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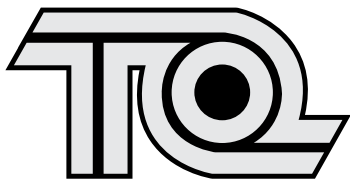
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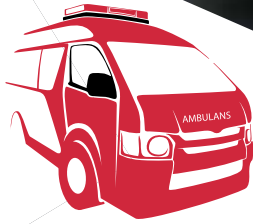
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ALPHA A-SERIES



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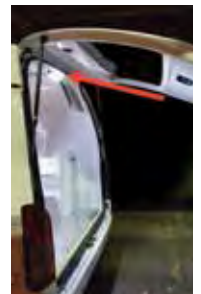
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They are Special, Different

Asian Trucker is all about trucks and the people that make them, operate them or are related to the industry in one way or another. I like them all. The trucks as well as the people. As each of them represents a story that is there to be explored. Being it the career of an interviewee or the special feature of a vehicle. Even with the mass-produced kind of vehicle, there is a lot more to them than meets the eye.

This time, I have a lot of very special, different vehicles and people for you to read about. There is, for instance, the latest creation by Duromac, a Vacloader that has a very unique usage profile. Not only is this giant vacuum cleaner unique in the region, it is also build on top of a very unique UD truck, which is the only one with these specifications in Malaysia. A truly outstanding vehicle, it had me sucked into examining it deeper in order to learn more about how it could be used in different ways to either make money or safe money.

In our cover story, I examine how the so-called Yard Trucks work in a port. Thanks to the Port of Tanjung Pelepas, I was able to get up close to these vehicles, which are being produced here in Malaysia too. Not only are these special purpose vehicles unique, but there are other aspects of running a port that make our Malaysian port in the South an outstanding one in more ways than one. Without giving away too much, I can promise you that this visit yielded a wealth of interesting facts and insights that might be of interest to those operating in other industries as well.

Then there is the e-Actros as our truck feature. Did I mention that the chapter on the Actros is the biggest in our Iconic Trucks coffee table book? Somehow, this particular vehicle keeps on writing content! With the increasing popularity of electric vehicles, this truck might be unique, special and a novelty at the moment, however, I would assume that there will be soon a lot more such trucks. In the meantime, this is a topic that I will cover as it offers to be different.

Meeting with the users of equipment sold by OEMs is always exciting as I get to know the people using the machinery as well as hearing first hand about their experience. An order for one sideloader may not sound exciting, but when you hear that the unit has a measuring device build in that could be used to prevent overloading, then there is something extra, special, in the interview.

More and more truck manufacturers are pushing their EURO V engines. Right now, that makes them special in our market, that has yet to mandate the move to the higher emission standards. The use of these engines also requires the use of special additives. There is a lot of mystery around the so called AdBlue and I have been privileged to be invited to a seminar on this topic to learn all about the use of this crucial fluid. While I already knew some of it, the vast majority of the content I have put together here was also new to me.

I have had a look at the pagination of this issue and there is more special, different and unique material. For example, the latest offering from Tata is worth mentioning. As are the women that we met in the Scania workshops around the country. They all have unique stories to tell and I hope to be going back for more soon. Although, as an event, the idea is always the same, but I can assure you that each of our Malaysia Commercial Vehicle Exhibitions is also a one-off. You may have noticed that we started to promote the 2024 instalment of MCVE. It is our intention to make that one a unique, special and different one again. As usual.

Drive Safe,

Stefan Pertz
Editor, Asian Trucker



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SCANIA



TRUCKQUIP To the Rescue with Ambulances

Leveraging on their extensive experience, TRUCKQUIP adds ambulances to their portfolio, aiming to offer a solution that reduces delivery times for these crucial vehicles.



Evaluating the market and the need for ambulances, starting in late 2021, TRUCKQUIP (TQ) decided to venture into the ambulance conversion business with the TQ ALPHA A-Series. Drawing upon the expertise of several local players, such as First Ambulance Services, Elite Emergency Ambulance Services and Smart Medic Ambulance Services the pilot batch was produced and launched in July 2022.

During the hand-over event of the first vehicles to the aforementioned companies Say Teck Ming, Executive Director of TRUCKQUIP, said that this was made possible thanks to the valuable comments and insights from these customers which have greatly helped with making the A-Series a more complete product to address the needs of the private operator industry. "We have decades of experience; however, an ambulance poses different challenges compared to the trucks or buses we typically handle. For instance, there is a lot of equipment that needs to be smartly fitted into the van to make it a fully functional ambulance."

Intending to make a difference, the A-Series ambulances by TQ are to address an issue that has impacted this segment of the market drastically: lead times for new ambulances can be up to a year. "We plan to standardise the variants that we offer while building a dedicated team in our production facilities to speed-up the construction of these vehicles. It is our plan to significantly reduce the time to produce them to under three months," Say elaborated.

He added that such a new type of vehicle in the portfolio also signified a unique opportunity as the development would be from scratch as specifications call for different priorities. For instance, passenger comfort is a key consideration for a tour bus, while in an ambulance other issues are more important. TQ's design approach is to offer what the market needs, not to produce something that the operators have to adapt to, which was made possible by working with the companies using the ambulances.

