

ISSUE 7, Q2 2013  
HKD 20.00

# ASIAN TRUCKER

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HONG KONG



Industry Profile:

**Volvo**

On the road  
with TNT

**Tech Talk:**

FAG Repair Insert Unit

**MIBTC 2013**

platform for regional launches

# DAF back to Hong Kong



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# 我的車隊是在路上行走的!

# FAG

## 這是我選擇 FAG 維修插入單元(RIU)的原因



面對強大的需求，不能妥協的交貨條件，加上車輛因維修而停用的時間非常昂貴。因此，道路上的業務需要專業的合作夥伴提供可靠的解決方案 – 尤其是關於輪軸承。

我的首選：FAG。因為 FAG 提供方便的輪軸維修解決方案。

FAG 維修插入單元 (RIU) 是一種全密封式的輪軸承，預先組合、潤滑，所以它比更換整個輪軸的維修方法有著更大的成本效益。

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**SCHAEFFLER**  
AUTOMOTIVE AFTERMARKET



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



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

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

Another communications channel is our very own commercial vehicle exhibition in Malaysia. What should you expect when the Malaysia International Bus, Truck & Components Expo 2013 (MIBTC 2013) opens at the Malaysia International Exhibition & Convention Centre (MIECC) in Kuala Lumpur on June 13, 2013? Expect both the traditional offerings from such an exhibition, but at the first ever Exhibition in Malaysia that caters specifically to the needs of the regional trucking, logistics and bus industries, there will be innovations that will make it all the more worthwhile for visitors and exhibitors.

The trucking market in Hong Kong itself is proving to be an exciting one too. Our thanks goes out to everyone at Swire Group, Taikoo Motors and Volvo for letting us take part in the official launching event. DAF is another continental brand that is back with renewed energy and we will see both with a full line up of trucks, ready to address the needs of the local industries. In exclusive interviews our readers can get the inside track on what exciting events, products and services they have up their sleeves.

We all look forward to seeing you at MIBTC and we encourage you to spread the word about it.

Wishing you a safe journey,

Stefan Pertz  
Editor



# 目的地瞬間即達！ 經濟 環保 盡在掌握

大欖隧道貫通新界西北及市區，毗鄰落馬州口岸，與葵涌貨櫃碼頭和香港國際機場緊密連接。以來回汀九至元朗(青山公路交匯處)計，經大欖隧道比屯門公路，可節省近24公里及30分鐘，並能有效減少重型貨車燃油費近\$140\*及減少廢氣排放。使用大欖隧道，讓你行得更環保、更經濟、更輕鬆。

\* 數據就屯門公路多彎及上落斜路計算。  
以2013年5月27日香港本地零售柴油價 (\$12.24/公升) 計算。  
此比較數據或因個別不同汽車型號而有所出入，並僅作參考之用。

# The **ASIAN TRUCKER** Drivers.

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## **ARTICLE**

All articles submitted for publication become the property of the publisher. The editor reserves the right to adjust and article to confirm with the magazine format Asian Trucker is a quarterly publication. The publisher will not be responsible for any copyright violation of articles that have been approved by contributing writers.

The publisher accepts no responsibility for unsolicited manuscripts, illustrations or photographs.

## **PRINTED IN HONG KONG**

Omac Production House Limited

Unit B, 13 F, On Loong Commercial Building 276-278 Lockhart

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# Malaysia International Bus, Truck & Components Expo 2013

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10AM - 7PM daily | Free Entry  
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# PACCAR Parts further expands TRP programme



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

can find everything for his fleet from one address.

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

priced and available in a broad range of sizes and models. Another new addition to the TRP programme is an extensive range of parts for air brake systems, including brake chambers, valves and palm couplings. TRP is also introducing LED lighting for trailers to convert the conventional lighting on trailers to LED lighting. The package includes marker-, work-, interior- and outline marker lamps that are maintenance-free, consume up to 80% less energy and last up to four times longer compared to conventional lighting. As well as the parts from the air brake programme all LED lighting has been approved by the TÜV and therefore complies with the ECE quality mark.

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

## China Logistics Group Launches Domestic Trucking Services

(Shanghai) China Logistics Group, Inc. an international freight forwarder and logistics management company, is partnering with a major domestic trucking company to launch China Logistics' own domestic trucking services to select locations and customers in China.

China Logistics will initially offer the services through a small fleet of trucks leased by the company from the major domestic trucking company which will be dispatched from its Shanghai headquarters. The service will first be offered to clients in geographic areas that are in close proximity to a small number

of international freight forwarding ports serviced by the Company. China Logistics intends to build its fleet and expand routes to a number of ports along the eastern seaboard of China. Management believes this strategy will enable the company to better service key international freight forwarding customers while expanding its gross margins through the integration of land and ocean based logistical operations.

"We are very excited to launch this new service on a limited basis," stated CEO Danny Chen "and look forward to a progressive rollout of trucking services

to compliment our freight forwarding business. We believe that trucking services is a critical component to the growth of our business as we offer our clients a turnkey shipping solution from their factory to the port of loading giving them the certainty of knowing that we are not relying on a third party to ensure delivery. Additionally, by combining this service with ocean freight forwarding we believe we can reduce expenses and expand margins to significantly enhance our future bottom line results as we look to build the value of our company for its stockholders."

# BPW presents new mechanical suspension system at the bauma

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

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

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

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

Alignment and service features have been significantly improved

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

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

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

## Fuso Names Goldbell Engineering Pte Ltd. (Singapore) As International "Distributor of the Year 2013"

Mitsubishi Fuso Truck and Bus Corporation (Mitsubishi Fuso), one of Asia's leading commercial vehicle manufacturers, has recognized Goldbell Engineering Pte. Ltd. (Goldbell), Singapore, as its international "Distributor of the Year 2013." The annual award goes to the international distributor with the strongest overall performance in the preceding year in market share, aftersales and new vehicle revenue and brand presentation.

