reports to customers since 2009, enabling them to track and reduce the amount of CO2 emissions created in their supply chains. With the Carbon Trust assurance, Agility's customers can now use the free CO2 reports to offset emissions resulting from the transportation of their shipments. This information is also available to small and medium-sized logistics customers (SMEs) using Shipa Freight, the online freight service powered by Agility. Shipa Freight customers will get free CO2 emissions estimates for their shipments when they receive quotes and invoices. **T**



Puspakom Introduces MyPuspakom

Puspakom Sdn Bhd recently announced the introduction of its online booking and payment system for vehicle inspection services called 'MyPuspakom'. The system was introduced in August last year and currently has according to the company, more than 86 000 registered users.

Appointments for all Puspakom inspection centres across the country as well as payments can now be made online through their website or via mobile app. Prior to this, appointments

could only be made via email or through phone via the Puspakom call centre. With the digital introduction, customers will not only be able to view their booking and vehicle information, they will also be able to retrieve booking records from their account. The status of every inspection activity will be emailed to users in real time.

The company said that the service will be particularly useful to fleet operators and owners that have many commercial vehicles which need to routinely undertake inspection at Puspakom.

According to Puspakom CEO Mohammed Shukor Ismail, the system was developed with the aim to help customers manage their time better by making the process not only easier and faster, but also more efficient and transparent. "It also helps to reduce congestion at certain inspection centres especially during peak hours and festive seasons. A customer only needs to be present 20 minutes before the appointment time, and we are committed to completing the inspection within an hour" he concluded. **T**

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Volvo Trucks Offers Extended Workshop Hours in Port Klang



A well maintained truck is one major element that contributes to a company's success. It is well known that expert technicians, advanced diagnostic equipment and specially designed tools alongside genuine parts will ensure your truck is cared for and runs at its optimum level.

"That is why Volvo Trucks is now introducing the Extended Workshop Hours in our flagship in Port Klang," Mitch Pedan, Managing Director of Volvo Trucks Malaysia said.

Depending on your needs, whether it is basic service, preventive maintenance or major repairs, their team of qualified technicians will continue working on your trucks past the standard workshop hours. "Your trucks will receive the best care benchmarked against the highest standards which we have always adhered to."

The extended hours will also give customers the extra flexibility within their busy delivery schedules to pick up or drop off trucks beyond the standard working hours. This provides convenience and reduces the possibility of being caught in traffic and rushing about for time.

The new opening hours are:

Monday to Friday from 8.30am until 11pm.

Saturday 8.30am – 5.30pm. Closed Sunday and PH.

"Our objective is to ensure that your trucks spend as little time as possible in the workshop and more time on the road. At Volvo Trucks, rest assure that your vehicles will always receive the best service and care it can get. At Volvo Trucks, we aim to help you generate a higher income," Pedan also commented. **T**

All Scania Vehicles Sold by Scania (Malaysia) Sdn Bhd can Immediately Run on B10 Diesel



All Scania vehicles sold by Scania (Malaysia) Sdn. Bhd. can run on B10 diesel without further adaptation. Normal warranty will apply when running on B10 diesel – which comprises 10% biodiesel and 90% regular diesel – which means there will be

no impact to existing customers with regards to warranty.

There are no changes to the operational procedures or frequency of vehicle servicing. Also, there would be no additional costs incurred as no additional equipment is required for vehicles sold by Scania (Malaysia) Sdn. Bhd. to run on B10.

"Scania continues to be in the forefront of sustainable transport solutions. Our wide range of alternative fuels have been in operation around the world for some time already and including in Southeast Asia. Our customers continue to enjoy profitability while being environmentally-friendly in their operations through reduced CO2 emissions." says Managing Director of Scania Southeast Asia, Marie Sjödin Enström **T**

The STRALIS NP 460 wins the “Sustainable Truck of the Year 2019” title

The Stralis NP 460 confirms its position as European leader and receives the “Sustainable Truck of the Year 2019” prize in the Tractor category. The award, which is sponsored by Vado e Torno magazine in collaboration with Lifegate, was presented at Ecomondo 2018, the international event dedicated to all circular economy industry sectors.

IVECO is once again a winner, having been awarded this prestigious recognition in 2017 for the New Daily Electric in the VAN category and the Eurocargo CNG in the DISTRIBUTION category, and in 2018 for the Daily Blue Power, again in the VAN category. IVECO also won the “Sustainable Bus of the Year 2018” for the Crossway LE NP in the inter-urban category, and the 2019 title for the Crealis 18 m in the urban category.

The award confirms once more IVECO’s leadership in the energy transition towards a post-diesel era, also demonstrated at the Hanover trade fair, where the brand was the first manufacturer to present a 100% diesel-free stand.

A year after winning the “Low Carbon Truck of the Year” title in the UK, the Stralis NP 460 has received another important award, having been voted “Sustainable Truck of the Year 2019” in the Tractor category.