TQ can draw on a highly structured and organised engineering department that can transfer knowledge from trucks and buses to ambulances. Hence, the A-Series is also going to feature interiors and accessories (e.g. seats) that have been co-developed in-house with APM Seating. The cabinets and shelves have been designed with user convenience in mind, with dedicated storage for oxygen tanks and ready-made piping for gas supply. Surfaces feature a high level of finishing that is easy to clean for user convenience and faster cleaning between missions. Using APM as a supplier means that other bodybuilders can also benefit from newly designed components now being made available in the local market. **F**





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Locking-in 7 Years of Profit Today Through Scania's Super 7



Scania launched the Super 7 Promotion today. Scania Malaysia has done it again with this Super 7 offering, being the first Heavy-duty Commercial Vehicle manufacturer in Malaysia to package a combination of seven years Instalment Plan with seven years Maintenance Contract that will lock-in profits for seven years on a Scania truck purchased. The promotional period will end on 31 December 2022.

With the Super 7, the Scania Instalment Plan, provides customers with 7 years of flexible financing and insurance solutions tailored to give customers predictable costs and manageable risks. Being a global company, Scania embraces local business needs to ensure the subscribed solutions suit each and every signed-up customer. Scania will work closely with each customer and adopt our transport solutions offering to suit our customers need and address

their business concerns, from funding cost optimisation to cash flow management by setting up the best financial plan for every customer's business. And when one of Scania's customer vehicles is off the road, the insurance offer will turn downtime into uptime.

As for the maintenance part, the Super 7 gives a contractual fixed cost for 7 years enabling customers to plan other aspects of their operational cost and not worry about any increase in the maintenance costs for 7 years. The fixed cost covers maintenance by professional trained technicians, using the right parts/kits, tools and methods and the optimal scheduling for customers' vehicles to be in the workshop. This will ensure maximum uptime for customers' vehicles to be on the road.

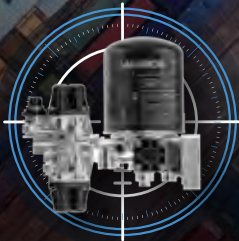
Customers enjoy even more savings when they upgrade from existing complimentary two or five-years inclusive maintenance that are packaged with any new Scania truck purchase (depending on variants), to the Super 7. The fixed cost is evenly spread over the duration of the seven years to give customers predictable cost from day one, hence resulting in long-term profitability and savings.

"Here at Scania, we work closely with our customers, understand their business and listen to their input. We use this to tailor our solution offerings to address their business needs and help them grow their business and profitability. With the introduction of the Super 7 we help them secure their profit and long-term sustainability," stated Heba El Tarifi, Managing Director, Scania Southeast Asia.





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New MANN-FILTER Transmission Oil filter for the e-axis

MANN-FILTER is offering the new W 7071 oil filter in original equipment quality for electric commercial vehicles in the independent automotive aftermarket, available immediately.

Contrary to some opinions, the majority of electric vehicles have a transmission that is housed in what is known as the e-axis. This e-axis is a compact solution for the electric drive of battery electric vehicles and applications in hybrid vehicles. Electric motor, power electronics and transmission are combined into one compact unit, which directly drives the vehicle axle.

To meet new electromobility requirements when it comes to oil filtration, the worldwide filtration expert MANN+HUMMEL developed new transmission oil filters to provide flawless cooling and lubrication of the e-axis. For commercial vehicles in the independent aftermarket, one of these transmission oil filters is available as MANN-FILTER W 7071 for Mercedes-Benz eActros 300 and eActros 400.

Lubrication and Cooling with One Oil


As all of the transmission components are integrated in the e-axis, one oil circuit in total is sufficient for both cooling and lubrication. Yet this is an advantage with a catch: Since the oil comes into contact with mechanical and electronic components, metal particles and chippings from the transmission can end up in the power electronics and the e-motor, causing them damage. Therefore, the e-axis only functions if these particles are removed from the system efficiently, quickly, and permanently. As with many conventional transmissions, the focus is on particle separation: A filter is required for this.

The MANN-FILTER transmission oil filter W 7071 is fitted with the new MULTIGRADE O-eM 50 filtration medium,

which is specially tailored to the oil requirements for lubricating and cooling e-axes. Specifically, the fully synthetic filtration medium works as follows: Pressure losses are reduced by approximately 50 percent and are therefore significantly lower compared to conventional transmission oil filters made of cellulose media. Another positive effect: Significantly reduced differential pressures cause the bypass valve to open for shorter times and less frequently. This allows more filtered, clean fluid to reach the areas requiring lubrication, ensuring a longer service life of the transmission. Low differential pressure also means lower energy requirements for the entire system and has a beneficial effect on the driving range of electric vehicles.

The fully synthetic filtration medium is also characterized by a significantly higher chemical resistance to becoming brittle during the period of use, which is why the filter is suitable for very long service intervals according to the vehicle manufacturer's specifications. In addition, the W 7071 has a high degree of separation: 99.5 percent with a particle size of 50 µm. For comparison: A human hair has a diameter of 50–100 µm.