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

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





## MANN+HUMMEL takes over Purolator filters joint venture from Bosch

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

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

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

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

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

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

## Meritor WABCO Launches Electronically Controlled Air Suspension (ECAS) for OEM and Aftermarket Applications - *Solves the traction challenges of 6x2 applications, creating new options for fleets*

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

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

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

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

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

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

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

## Daimler Trucks posts record revenues in 2012



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

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

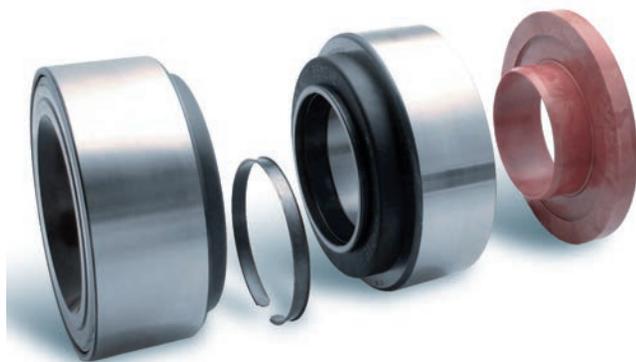
demand increase more slowly or even decline in the third and fourth quarters. In Europe, the sovereign debt crisis and the associated economic downturn led to a marked decline in purchases. Economic constraints also limited demand in the NAFTA region to the procurement of essential replacement vehicles.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

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



# The FAG Repair Insert Unit (RIU) from Schaeffler Group

*The best value-for-money repair solution for truck wheel hubs*



## Anything around Chassis systems: The FAG Brand

In 1883, Friedrich Fischer designed a ball mill that, for the first time, allowed machines to be used to produce steel balls with high precision and in large volumes in Schweinfurt, Germany. This idea is considered the historic beginning of the rolling bearing industry, which then started its widespread success around the globe from Schweinfurt. Since its acquisition by INA-Holding Schaeffler KG in 2001, FAG has become a very important part of the Schaeffler Group.

Whether it is high-precision bearings for aerospace applications, sensor wheel bearings for passenger cars, or large-size bearings with outside diameters of over four meters for wind turbines, FAG products are the number one choice for all customers.

The FAG Repair Insert Unit (RIU) is a unique repair solution developed in accordance to strict commercial vehicle manufacturers' specifications and requirements. The FAG Repair Insert Unit (RIU) incorporates two preassembled, lubricated and sealed tapered roller bearings, which are connected to each other via a retaining ring after installation.

This product makes FAG the first manufacturer to supply such a repair solution for truck wheel hubs for the replacement market. Other replacement parts suppliers offer Truck Axle Modules (TAM) or Insert Units (IU), but no pre-assembled, sealed units like the FAG Repair Insert Unit (RIU).

FAG is the only supplier offering a full range of Repair Insert Units (RIU) as a high quality and cost saving alternative for repairing selected Truck Axle Modules, by using the previous housing of the Truck Axle Module.

Using only 3 different FAG Repair Insert Units (RIU), 20 different Volvo hub types can be repaired. In addition, FAG also offers the Repair Insert Unit (RIU) for DAF, Renault and SAF. In total the FAG Repair Insert Unit (RIU) is now available for approx. 120 models and 1,100 different vehicle types.

## The FAG Repair Insert Unit (RIU) has many advantages compared to an Insert Unit (IU)

The long-term cost advantages of the FAG Repair Insert Unit (RIU) offset the short-term cost advantages of the Insert Unit (IU).

### 1. More time-saving

The Insert Unit (IU) consists of individual parts. These need to be greased at the repair shop, assembled and then installed in the vehicle. This costs more labour time than using the FAG Repair Insert Unit (RIU).

### 2. Higher quality

The Insert Unit (IU), even after installation, is open on the side so that dirt can get into the unit and grease can run out of it. That's why this kind of wheel bearing cannot achieve the quality standard of the FAG Repair Insert Unit (RIU) that has been pre-assembled and greased for life.



Picture 1



Picture 2



Picture 3

### 3. Best value-for-money

Picture 2 shows damage to a defective component caused by inaccurate installation (wrong fitting, not according to manufacturer specifications). Too little tension, the undefined running performance of the roller elements caused by this, combined with lubrication leakage caused a lubrication washout. The roller elements then came in contact with the rim of the inner ring. Damage like this cannot occur when installing the Repair Insert Unit (RIU) correctly.

#### Using an Insert Unit (IU) can lead to damages

By using the FAG Repair Insert Unit (RIU) and installing the product professionally, the abovementioned damages can be avoided.

Picture 1 shows damage to the installed side from a tool (punch, pin punch). This kind of damage is quite common. Incorrect installation like this cannot occur with the Repair Insert Unit (RIU), because it comes with its own installation tool (a pressure plate made of plastic) that allows you to press into the unit easily and uniformly.

Picture 2 shows damage to a defective component caused by inaccurate installation (wrong fitting, not according to manufacturer specifications). Too little tension, the undefined running performance of the roller elements caused by this, combined with lubrication leakage caused a lubrication washout. The roller elements then came in contact with the rim of the inner ring. Damage like this cannot occur when installing the Repair Insert Unit (RIU) correctly.

Picture 3 shows lubrication leakage (here transmission oil) due to defective sealing after an inaccurate installation. The danger of this kind of defect is minimized by using the Repair Insert Unit (RIU), as the components are completely sealed and lubricated prior to delivery

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 網址: www.schaeffler-aftermarket.com