The prize, which is sponsored by Vado e Torno magazine in collaboration with Lifegate, was awarded at Ecomondo 2018, the international event with an innovative format that brings together all the circular economy industry sectors on a single platform.

Now in its third edition, this award recognises the most significant innovations in clean transport and is sponsored by Vado e Torno in partnership with the Politecnico di Milano. It was presented to IVECO’s most sustainable heavy road vehicle to date in recognition of its technical specifications, performance and technology. **F**

Strong performance from MAN at IAA 2018

At IAA 2018, the MAN lion roared its loudest in the proverbial sense. With the world premiere of its fully electric vehicles, MAN is setting new standards in safety, ergonomics and environmentally friendly transportation. Also, among the highlights was the large eTGM, which is designed for 26 tons gross weight and has been used by nine Austrian companies from the Council for Sustainable Logistics since early September.

With new MAN Digital Services, MAN also demonstrated how digital added value services for trucks and truck fleets will make fleet operators’ jobs easier in future, and presented its practical projects in the field of autonomous driving with its platooning collaboration with DB Schenker and the autonomous construction site safety vehicle, aFAS.

The latter, which was developed in collaboration with Hessen Mobil and other research and development partners, impressed the jury of



International Truck of the Year so much with its increased safety for workers on motor-way construction sites, that it was awarded the Truck Innovation Award, which was presented for the first time this year at IAA.

The delegation from Malaysia who attended the IAA together with MAN Malaysia include representatives from LTS Logistics Sdn Bhd, Nittsu Transport Sdn Bhd, Seri Harmoni Sdn Bhd, SCB Premier Sdn Bhd and Taipanco Sdn Bhd. Apart from IAA, they also visited MAN’s factory in Germany and The MAN Group museum in Augsburg.

Jerome Wong, General Manager Sales & Marketing of MAN Truck and Bus (M) Sdn Bhd said, “We are excited to be able to showcase new developments and innovations to our customers at the IAA. Our aim will always be on making our customers’ job easier, true to the motto “Simplifying business, while offering them low total cost of ownership”. **F**

DAF Trucks Wins Prestigious Computable Award 2018

DAF Trucks has won the prestigious Computable Award 2018 for the company's 3D DAF Truck Configurator. The 3D DAF Truck Configurator is an innovative new web tool allowing DAF customers to assemble their ideal vehicle online.

The Computable Awards are the most important IT-related awards event in the Netherlands and are conferred by a jury of IT experts and readers of Computable magazine. DAF's award came in the 'Digital Innovation of the Year' category.

The 3D DAF Truck Configurator makes it possible to assemble online the most optimal truck for any specific transport application. Two, three or four axles, single or double drive, a steered front or trailing rear axle, day, sleeper or extra spacious Space or Super Space Cab – every conceivable truck and chassis variant can be 'built' online.

"With the 3D Online Truck Configurator DAF is at the forefront of online truck assembly", says chief editor of Computable magazine, Sander Hulsman. "All available options are visible, including the almost unlimited possibilities for the placement of components, such as fuel tanks and batteries. The unique thing," he said, "is that information is retrieved directly from the original CAD source files at DAF, and that standard images and files are not used, as is usually the case with configurators. This means 100% accuracy. In addition, the 3D Truck Configurator offers the possibility to have a very detailed look at the specified truck – unique in the automotive industry. And, therefore, according to the expert jury of the Computable Awards and the readers of Computable, DAF is the rightful winner in the category 'Digital Innovation of the Year'." **T**

Innovative Fuel Cell truck Nikola Two with MAHLE as Thermal Management Partner



In the development of its fuel cell truck Nikola Two, the Nikola Motor Company has turned to MAHLE for its expertise in thermal management. The systems specialist based in Stuttgart/Germany is the development partner and supplier for the truck's entire cooling and air conditioning system.

When it comes to electric vehicles, the economical use of heat and cold flows is the basis for power output, cruising range, and service life. In order to address the various thermal requirements, coolant circuits at different temperature levels are required. The primary task of thermal management is to provide optimised media temperatures to meet the demand for the most efficient energy utilisation.

The U.S. company Nikola is using MAHLE's extensive thermal management expertise in the development of the fuel cell truck Nikola Two. The tractor is designed to achieve a cruising range of 500 to 1 000 miles at a maximum power output of 1 000 hp—with zero local emissions. Its market launch is already planned for 2021. The development partnership between Nikola and MAHLE includes both the air conditioning system for the driver's cabin and the cooling systems for all drive components.

"With MAHLE, we have gained a highly agile partner for the development of our fuel cell truck Nikola Two. MAHLE provides a wealth of experience and is an important contributor of our project's success. MAHLE's holistic system competence and high degree of vertical integration in liquid and thermal management systems were crucial, allowing us to obtain single-source solutions for a drive concept of the future," says Trevor Milton, founder and CEO of the Nikola Corporation. **T**

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