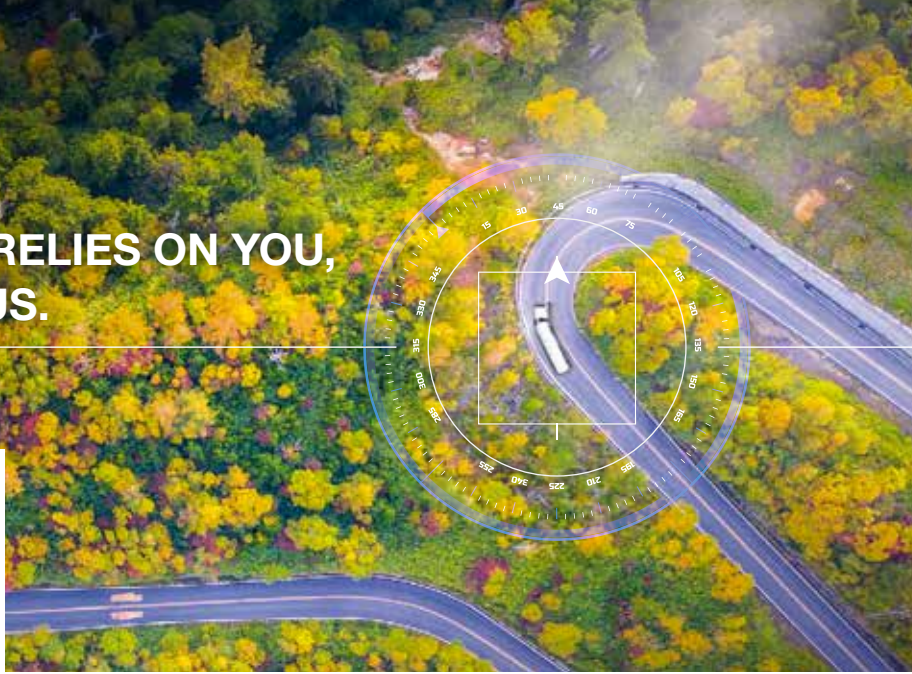
Original equipment supplier for e-axis filters

MANN+HUMMEL already has the transmission oil filter in series production for the e-axis of a commercial vehicle manufacturer. Since May 2022, the new filter will also be available in the independent aftermarket, expanding the comprehensive range of MANN-FILTER products. 



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EH Utara Holdings Receives 10 Quester Trucks



“The UD Quester trucks represent an evolution in Japanese innovation, providing smarter solutions for navigating today’s logistics business. UD Quester combines first-class fuel efficiency with durability and are the ideal heavy-duty long-haul partners for customers who demand extra power and performance as they are built to go the extra mile. We are indeed extremely glad that our trucks have contributed to EH Utara’s business growth and will continue to do so.”

UD Trucks and TCIE Deliver 10 Units of Heavy-Duty Quester Prime-movers to Regional Logistics Services Provider, EH Utara Holdings

UD Trucks Malaysia and sole distributor partner Tan Chong Industrial Equipment Sdn Bhd (TCIE), through its appointed dealer in Kedah, LK Utara Sdn Bhd, have recently handed over 10 units of heavy-duty UD Quester trucks to long-term customer and one of the largest logistics providers in the ASEAN region, EH Utara Holdings Sdn Bhd (EH Utara). The 10 units of Quester comprised five units each of UD Quester GDE 6x2 and GKE 4x2 prime-mover models.

EH Utara, a homegrown company that started in 1975 as a small trading business, has evolved to become one of the largest logistics providers in the region offering full cross-border logistics services with seamless transitions and superior tracking systems. The company said that they will be using these UD Quester prime movers to support their increasing business volumes as activities in the logistics industry has heightened further post-pandemic.

With the addition of the 10 new trucks, UH Utara is now a proud owner of 91 units of UD trucks out of the company’s entire fleet of 120 trucks. A vehicle handover ceremony was held recently between the senior management teams of both companies to mark the official delivery and to celebrate the momentous occasion of increasing the number of UD trucks in its fleet.

Steve Hedouin, Managing Director, UD Trucks Malaysia shared during the handover event, “First of all, we would very much like to extend our deepest thanks and appreciation to EH Utara for their unbridled trust and support to UD Trucks and for being our very loyal and long-standing customer.

The Quester GDE and GKE manual transmission models are powered by a GH11 diesel engine with Euro III emission standard and maximum output of 390 horsepower, and comes with aerodynamic design, sleeper cab with sleeping bunk, composite bumper, dirt deflectors, electric cab tilting among many other features. The Quester trucks also have great stopping power thanks to its full air brake system with an automatic slack adjuster, among others.

Jack Lim, Executive Director, EH Utara Holdings Sdn Bhd said, “The voluminous scale and geographical reach of our business as one of ASEAN’s largest logistics providers truly necessitates us to mobilize powerful, robust and fuel-efficient heavy-duty vehicles with uninterrupted uptime, safety and comfort.

“Our company purchased the first UD truck way back in 1998 and we haven’t stopped since. I would like to

confidently say that we have been very pleased with the quality and reliability of UD Trucks. TCIE's service team is always ready to attend to our trucks whenever support is needed. These are significant factors that have add value to our business and to customers, by sustaining productivity over the vehicle's lifetime."

Say Teck Ming, Executive Director of TCIE commented, "UD Quester trucks are engineered for greater uptime and safety principles to help our customers such as EH Utara to stay ahead of the competition. In addition, UD Quester trucks come with spacious cab and driver-friendly features designed for long distance comfort which reduces driver

fatigue, perfect for long-haul drive. This well-planned driving environment contributes to safety and more fuel-efficient driving, on top of helping our customers in their competitive battle to retain the best drivers for their fleets."

In Malaysia, customers of UD Trucks are supported by TCIE's wide network of services centers and dealerships nationwide which provides the UD Extra Mile Support services comprising UD Genuine Service and Parts, UD Driver Training, UD Telematics Services and UD Trust Service Agreements. **T**



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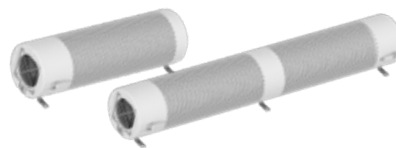
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MAN Malaysia's Inaugural MANTAP!

Test drive event in Johor Bahru a hit with transporters and truckers.