Category	Insert Unit (IU)	Repair Insert Unit (RIU)	Truck Axle Module (TAM)
Product	<p>The Insert Unit (IU) is a technologically ordinary, standard replacement product.</p> <p>The lifetime of a conventional Insert Unit (IU) which is mounted by the workshop is considerably less than the lifetime of a Repair Insert Unit (RIU).</p> <p>This is due to:</p> <ul style="list-style-type: none"> <li>• Individual components.</li> <li>• Not pre-lubricated.</li> <li>• Not closed / not protected.</li> </ul>	<p>The Repair Insert Unit (RIU) is a technology and quality advancement of the Insert Unit (IU).</p> <p>The lifetime of a Repair Insert Unit (RIU) (guaranteed under laboratory optimum conditions) is approx. 1 Million km.</p> <p>This is due to:</p> <ul style="list-style-type: none"> <li>• Pre-assembled and pre-lubricated design with special grease that is heat-resistant and has optimum characteristics.</li> <li>• A plastic cap that holds the grease inside the bearing and protects the bearing against dirt penetration.</li> </ul>	<p>The Truck Axle Module (TAM) is a complete wheel hub system.</p> <p>The lifetime of a Truck Axle Module (TAM) can attain more than 1 Million km.</p> <p>This is due to:</p> <ul style="list-style-type: none"> <li>• The wheel bearing and the hub are replaced as one unit for high safety and lifetime.</li> </ul>
Installation	<ul style="list-style-type: none"> <li>• The mounting process is error-prone, due to the individual components that need to be assembled and lubricated.</li> <li>• Installation time is up to 30 min longer for an Insert Unit (IU) compared to a Repair Insert Unit (RIU).</li> </ul>	<ul style="list-style-type: none"> <li>• Easy, trouble-free and faster mounting.</li> <li>• A special tool is delivered with the product.</li> <li>• Due to the universal design, one type of Repair Insert Unit (RIU) fits a wide range of commercial vehicle wheel hubs.</li> </ul>	<ul style="list-style-type: none"> <li>• Difficult to handle during transport and storage due to very high weight.</li> <li>• One type of Truck Axle Module (TAM) can only be used for a small range of commercial vehicle wheel hubs.</li> </ul>
Price	<p>The Insert Unit (IU) is the cheapest repair solution but with substantial disadvantages.</p>	<p>The Repair Insert Unit (RIU) offers up to 60% cost savings compared to Truck Axle Modules (TAM).</p> <p>The existing wheel hub can be used again (if not damaged) which leads to environment-friendly material savings.</p>	<p>The Truck Axle Module (TAM) is the most expensive replacement solution.</p>



## Scania 交付 可容納輪椅的 多輛客車



今年四月初，斯堪尼亞(香港)交付了一台特製的客車，車上附設輪椅昇降台設備，客戶為香港紅十字會雅麗珊郡主學校，該校適逢踏入五十周年金禧校慶，為隆重其事，特別邀請教育局局長吳克儉先生SBS、JP、捷旅集團暨捷旅慈善基金主席何栢霆先生JP、香港紅十字會總監及特殊教育及復康服務管治委員會主席任錦光先生主持新車啟用典禮，當日節目豐富，宿舍及學校備有各式各樣的表演和示範，在升旗禮及國歌的歌聲中為五十周年金禧校慶打開序幕。

典禮首先是胡小玲校長致歡迎辭，其後是主禮嘉賓致辭、校慶亮燈儀式及嘉賓大合照，當中校車啟用儀式是別開生面的，主禮嘉賓站在巨型車匙後面，當大會司儀邀請嘉賓按動車匙，引擎聲一響，像徵斯堪尼亞交付予雅麗珊郡主學校的客車正式啟用。

接著是昇降台操作示範，此裝置安裝於客車左邊中間位置，有別於一般設計安裝於車尾，好處是可讓學員直接從行人路上駛進昇降台，令學員使用時更快捷，這樣的設計可令客車負重分佈更為平均，使用昇降台操作時比起傳統設計更優勝。



緊隨著的儀式包括致送紀念品、頒發委任狀及感謝狀、頒獎、雅麗珊大樂隊獻唱及舊生祝頌學員齊唱 Yes I can，這個典禮就在歡樂及輕鬆的氣氛下畫上句號，而斯堪尼亞客車正式擔當接載雅麗珊郡主學校學員的重任。

## Recently launched, **already winning awards**



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

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



"We are extremely proud to win such a highly respected award from one of the largest, most distinguished design competitions in the world," says Rikard Orell, Design Director at Volvo Trucks. "This award symbolizes several years of hard work and it is a tribute to the creativity and innovative spirit we have at Volvo Trucks. A great deal of emphasis was placed on the design and emotional aspect of the new FH – something that isn't usually given high priority in commercial vehicle design. It is fantastic that the red dot jury has recognized our efforts and we are thrilled to receive this globally-recognized mark of industrial design quality."

The new Volvo FH is designed with the driver in focus. With

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

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

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



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



# Fleet owners take aim at fuel costs



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

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

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

### Good financial sense in the long run.

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

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

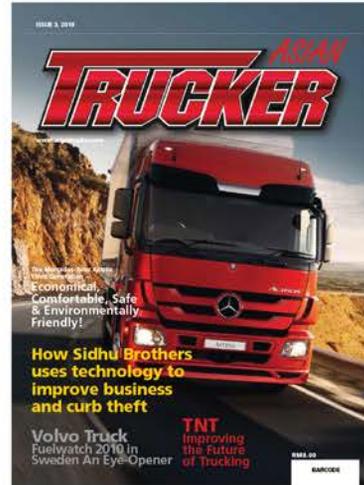
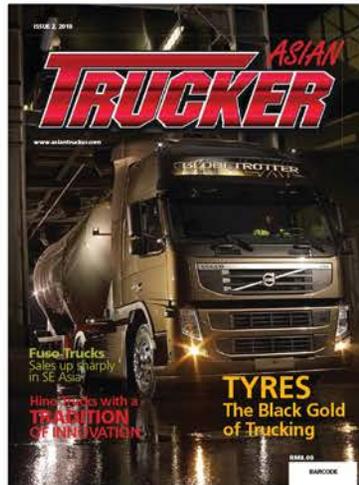
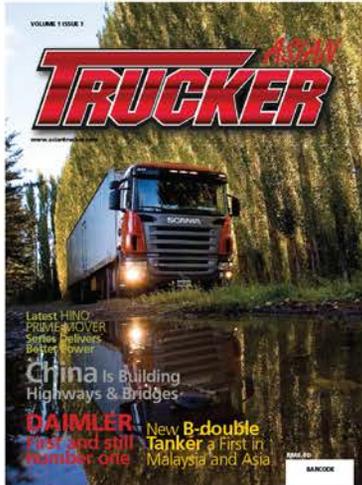
### The proof is in the testing.