HSE Logistics Sdn Bhd director Mohd Hairiy bin Abu Rasid, who came all the way from Tangkak and was the first to arrive at the event with his son, welcomed the initiative by MAN Malaysia.

"MAN Trucks are renowned for their pulling and braking power and ideal for heavy duty tasks but few owners and truckers in this region have had the opportunity to test drive them, especially the New MAN Truck Generation model, until now. I am very impressed with the New MAN TGX flagship with its spacious high cabin and 540 hp engine and plan to purchase one next year," he said.

Tuan Haji Dzulfariqh bin Abdul Manap, owner of Chain Hub Sdn Bhd, took the opportunity to bring nine of his drivers to the test drive event.

"It was a very well organised event that should perhaps be held nearer to where the drivers gather so that more of them could experience this latest Truck from MAN. All my drivers gave very positive feedback after driving the New MAN TGS. In fact, I have placed an order for two units and look forward to these new additions to my fleet," he said.

Completely re-developed by MAN Truck & Bus, with input from 300 fleet owners and 700 drivers from 16 countries, the New MAN Truck Generation with Euro V engines as standard enables businesses to achieve both business profitability and environmental responsibility. **F**

MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia), the first truck manufacturer in Malaysia to offer Euro V engines as standard, held its first MANTAP! (MAN Test and Prove!) event at its branch in Johor Bahru recently.

The inaugural event enabled transporters and truckers in the Southern region to test drive the New MAN Truck Generation on the road and discover why it leads the way in driver orientation, fuel efficiency, assistance systems, digital networking and, above all, sustainability.

MAN Malaysia Managing Director Andrew O'Brooks said that the company aims to grow its market presence in the Southern region.

"There has been strong interest in this region since the launch of our New MAN Truck Generation. MANTAP! was an invitation to the transport community in the South to come and test drive this ground-breaking solution from MAN and for us to prove how good it really is in almost every aspect compared to other trucks in the market," he said.

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Shunshuke Okazoe
Managing Director & Chief Executive Director

Isuzu Launches Next Generation Range of Giga Heavy-duty and Prime Mover Trucks in Malaysia

The latest Isuzu GIGA truck range comprises five new models built with powerful stature and strong performance; paving the way for Isuzu to capture a larger market share in Malaysia's heavy-duty and prime mover segment.



Atsunori Murata, Chief Operating Officer, Isuzu Malaysia Sdn Bhd (4th from right)

Isuzu Malaysia Sdn Bhd on 14 July 2022 unveiled the newest next generation GIGA truck range, offering five new models for the heavy-duty and prime mover segment. As Isuzu's latest range in the GIGA product line-up, the trucks offer powerful engine horsepower, robust stature and aerodynamic design. The trucks also come integrated with driver-friendly concept in the cab design for enhanced efficiency, comfort and safer drive. The five new models include the 'C' and 'E' series which are model CYZ420 rigid truck with 7- speed

manual transmission, EXR420 4x2 and EXZ460 6x4 prime mover come with two models' options which up to 16-speed on manual transmission and automated manual transmission (AMT).

Atsunori Murata, Chief Operating Officer, Isuzu Malaysia Sdn Bhd said, "We are very enthusiastic about launching the new next generation Isuzu GIGA heavy-duty and prime mover trucks in Malaysia – a range that presents several 'firsts' in design concept for improved efficiency, safety and comfort. Malaysia is the third country globally, after Japan and China, and the first in Southeast Asia, in which our new GIGA trucks are being introduced. And this is a testament of Isuzu's commitment and appreciation to our customers in Malaysia." This is also manifested in the fact that Isuzu has claimed the number one spot for commercial vehicle sales in Malaysia for eight consecutive years.

“The Isuzu brand has achieved notable successes in Malaysia, being recognized as the top truck brand for many consecutive years, thanks to the great support from all our customers. This market leading position has been significantly contributed by our light-duty ELF range. With this new next generation Isuzu GIGA range now, we are confident it will be a strong business contributor that will challenge the boundaries and thrust the Isuzu brand further forward. Our aim is to establish a firmer footprint in the heavy-duty and prime mover segment. We believe the new trucks will not just widen our heavy-duty range but will also heighten our brand benchmarks and those in the industry as well.”

The new GIGA trucks are the first full model change since Isuzu launched the first generation in 1994 in Japan. The new design is inspired by the Japanese concept of ‘Meri Hari’ (“メリハリ”), which means creating and achieving balance and harmony. Through this concept the new GIGA trucks offer balance between toughness and power with that of comfort and economy by embodying strength and innovation on the cab exterior and perfected functionality, comfort, and spaciousness in the cab interior. At the same time, the revision of the chassis has resulted in an increase in permissible payload.

The new Isuzu GIGA range comes with higher power, performance and stature ideal for demanding operations for the construction, heavy haulage and bulk delivery industries. Power and performance are produced through the Euro 3 standard of 15.6-litre 6WG1 engine with 420 or 460 horsepower. With a view of the Malaysian government planning to introduce EURO IV emission norms in the next coming years, Isuzu is ready to deliver trucks accordingly. “However, for now we will follow the mandate of the government and offer this engine version,” he said.

The overall design concept of the new Giga follows the concept of “Balance”, which is reflected in the exterior design and the strength of the chassis while being agile and aerodynamic. “In addition to power and performance which are crucial to the industries the trucks are made for, the new Isuzu GIGA trucks also offer greater efficiency and serviceability to ensure maximum uptime and productivity for our customers,” added Murata. For maximum safety, the trucks are also equipped with the Isuzu Safety Plus platform which offer key safety features including anti-lock braking system (ABS), SRS airbag for driver and brakes override accelerator (BOA).

The cab shape has been optimized to a cubic form to achieve the best-in-class aerodynamics which significantly reduces the coefficient of drag for better cooling performance, safer journey, and lesser fuel usage. The cab interior of the new GIGA range features European standards ergonomic design for more

spaciousness, driver-friendly features, better operability and increased comfort. With this, Isuzu hopes to be taking more market share from customers that would historically gravitate more towards European truck brands. In terms of pricing and servicing, the new Giga is not only priced competitively, but also offers specifications that make it an attractive alternative.

One of the key features for prime mover is the high-performance seat with an integrated seat belt produced by the prominent German company ISRINGHAUSEN. The seat provides excellent comfort and is equipped with various features including seat warmer and cooling ventilation, and various adjustments such as tilt structure, reclining angle, shoulder adjustment, lumbar support and more to better fit different body shapes and preferences.

On the dashboard is a 4-inch LCD multi-information display meter which displays various important information for the driver which includes of driver assistance, transmission, utility, and always-on display areas. This multi-information display meter and cruise control can also be operated via the steering wheel which now contain relevant switches. This is a new feature in Isuzu trucks which can significantly improve operability and safety while driving.

“Isuzu’s motivation for introducing the new Isuzu GIGA trucks is driven by our commitment to offer wider and improved truck options for our customers who are increasingly demanding more efficiency in a highly competitive landscape. In Malaysia, we have a large network and with the right products and pricing, we trust Isuzu has a steady future in becoming a specialist in all commercial vehicle segments,” Murata concluded. He stressed that the newly launched range would be available immediately and that there are advertising campaigns being launched to support the dealer network in generating interest in the new models. To make operating Isuzu trucks easier, an extension of the service network is currently being rolled out in tandem to other initiatives. 





Angka-Tan Motor Introduces the All-new Foton Aumark S City Flyer



With Foton's 'super' philosophy, the new line-up comes with 5.6 tonnes GVW and is enhanced to provide better safety and quality.

Angka-Tan Motor Sdn Bhd, the sole distributor of Foton Light Commercial Vehicles (LCV) and Foton Auman in Malaysia, has introduced the all-new Foton Aumark S City Flyer 4-Wheeler BJ1065 light-duty truck to meet the demands of logistics usage in the country. Angka-Tan Motor Sdn Bhd is a subsidiary of Warisan TC Holdings and member of Tan Chong Group.

The Foton Aumark S City Flyer plays on a theme of flying and wings, which symbolises speed, agility and freedom – and these characteristics are reflected in the overall driving experience. The light and flexible body of the City Flyer allows fleet owners to achieve high productivity and efficiency in their business operations.

“As inflationary factors creep in, e.g. fuel price increase, we are seeing increasing demand from business owners looking out for vehicles that are able to deliver efficiency, productivity and uptime. The all-new Foton Aumark S City Flyer 4-Wheeler BJ1065 series meet these criteria and is able to help them swiftly achieve their business objectives,” said Tan Keng Meng, Chief Executive Officer of Warisan TC Holdings Bhd, the parent company of Angka-Tan Motor and a member of Tan Chong Group.

The Foton Aumark S City Flyer 4-Wheeler BJ1065 series is being offered in two versions - the VDJD4 and VDJD6, with a wheelbase of 2 800mm and 3 360mm, respectively.

The Aumark S City Flyer, which comes one and a half years after the inaugural launch of Aumark S Super Truck 6 wheelers in Dec 2020, is also built on the Foton's SUPER philosophy platform. This philosophy represents five key

elements that form the basis of Foton's truck building and design – safety, utility, power, efficiency and reliability. The Aumark S City Flyer is a product of the Super Truck Global Innovation Alliance, that sees world-leading technology players like Cummins, ZF Friedrichshafen, WABCO, Bosch and Exedy join forces to combine their expertise and top-notch technology.

The Aumark S City Flyer is powered by the latest generation Cummins ISF 2.8-litre Euro-3 turbocharged engine coupled with the ZF 5-speed manual transmission. It can produce 129 horsepower (96kW) at 3 200 rpm and 310 Nm of torque at 1 600 to 2 700 rpm.

Perfectly optimizing the Cummins engine is the 5-speed manual transmission gear by ZF, which has smooth shifting and high transmission efficiency. The light-weight aluminum alloy casing and optimized gear ratio also effectively reduce fuel consumption, while the optimized turbine gear design can effectively

reduce noise. The Cummins ISF engine and ZF 5-speed transmission provides the truck with a premium powertrain.

The City Flyer has a gross vehicle weight (GVW) of 5.6 tonnes, a top feature in the 4-wheeler category and is best suited for inner-city and intra-city trips, allowing customers to carry more payload per trip.

Its cabin has been redesigned and improved to give its driver and co-driver more comfort and reduce fatigue during prolonged driving. These featured seats that are enhanced with an extended foaming life, and wear-resistant fabric. It also comes with a platform water cup holder and overhead file cabinet.

In terms of safety, the Aumark S City Flyer is built with an updated chassis design that meets the European safety standards and is tested in full compliance with Economic Commission for Europe (ECE)'s R29 stringent safety regulations. It is fitted with an anti-lock braking system (ABS) that prevents the wheels from locking up during heavy braking and also has Electronic Brake-force Distribution (EBD) and Brake Assist to help with stronger and safer braking performance in case of an emergency.

"Safety and reliability are paramount, all Foton trucks are manufactured according to the most stringent of standards and are also in line with Foton's 'SUPER' promise. Ensuring this, the Aumark S City Flyer development work has gone through a 1.6 million kilometre extreme environmental durability test to guarantee exceptional ability in weathering the harshest of environments," Danny Ng, Senior General Manager of Angka-Tan Motor Sdn Bhd, said.