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

For more information: [www.greengeniusinnovations.com](http://www.greengeniusinnovations.com)



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

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



*Arriving at the TNT warehouse in Kuala Lumpur*

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

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

## **A good team is the most important**

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

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



*Unloading at KLIA*

taken. This picture will be sent up to the next warehouse to ensure that the load taken on and unloaded is identical. This photo also serves as evidence in case of damages to the goods

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

### Scania R380 and their drivers - The workhorses on the ARN

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

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

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

### Everything is planned to the smallest detail

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

While the two drivers follow their routine, I am watching, taking in what is needed to get the goods across borders. The truck rolls along at a steady speed and our drivers are constantly checking the mirrors. A lot of signalling takes place, even if the truck only moves out a foot or so to overtake a motorbike. As we go up the hills around Ipoh, a lot of space is given for other motorists to weave in and out of the convoy of trucks that have formed. This is nothing you learn in driving school. Vyravan is actually retired, having piloted trucks for some 33 years in four different companies. "I love this job and with the new generation of trucks like this one, it is actually fun! So, why not?" he tells me. "We do some seven or eight trips, then we have days off. In total we have 14 days annual leave" Vyravan goes on. Apparently, TNT is one of the few companies that provide drivers with full benefits and bonus. At the same time, drivers that are not working as part of the team or are careless will find themselves quickly removed from the ARN.



*Trucker Tucker*

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

### One night in Bangkok

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

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



First stop on a long trip

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

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

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

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

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

**Good roads, good relationships**

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



Breakfast not for me

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



Thai Team taking me to Laos

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



**Hard work for man and machine**

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

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

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

**The Asian Road Network**

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



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

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

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

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

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

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

## Scania R 380 - The hero of the story

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





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# DAF - Back to Hong Kong



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

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

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

Production facilities for DAF Trucks are located in Eindhoven, the Netherlands and in Westerlo in Belgium. Thanks to its high

efficiency and the world class manufacturing and products, the company has established a strong competitive position on the European market and is well known around the world.

### **Production 2011 Trucks:**

LF series	9.500 trucks
CF and XF105 series	42.300 trucks



### **A brand with a history of innovation and surprises**

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

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

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

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

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

## DAF in Hong Kong - A brand with history and a bright future

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

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

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

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

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

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

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

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

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

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





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

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

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

**AT:** What motivated you to handle the DAF brand?

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

Environmental protection is important and European trucks are very advanced in this regard.

A lot of effort goes into design and development and that makes this truck brand an interesting one to work with. Even in their factories the same idea applies: environmental protection from start to finish.

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

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

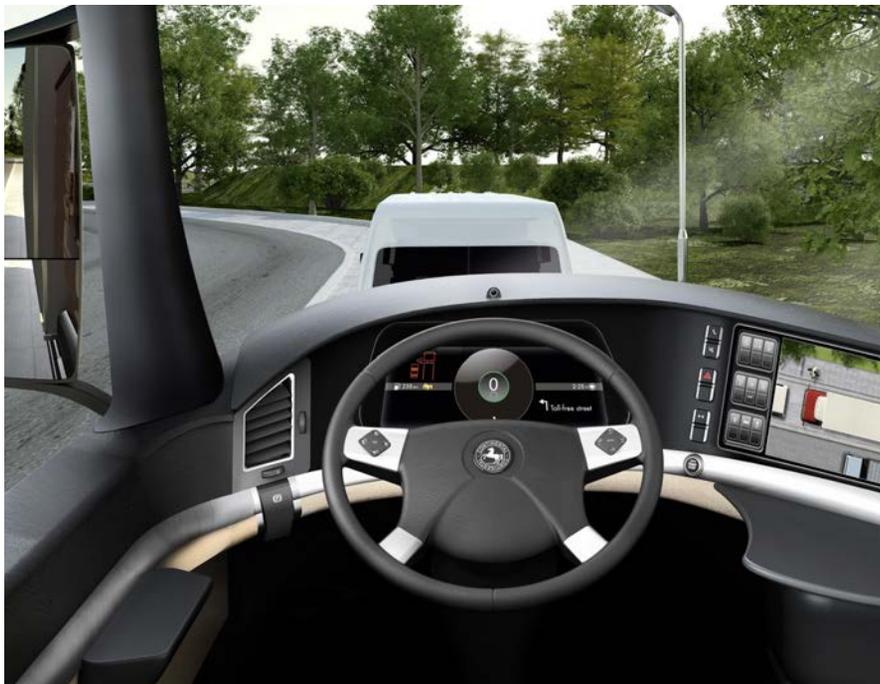
**ET:** It is interesting to see the reaction of customers. To some, DAF is well known, others have not had the chance to experience DAF trucks. So in a way, the brand is established and new at the same time.

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



# Continental ProViu

*360-degree monitoring system for special and construction vehicles reduces risks*



Continental presented a unique camera-based all-around surveillance system for special and construction vehicles named ProViu at the Bauma 2013 in Munich. With this innovative system for risk-free maneuvering and electronic viewing of the blind spot – the system has already been released for field testing – Continental is once again catering to megatrends in the vehicle industry as a whole. For innovations ProViu, not only is the safety of the driver, vehicle and other road users improved; this camera-based assistance system also enhances the efficiency of vehicle operation because maneuvering with it takes less time and results in a lower risk of damage, less downtime and reduced repair costs. Moreover, the Continental camera-system is a further step towards improved information and data exchange between drive, vehicle and infrastructure.



The heart of ProViu are four microcameras mounted on the outside of the vehicle, which thanks to fisheye lenses and high resolution sweep the complete sides, rear and front of buses and trucks. As in a television director's control room, an electronic control unit merges these four digital, high-resolution camera images on a display – automatically optimized for contrast and brightness – in the cockpit giving the driver a bird's-eye view of the vehicle, as it were. Live, in real time, and at the push of a button even from different angles, Continental provides an all-round view: At a glance, thanks to Continental 360-degree monitoring the driver can even see objects in the so-called blind spot, the area that is not covered by the wing mirror and in the case of construction vehicles often is large enough to conceal pedestrians, bicyclists and even entire cars.

Wall projections, corners of buildings and other vehicles are immediately visible, and the vehicle driver can maneuver safely in critical situations, in dense city traffic, at narrow loading ramps, in cluttered factory yards, or at bustling building sites.

The system enhances safety even when the vehicle is standing still, as it can be configured to be permanently active; this means that even while parked the driver can keep an eye on the vehicle and cargo just by glancing at the monitor.

For the panoramic view of the vehicle, users can choose between two display modes: At the push of a button it switches between 2D and 3D representation. In two-dimensional mode, the driver's view is focused on the immediate surroundings, whereas in the 3D mode the relations and elevations of the surroundings, as well as other road users, are more easily recognizable. For even better visibility, the driver not only can change the perspective but also control individual cameras to get a yet more precise view of critical areas in tricky driving situations. With the optimal overview provided by this new system, Continental improves both the safety and efficiency of commercial vehicle operation. Maneuvering is faster, loading and unloading times can be shortened. There are fewer accidents, shorter idle time or downtime, lower costs for damage and repair, as well as reduced risks for the parked vehicle and its cargo.

In cars, camera-based systems as park aids are fairly widespread in the higher vehicle classes, but Continental has now developed a system specifically tailored for use in trucks, buses, agricultural and construction vehicles. The developers take into account not only the different proportions of such vehicles and pay attention to simple integration in vehicle production. They have also made allowance for the changed spatial relations in the cockpit and the usually much tougher operating conditions in commercial use.



# INAPA 2013 - Bigger and more exciting

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



*Chinese manufacturers showcasing their latest products*

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

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



*Strong representation from Malaysia*

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

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



*Extensive seat test*

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

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

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



*Dayco good response last year, twice the size for 2013*



*Isuzu GIGA offering easy access to load*

# MIBTC 2013: More than just a commercial vehicle exhibition



## *Inaugural exhibition set to wow exhibitors and visitors with substantial program*

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

### **Asian Trucker ACS AsiaPac Job fair**



## Human Capital Connection

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

### **Asian Trucker Networking Evening**

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



### **Business Matchmaking**

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

**Sign Up Here**  
for Business Matchmaking

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

# Volvo Group Trucks Importership Hong Kong Grand Opening



## Volvo Trucks Group Importership: Hong Kong Grand Opening

**D**uring the Grand Opening Ceremony of the Swire Motors Commercial Vehicle 3S Center on March 21st, we are meeting with Mr. Derrick Chan – Managing Director of Taikoo Motors Group and Mr Eric Labat – President of Volvo Group Trucks (China Region) to gain insights into plans the two partners have for Hong Kong’s truck market.

Eric Labat is a trucking veteran with more than 25 years in Volvo. He has worked in France, Morocco, Turkey and now in China. His favorite truck is the Berliet T100, which at some point in time was the biggest truck in the world.

Although new to trucking, Derrick Chan has been with Taikoo Motors Group for some 20 years. He knows trucks from his time handling Coca-Cola as they are needed to distribute the goods. For the last 1.5 years he has been working on the commercial vehicle side.

**AT:** On partnership between Swire Motors; why do they chose each other as strategic partners?

**EL:** In Taiwan our partnership has already been going on for some 35 years. Quite simply put, we know how to do business with each other. Both parties understand and appreciate the culture of the business partner on the other side of the table.

**DC:** It is the trust, the track record that we have developed. What we are aiming for is customer satisfaction, which is our joint goal. As we have been working together for so long, there is hardly any more need to check things. We simply know what to do and that creates a very compelling working environment.

**AT:** As per Eric’s speech this afternoon, Volvo is currently in the discussion with Swire Motors to extend its partnership in Greater China, what is the plan?

**EL:** Well, this is a fairly new plan we have hatched. We are currently doing feasibility studies, but the idea to work together stems for the track record mentioned before. When you are entering China, the difficulty may not be the size, but the distances will pose problems. You would need a good partner that knows how to generate business.

Since Swire already has other businesses in China, they know and understand the Chinese market. It will take time to develop the market. We know that Swire has the patience that it takes and they are prepared to invest the time into this venture.

**AT:** What are the key features or differentiation of new Euro 5 SCR trucks from the current products and its competitors, what is its unique strength?

**DC:** It is a well known fact that Volvo has been working on the reduction of fuel consumption for a long time. As a result, our trucks are very fuel-efficient. If you look at any trucking operation, fuel is one of the major cost positions. Being highly fuel efficient, the EURO SCR trucks are obviously a smart choice for businesses.

HK is one of the key markets in Asia Region. What are the strategies of Volvo Trucks in HK market to outperform other Asia markets?

**EL:** This is a very sophisticated and demanding market. Interestingly, the expectations towards the two brands (Note: Volvo and UD). Customer satisfaction is what we need to aim for in both cases though. You need to differentiate the brands and ensure that the customers make more money. What we will provide is more than just the vehicles. What customers can also look forward are agreements that meet their needs and training.

Our partners understand this and we have already proven that this approach works. Such implementation is difficult, but we have all the confidence that Swire can do it in Hong Kong.

**AT:** Commercial vehicles are often perceived as negative influence to the environment. What are Volvo Trucks plans and strategies in regard to fuel-efficiency, CO2 emission?

**EL:** Again, environmental protection is one of our core values. Therefore, we will do anything that works towards the reduction of CO2. One of the key activities we will be launching is the FuelWatch Challenge. We can reduce the fuel consumption of the vehicle by say 1%, but take an average driver: here you can achieve savings of 15% - 20%. Now, that is where the real effort should be. Training drivers to use the vehicle in the most fuel efficient manner is going to reduce emissions.

Let's stress the fact that the FuelWatch therefore is not just some marketing gimmick, but will help companies to reduce fuel consumption and protect the environment. Cutting edge technology alone won't help and that is why it is our duty to train drivers and there is a clear benefit for the client.

Volvo is also looking at alternative fuels, we are currently working with seven different energy forms for trucks. We now have five factories that are carbon neutral.

The opening of this importer-ship is a milestone for the group.

What are your plans to further strengthen the competitiveness of your brands in HK? What activities are you undertaking to strength the Volvo/UD brands in HK?

**DC:** Currently, we will promote only these two brands, but eventually with Renault all three. The uses and clientele for each of the brands is very different and we will be implementing various activities to cater to the needs of each brand. There will be different teams handling each brand. Obviously, there will be a wide range of promotions and activities, which we have yet to decide upon.

**AT:** Aftersales service is the most important concern for heavy-duty commercial vehicles owners. Please tell us about UD/Volvo Trucks aftersales service programs in HK?

**DC:** We will be offering the best possible service to our customers as Swire is committed to excellent service. Service contracts are very powerful tools and we will offer 3 year / 350 000 Km warranty packages for example. Also, special tailor-made service/maintenance packages will be offered.