The Foton Motor Group is a globally recognised and trustworthy first-choice commercial vehicle company and brand that has sold over 10 million vehicles in more than 110 countries. The group has been ranked first in China's commercial vehicle industry for 17 consecutive years. It is the 34th top 500 brand in China, with a brand value of US\$26 billion.

As the leading manufacturer of commercial vehicles in China, the company has accelerate the development of low-carbon and zero-

carbon technologies for commercial vehicles to reduce both fuel consumption and carbon emissions. At the forefront of its priority, Foton initiatives are in response to climate change and saw them aligning to China's proposal to achieve a carbon peak by 2030 and carbon neutrality by 2060.


"That is why it is crucial to accelerate the development of low-carbon and zero-carbon technologies for commercial vehicles, reducing both fuel consumption and carbon emissions," said Eric Wang, General Manager, Southeast Asia Region of Beiqi Foton Motor Co Ltd.

To echo Wang's view, Tan said, "We will be working with Foton to bring these new developments and these initiatives in Malaysia."

All Foton commercial vehicles in Malaysia come with the Foton Total Care, backed by Tan Chong Group's service network. It offers customers a peace-of-mind and confidence when they purchase Foton commercial vehicles. With the availability of Tan Chong Group's service centre nationwide, customers have the convenience to service their vehicles throughout Malaysia and the availability of Foton genuine parts to ensure its vehicle's safety and prolong service life.

On top of that, owners can also opt for the TC Trust. TC Trust is a service agreement that is tailored specifically to suit businesses. It is designed to optimise Foton trucks' total cost of ownership and provide a hassle-free fleet maintenance management.

In addition, there is also driver training and development to enhance the drivers' skills and become more fuel-efficient in the way they drive, translating to higher uptime and lower operational costs. In the case of emergency, there are also the 24-hour Res-Q service and the One-Stop Repair and Insurance Service to provide optimal uptime around the clock.

The Aumark S City Flyer 4 Wheeler BJ1065VDJD4 (2 800mm) is priced at Market Suggested Retail Price (MSRP) of RM 93 900 and the BJ1065VDJD6 (3 360mm) is priced at RM 95 900 for Peninsular Malaysia. For East Malaysia, BJ1065VDJD4 (2800mm), the MSRP is at RM100 900, while the BJ1065VDJD6 (3 360mm) carries a price tag of RM102 900. Every City Flyer is covered with a five-year or 200 000 km whichever comes first warranty. 





The Female Touch to Scania's Service Network

Scania, as an equal opportunity employer, lives their communications message, as is evident by the number of female employees that are working in the brand's own service network.

Workshops play a crucial role in keeping commercial vehicle fleets going and profitable. In a different light, they are also important for the economy as they provide employment to local communities. In recent communications, Scania stresses the fact the brand boasts a diverse workforce. Scania may have been blazing a trail with the appointment of Marie Sjödin Enström as the first female Managing Director, however, its female workforce is present in all layers of the organisation. During a recent visit to the Kuantan office of Scania we met with one female staffer who has been with the company for many years and since earned a reputation across the network.

It has been eleven years since Wang Oi Mei, Store Keeper, joined Scania in the Kuantan workshop. "From young, I have had an interest in all sorts of vehicles. It started with bicycles, but as I grew older, I wanted to learn about motor vehicles," she told Asian Trucker. With the vehicles getting bigger and bigger, Wang eventually ended up with commercial vehicles. As new technology is continuously being introduced, she likes the challenge to keep up to date. Wang wants to become better in understanding the technology as well as how the individual parts work together.

Turn-around times for commercial vehicles are important and the time a vehicle needs in the workshop also depends on the parts supply. Being able to accurately identify the correct part is crucial in ensuring that the service takes as little time as possible. With new truck models being introduced and components being updated all the time, one challenge that Wang is facing,



and mastering, is to be up to speed on the part numbers that apply to the various generations of trucks. "This is very important and one needs to work very meticulous." Keeping

sufficient stock of parts is made more difficult as Malaysian trucks can be relatively old with the original part numbers not being listed in the system. Hence, in-depth knowledge of the classic trucks and their parts is a subject Wang studies in great depth.

In her view, her strength in this position is her ability to stay calm, even when the workshop is buzzing with activity. Understanding that men and women have different temperaments, she has adapted to the work environment, knowing that her male colleagues could be hotheads at times. "One thing that I notice is that my male colleagues are calming down when they come to see me. This is good for the working environment as we want to have a climate where we respect each other and support our co-workers."

Her calm and collected approach to work has also earned her the reputation of being the best parts advertiser in the Scania Malaysia service network. Her reputation is legendary as other females in other workshops also look up to her. In Ipoh for instance, three more females are running the show, with a female heading the operation. Wong Nyook Lin, Regional Manager – Region North, Scania Southeast Asia said that "We are very proud to be part of a successful organisation, such as Scania, where we are recognised for our talents and ability, rather than our gender." In Prai, of the ten staff, another two are females, who have been with the organisation for a number of years and have since made their mark in the company.