**AT:** Any final comments?

**EL:** I am really happy to be here today to attend this event.

**DC:** We are really happy to have been chosen to handle these brands in Hong Kong.





# Mercedes-Benz Arocs

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

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

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

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

The Arocs Loader has made consistent use of every possibility to reduce its own kerb weight. The result provides payload optimised 4x2 semitrailer tractor units which are among the lightest vehicles in the construction sector, as well as 8x4/4 cement mixers with a 32 t maximum permissible weight. Thanks to their particularly low kerb weight of a maximum of 9250 kg, these vehicles are able to supply 8m<sup>3</sup> of ready-mixed concrete on every trip.

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



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

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

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

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

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





# Scania's Streamline regional presentation at MIBTC in Malaysia



**P**roducts and services to make total solutions more complete for customer profitability.

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

Scania's comprehensive transport solutions may now encompass a fuller product range from trucks, buses, to engines, while its services include maintenance and repair as well as Scania credit facility.

Last year, the newer Scania trucks and bus & coach chassis were launched with better torque at lower revs and even better fuel consumption. This year, Scania has gone further with Scania Streamline, the name of Scania G- and R-series long-haulage trucks that are optimised for low fuel consumption, featuring new low-drag looks and full air deflector kits. Attached press

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

Recognizing the potential for customers demand for engines use, Scania Malaysia also unveils its engines product range at the exhibition. Scania engines cater to different market segments from industrial, power generation, stand-by generation set to marine use. Intended for both propulsion and auxiliary use, all Scania marine engines are based on Scania's state-of-the-art modular engine platform, which is used for truck, bus, industrial and marine applications worldwide. Engine-by-engine, the new range has been designed for higher strength and durability. Many components are shared across the range, a factor that facilitates parts supply thus significantly reduces the number of unique components for used each engine. The modular architecture and common work methods also simplify training in Scania's service network, while maximising uptime for users.

The DC13 power generation engine will lead the showcase for a range of Engines available from Scania as ready-to-run solutions. For power generation segment, the engines are suited for demanding situations and environments such as remote construction sites or mining districts. Attached is a brochure with a range of Scania power generation engines which Scania can offer to our customers in the region.

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

# See the Streamline live at MIBTC 2013

Using MIBTC as the regional launch pad, Scania is presenting the Streamline at this commercial vehicle exhibition. Those interested in the truck may simply visit the exhibition in Kuala Lumpur, Malaysia, 13 - 15 June. For more details or to register, [www.mibtc.com.my](http://www.mibtc.com.my) has all the information you need.

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

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

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

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

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

Henrik Henriksson, Executive Vice President in charge of sales and marketing at Scania, says:

“Scania has invested a lot of ingenuity and know-how in perfecting the truck range for Euro 6 and we are very pleased with the results. We note with pride that our Euro 6 engines use less fuel than their Euro 5 predecessors in operation with customers – and the latest Euro 6 engines are even better.

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

Lars Stenqvist, Senior Vice President Vehicle Definition summarises the potential savings:

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

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





# Scania全港首推 歐盟六型商用車

環保引擎科研技術引領潮流





# A.R.T. Logistics taking the long, hard road to success

**A**s the mining industry in Mongolia steps up production, one of the main obstacles to maintaining the upward growth pattern is the poor infrastructure in the landlocked country, meaning that deliveries of critical supplies and equipment to the mines are often delayed, resulting in lost production. In Russia as the oil and gas fields move into full production, demand is high for new drilling rigs and heavy engineering equipment, the oil and gas fields are in remote areas without roads or electricity.



For A.R.T. Logistics these are the kind of challenges they live for. "We specialize in transporting heavy and outsize equipment through some of the world's most hazardous terrain. Many of the oil and gas fields in Russia and Central Asia are in remote regions, with extreme weather conditions, searing heat in the summer and freezing weather in the winter. There are limited periods of the year when we are able to access the production sites," said Tatiana Serova, Commercial Director for A.R.T. Logistics.

The A.R.T. name is an abbreviation of the key modes of transport used by the company: Air, Rail and Truck.

## The A.R.T. of Trucking

Trucking is at the heart of many of the logistics projects they manage. "Truck based transport solutions provide us with more control over the project schedules, we are transporting multi-million dollar oil drilling equipment across thousands of kilometres of rough terrain. We have the flexibility of using the right rigs and trailers and back up trucks and drivers," said Serova.

A.R.T. Logistics also operates an intermodal service utilizing a combination of trucking and rail to cover the long distance legs from China to Russia through Kazakhstan.

"We often use rail for the long haul leg of the journey and we have to transfer the cargo at the China-Kazakhstan border and organize and position the right rolling stock, wagons and lifting equipment," said Serova.

During the peak periods there are delays at the border points as the sheer volume of freight trains looking to cross the border slows down transit times often for days .

During these periods, A.R.T. Logistics moves its superheavy weight oil drilling equipment on to the road.

"Our customers are the oil majors, their daily oil production is worth up to

US\$200,000 a day. We are responsible for delivering the equipment on time, in prime condition. We have multiple contingency plans for each project to ensure the project is completed on time and on budget," she said.

The most challenging trucking product offered by A.R.T. Logistics is the Europe to Mongolia LTL (Less-Than-Truckload) service. The company is focused on connecting oil and gas equipment suppliers from Western Europe with the remote mineral rich regions of Central Asia and the Russian Federation.

## Risk Management in A.R.T. Logistics' DNA

Risk management is in A.R.T. Logistics' DNA, because the company works with high value shipments in hazardous environments in remote locations with poor infrastructure.

"We always have contingency plans in place to minimize risk. The advantage is that we know we are able to give our customers peace of mind that we will deliver the shipment in good condition and on time," said Serova.

"In the oil and gas industry this is critical as any delay means that production days are lost costing many hundreds of thousands of dollars a day," she added.



### Hong Kong Global Headquarters

A.R.T. Logistics moved its global headquarters from Switzerland to Hong Kong in October 2012. The company provides a broad range freight logistics services across Russia, Central Asia and the CIS (Commonwealth of Independent States, formerly the USSR), handling difficult, complex shipments in hazardous environments. In Asia-Pacific its focus is handling very large pieces of oversize equipment particularly in the oil and gas and mining sectors.