Wang has not been to Sweden yet to learn about Scania's parts supply, but hopes that soon she will have the opportunity as such a trip would not only broaden her knowledge about the parts, but the brand in general. **F**



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No Container Terminal is Complete without Trucks

A container terminal depends on three main means of transportation: ships, cranes and trucks. We look at how the Port of Tanjung Pelepas utilises its trucks to improve productivity and staff retention.





port. Terberg Yard Tractors are the perfect choice according to Marco Neelsen, Chief Executive Officer, Port of Tanjung Pelepas. Neelsen has 20 years' experience in the Maritime Industry, predominantly in Ports within Europe, Middle East and Asia. He has been in business leadership roles for more than ten years and was appointed CEO of PTP in 2016. "From a technical point of view, the Terberg vehicles are perfectly suited for our operation. Plus, they are being manufactured here in Johor Bahru, which makes access to Terberg very easy," he said.

The specialised trucks from Terberg are designed for port operations. Being single-seaters, they are not street-legal, but adapted to the environment. To provide training, a number of the Terberg vehicles are twin seaters to allow for an instructor to accompany a learner under instruction. Yard Tractors (YT) are not designed to operate on public roads. This makes them cheaper compared to the prime movers that ply our roads. However, they are also not designed to operate in areas that require climbing up inclines. As several warehouses operated in the free trade zone have ramps, a number of Terberg YTs are specified to be four wheel-drives to make the climb to the first floor of the depot.

Keeping them Running

Of the total fleet of over 500 owned trucks, PTP schedules 10 percent of the fleet to be under maintenance,



Pelabuhan Tanjung Pelepas Sdn Bhd (PTP) is the premier transshipment port in Malaysia, equipped with state of the art facilities, equipment and information technology systems integrating all port users. The port delivers reliable, efficient and advanced services to major shipping lines and box operators, providing shippers in Malaysia and abroad extensive connectivity to the global market. The integration of Pelepas Free Zone with the port terminal which allows seamless movement of cargoes is one of the added advantages to customers and business partners. Current volume of TEUs moved exceeds 11 million per year. This is made possible by the integration of trucks, the so called Yard Tractors.

The Need for Trucks

When arriving at PTP, the first thing that one will see are the gigantic cranes, used to load and unload containers lining the five kilometre long jetty. The 14 berth offer spaces for modern container ships carrying up to 24 000 containers each. Each container movement is important as it equals money made for the port as well as for the hauliers that are moving them in and out of the port. PTP itself owns a fleet of 523 trucks. These play an important role as they provide the horizontal transport of the containers between the yard, the ships and to the hauliers.

Within the container terminal, movement of containers is done by either crane, automated train or the trucks. PTP operates Kalmar and Terberg vehicles, of which the latter contributes the biggest number of trucks in the



used for training or under repair following an accident. This leaves the Fleet Management team with a fixed number of trucks that they can plan with and thus, avoiding any bottlenecks. PTP operates a workshop, close to the jetty, where Terberg staff together with PTP crews service, maintain and repair the YTs. "The maintenance provided by Terberg is the only process we have outsourced. Everything else is done in-house," Neelsen elaborated. According to him, this is the perfect arrangement as the Terberg factory is just 50 Kilometres down the road. Similarly to the haulage or road transport industries, a major challenge is the retention of truck drivers as these are being wooed by other ports in nearby countries.

Changing Ways

Essentially, the most important change in the way YTs are being used is in the way they are deployed and utilised. In the past, trucks would be assigned to a particular crane or vessel to be unloaded; the software used by the terminal would support the scheduling. With modern smartphones and IT infrastructure, this has changed in a significant way. Comparable to Uber, an App would now allocate the trucks to the closest available container, no matter at which berth that would be. The net result is that the port is able to move more containers with less equipment more efficiently.

In the control centre, a giant screen shows the position of every truck along in the terminal, with pin-point accuracy and in real-time. Digitalisation, using GPS, has allowed PTP to move from manual allocations of trucks to automation. Every piece of equipment is now visible in digital tools. Through this digitalisation push, idling is being reduced, container flow optimised and also earnings for truck drivers made fairer. As a concept, a container terminal

operates very much like an airline where turnaround times are crucial to make money.

Specialist Drivers

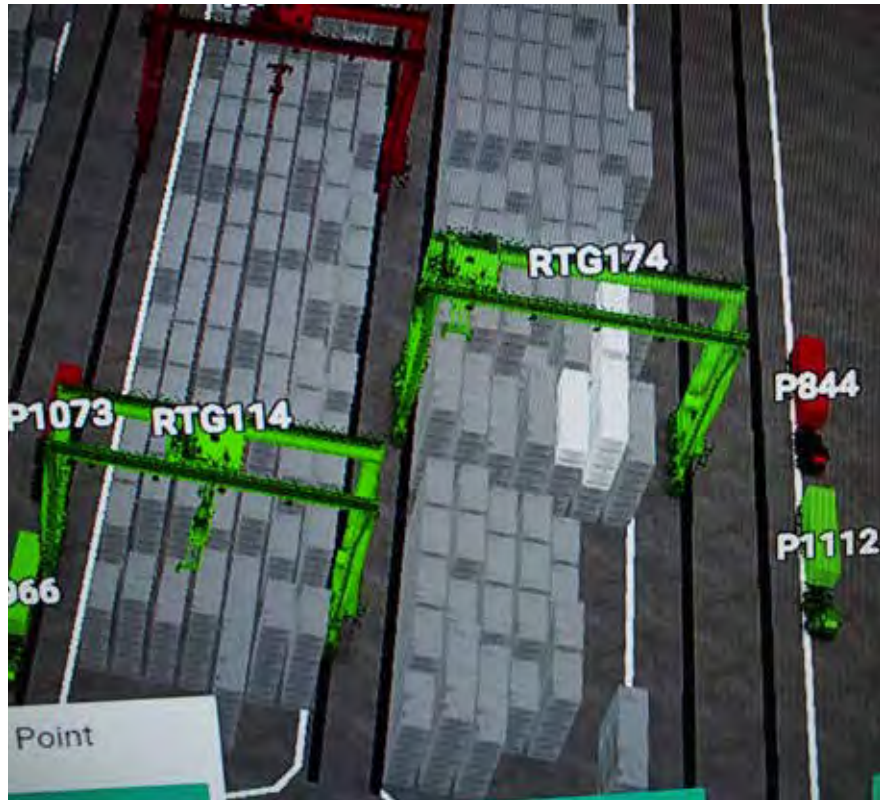
To enable truck drivers to operate safely and efficiently in the terminal, drivers are undergoing training in the in-house driving school. The curriculum is 29 days long and only once a driver has passed the tests, s/he is allowed to operate in the terminal, driving a YT. PTP takes staff from zero knowledge, even without driving licence for passenger cars. Part of the program is equipment handling, driving with up to two trailers and orientation in the terminal.