"We are growing quickly in Central Asia and into Mongolia and Hong Kong has the connectivity, infrastructure and professional services to provide a good platform for our business to grow," said Tatiana Serova, Commercial Director of A.R.T. Logistics. After three years of doing business in Hong Kong, the office was expanded to serve as both A.R.T.'s global headquarters its operations hub. "We are able to access the professional services, skilled personnel, financial services, communications and IT services required to manage a global business," Ms Serova said.

Hong Kong was viewed as the best location for the company's headquarters for a number of reasons. "Most of the shipments we deliver originate or are destined for China and Southeast Asia and Hong Kong is ideally located for us to manage those countries. It is also a good place for strategic management decision-making, and has a high concentration of talent. There are also many opportunities for international business communications. Even though Hong Kong is currently not the territory of origin for the majority of projects we manage, it is the place where many of our business contracts have been negotiated and agreed.



"Another important reason to locate our headquarters in Hong Kong is that some of our service products are very popular with other freight forwarders, who use our services. As one of the very few specialists on Russia and CIS trade lanes in Hong Kong, we are leveraging this service exclusivity in the city as a competitive advantage."

In terms of growth in the Asian region, China and Southeast Asia will be major drivers in A.R.T. Logistics' business expansion plans, Ms Serova said. "Hong

Kong is a leading logistics hub in the Asia region and is the leading global air cargo hub. The port is also one of the world's biggest in terms of volumes and this also means we have the flexibility to access global markets through Hong Kong."

### New Office in Belarus – Crossroads of Europe and Central Asia

In other areas of development A.R.T. Logistics has opened up a new office in Belarus, the country is strategically important for the company as it is at the crossroads between Europe, Russia and Central Asia.

"We have our own people on the ground at all of the major border towns and loading centres, we also have our own project logistics experts on site when the shipments are delivered. The special handling requirements mean that we also able to access the right equipment for each job and have a network of suppliers throughout China, CIS and the Russian Federation," she added.

### The future is bright

Despite the global downturn and volatility in the global shipping and airfreight sectors, A.R.T. Logistics generally works with carriers that specialize in breakbulk and project cargo and there is adequate capacity in the marketplace in this sector and so rates are competitive.

"In the mining, oil and gas markets have seen a slowdown in the more developed tradelanes, however, in the frontier and developing markets we work in there has been sustained growth, which we see continuing into 2013," said Serova.





# Trucks and Transporter – An Ideal Partnership

*Rainer Thiel looks at new development in vans and their importance in a city's distribution network.*

Business is booming. The sales quantity of vans, from a small city van up to a big van with a shipping volume of up to 20 cubic meter or 1100kg deadweight is rising, and with good reason. For one, things aren't so bad in the real economy, even considering the financial crisis. There is a rapid growth in population, thanks to continuing urbanisation, which in return raises the demand for food and consumer products. In a global and work-sharing world, this demand can only be satisfied by a functioning logistics supply chain.

## Distribution

In territorial states, huge distances have to be bridged in the most efficient manner possible. This can be done via railroads, flexible long distance haulage or a combination of both. Heavy-goods vehicles transport an increased volume of goods, either using containers or being stowed individually, which is then distributed to their customers. City states, like Singapore or Hong Kong, which feature a big harbour can, of course, do mostly without this long-distance transport. But still, they too have to distribute and collect all sorts of goods for their customers.

This cooperation of long-distance haulage and vans and, to a lesser degree light and medium trucks, usually works through distribution centres, which are settle at peripheral areas in between the cities. The reason is plausible: because of this, there is much less noise, pollution and CO2 emission that would otherwise afflict urban traffic. Banishing heavy-goods vehicles out of city centres helps to ensure a rapid flow of traffic.

## A Real Challenge

The smooth distribution of goods and wares in the cities is an enormous organizational challenge. For example, as much as 20 vehicles are needed to distribute the freight of a 40-ton-juggernaut, depending on the weight class. It's easy to imagine that only a big vehicle fleet is capable of maintaining cities and metropolises via inner-city arterial roads. This does of course include the transport capacities for a wide array of services.

Examples of city logistics include courier, express and parcel services, Patient Transport Ambulance, passenger transport and the transportation of perishable goods, such as fruits and vegetables. This distribution follows customer demand. An excellent recent example for this is the stark rise in online-shopping via the Internet. Here, the expectation of fast delivery is directly connected to the process of ordering goods.

## Attractive Value

Experience shows that the average driving performance of vans is roughly 100km per day. The number of uses of a van sets their economic use as well. Compared to commercial vehicles, vans have the advantage of using important vehicle parts of the passenger car development, directly or in modified form.

High production numbers guarantee low development costs and thus an attractive initial value. This allows many small and middle companies to add their own transport mobility in the first place, which is essential for the organization of their processes. Cost constrains lead to making the renewal of vans a valid and interesting business model. The full depreciation of the first few years allows for a financially rewarding pricing of these remade vans.

The development trends of vans follow logically those for passenger cars. Thus, fuel-efficient combustion engines, hybrid drive and electric vehicles are currently in the developers focus.

## New Developments

One example is Iveco Magirus, who offers the Daily Elektrik, a 3.5-ton van with a maximum speed of 90 km/h and a mileage of 100km per day. Charging the batteries takes eight hours and their weight reduces the total weight of the vehicle by roughly 500 kg. As the batteries are costly (the priciest version can be had for 100,000 euro) a high demand is not to be expected.

In selected European markets, Mercedes offers the Vito E-CELL, which has a maximum speed of 80 km/h, a mileage of 130 km per day and a charging time of five hours. These are developments, which point in the right direction, but are still far from being economically profitable.

Toyota is focusing on developing concepts for vans which aim to combine the standard requirements set on vans with the comfort of a passenger car. There is quite a bit of development in the van market.

## Designing Cities

Last, but not least, long-term traffic concepts for cities have to be designed in a way so that they take the future needs of the heavy-duty distribution trucker industry into consideration. The growth of cities means that the present day peripheral distribution centres will be inside the cities of tomorrow.

One has to start thinking about intelligent solutions for the transport infrastructure, which brings the systems' strong points together. They need to be able to cover large areas of a city logistically combined with the ability to make quick deliveries.

# Hong Kong's First Women Group WiLAT to support Women in Logistics and Transport Industry established

**A**pril 15th, 2013 marks the inauguration of Women in Logistics and Transport (WiLAT) in Hong Kong, which is the first women group in the area of logistics and transport in Hong Kong and the 9th WiLAT on a global basis, to promote the status of women in logistics and transport.

WiLAT is an affiliation of The Chartered Institute of Logistics and Transport in Hong Kong, an organization with over 1800 members in Hong Kong. It is one of the nine groups launched around the globe followed by UK, Nigeria, Ghana, Middle East, Malaysia, Pakistan, Sri Lanka and Uganda.

While transportation and logistics sector feeds a large population in Hong Kong, there is a lack of female faces in the field. According to a survey conducted by WiLAT, the majority of the women engaged in the industry is in the supervisory level. Not many of them are appointed to the management, not to mention the rareness at the executive or board level.

Under the generous sponsorship from our Honorary Patron Ms. Pansy Ho, WiLAT is launched today and will be run by founding

members who are industry practitioners on a voluntary basis. WiLAT will serve as a supporting platform for women in the logistics and transport industries. Through organizing periodic activities and workshops for both members and non-members of CILTHK, WiLAT aims to promote the lives of women in the industry, to bring together those who support talent and career development of women and to provide a support network and mentoring opportunities for women in the sector.

The inauguration was held at the office of CILTHK today and graced by Ms. Pansy Honorary Parton of WiLAT, Ms. Miriam Lau, WiLAT advisor and ex-Legislative Council Member, Mr. Frankie Yick, Legislative Council Member, Mr. Yau Shing Mu, Under Secretary for Transport and Housing, the representatives from The Women's Foundation, together with Dr. Dorothy Chan, President of CILT, Prof. Becky Loo, President of CILTHK, Ms. Vicky Koo Convenor of WiLAT, CILT representatives from UK, China, Taiwan, Singapore and many other major industry leaders.

In unveiling the WiLAT Logo, Vicky Koo, Convenor of WiLAT explained that the alphabet 'W' replicates a flying bird that



represents the flexibility, industrious, holistic, strategic and elegance of career women. The group is named Mu Lan Hui (木蘭匯) in Chinese after Hua Mu Lan(花木蘭), a legendary heroine in tale, to encourage women to overcome the tough working environment that they may face in their daily work.

In addition, speaking at the occasion, Ms. Koo mentioned the importance of gender diversity in the sector. 'The nature of the industry requires dealing with people from all walks of life. It is not perceived as an elegant industry and hence has been dominated by male in the past. However, the industry has evolved with globalization and technology advancements. 4A executives (Adaptive, Agile, Aligned, Architecting) are required to cope with today's challenges; and these are the innateness of women to handle.' She also cited examples of organizations hesitancy to offer executive positions to women.

Dr. Dorothy Chan, President of CILT HK congratulates the establishment of WiLAT in Hong Kong. She believes that more groups will be established internationally. With over 30 000 members working in some 100 cities, the Institute maintains

a forward looking outlook and is active in promoting the interests of its members. 'There will be a major meeting of all WiLATs in CILT in June this year in Sri Lanka and WiLAT in Nigeria has accepted the task in leading a discussion on the future development of this group'. Dr. Chan added. She said that WiLAT is an inclusive group, not exclusive. The UK Women in Logistics includes male representatives and supporting companies and groups. The global vision is to encourage and support women in the profession.

WiLAT will promote the lives of women in the sector through a series of activities and events throughout the year. A survey, studying the trend of women engagement in the Logistics and Transport industry is intended to be conducted annually. Prior to the inauguration, WiLAT has already launched the first event of visiting the Legco Council Complex in early April with overwhelming responses. For more information regarding the upcoming event, members of public are welcomed to visit WiLAT facebook fan page <https://www.facebook.com/CILTHK>. MulanHui for more information.

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# Knowledge is the best driver: How well do you know your truck?

Physics of driving, engine output, combustion: Part two of our ProfiDrive Expert Tips series reveals just how much you really know!

## 1. What level of blood alcohol concentration causes reaction times to slow by 30 to 50 per cent?

- ... a) 0.3 parts per thousand
- ... b) 0.8 parts per thousand
- ... c) 1.0 to 2.0 parts per thousand

## 2. What is the power consumption of a truck travelling at 70 km/h on a flat road?

- ... a) 98 kW
- ... b) 105 kW
- ... c) 117 kW

## 3. What formula is used to calculate engine output?

- ... a)  $\frac{9550}{n} \times P = M$
- ... b)  $\frac{n}{9550} \times P = M$
- ... c)  $\frac{n}{9550} \times M = P$

## 4. How many types of driving resistance must truck drivers be familiar with?

- ... a) 3
- ... b) 4
- ... c) 5

## 5. How many litres of air does the engine use to combust one litre of diesel?

- ... a) 4,000 to 8,000 litres
- ... b) 10,000 to 20,000 litres
- ... c) 25,000 to 30,000 litres

### Score:

#### 0 to 5 points:

Looks like the ProfiDrive Team's questions caught you on a bad day... But there's an effective way to make up any gaps in your knowledge: a ProfiDrive training course! Take the course, and you'll sail through tests in the future. And you'll also comply with any mandatory further training obligations which apply to driving professions in your country. (For example, Germany requires proof of 35 hours of further training every five years.)

#### 5 to 15 points:

You're confident behind the wheel, but your score in the ProfiDrive Experts' Test could still be better. Consider improving your theoretical knowledge by taking a ProfiDrive course. You can get your knowledge up to scratch as well as delivering proof of further training which may be mandatory in your country; up to 2014, Germany requires drivers to take seven hours of training for five days, a total of 35 hours, every five years.

#### 15 to 25 points:

Well done – you're looking good! It was a tough test and some of the questions were pretty advanced. The ProfiDrive trainers may not be able to tell you anything new as you know most of it already – but why not consider taking a ProfiDrive course? You'll gain proof of advanced training, which may even be required by law for driving professions in your country. Take up the challenge – we're sure you'll find out many fascinating facts by talking shop with the trainers!

### Add up your scores:

Question 1: a 0, b (correct) 5, c 0 points;  
Question 2: a (correct) 5, b 0, c 0 points;  
Question 3: a 0, b (correct) 5 points;  
Question 4: a 0, b (correct) 5, c 0 points;  
Question 5: a 0, b (correct) 5, c 0 points

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