In a ground-breaking move, PTP has decided to hire women as YT drivers. With the backdrop of the transport industry being very male-dominated, this has been a bold move, which by now has paid dividends. Having engaged with the various stakeholders, such as NGOs, government and local councils, the decision was made to integrate more females in the port operation. "Especially after maternity leave, women may find it difficult to get back into the talent pool. Another issue is that families oftentimes insist that the women are staying at home after work, which is not always possible if they were long-distance hauliers."

Initially, it is certainly a special kind of woman that would apply for this job: those that believed that they need to be rough and rugged to be working in this kind of environment. However, over time, it has shown that the port operations do not require muscle, but driving finesse, determination and careful driving skills. On the current roster of PTP one would now find even ex-models driving YTs in the 7-7 shifts. Ultimately, it is experience that has been identified as the most important skill. Continuity is key and it will take about seven months for a driver to be fully functional and efficient.

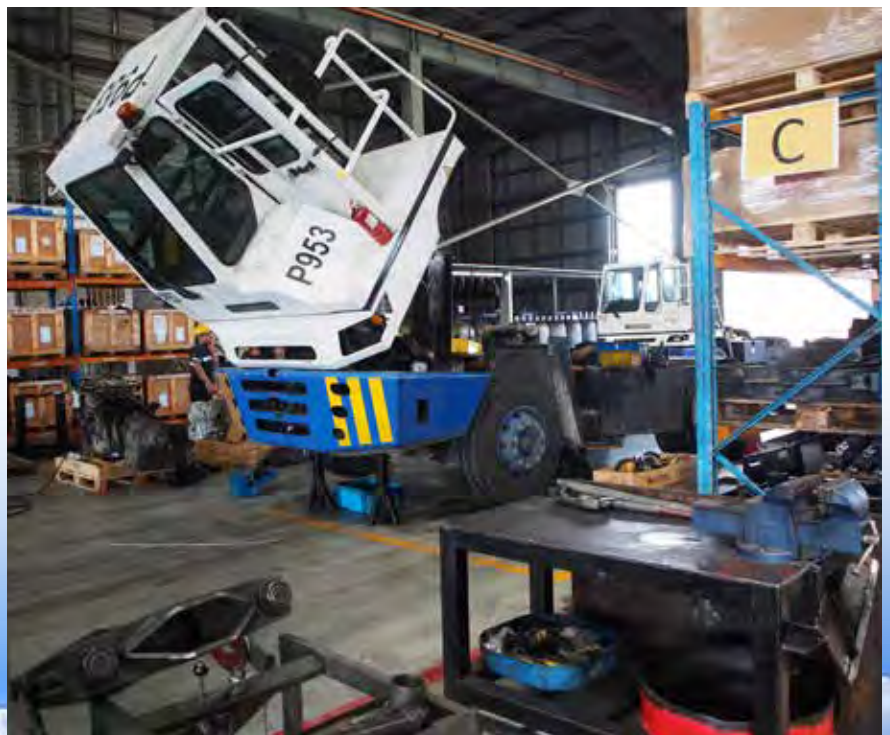


Being a YT driver is the entry level for a career in the container terminal. The next step in the progression would be to operate a crane in the container yard. Ultimately, with enough experience, the final step would be to operate the massive cranes used to load and unload container ships. As Neelsen recounts, there has been an initial resistance by the predominant male staff to the idea of hiring females, however, as the ladies proved their mettle, they have since become a normal sight and accepted colleagues. Naturally, outside the port, people quipped that driving a truck is not a proper job for women. In the meantime, a regular forum creates a platform in which the female drivers can voice any concerns and request for adjustments to the working environment to be made to make their job more comfortable. What has been noted by PTP is that the attrition rate among the female drivers is significantly lower compared to their male colleagues. To honour the female drivers, PTP recently added three pink Terbergs to their fleet.



One female driver who joined as a driver used to be a teacher, as per the wishes of her parents. However, unhappy in that profession, she tried her hands on a YT and found her true passion. Years later now, she is currently waiting for her turn for a promotion to operate a crane.

The fleet management team noticed that there is a significant difference in the driving behaviour between male and female drivers. While moving the same amount of containers, the female drivers are displaying a less aggressive driving style, thus putting less stress on the equipment. As an anecdote, it was heard that the females prefer to hand over their vehicles to other ladies as they keep them cleaner and they don't get trucks being messy from the male drivers.



On the Job

Driving duty in the container terminal is performed in accordance with the law, mandating a break from driving every five hours. PTP has a relief roster to ensure all drivers get at least two one-hour breaks per shift. Another significant development is the deployment of IT for the calculation of the wages. Prior to the implementation of an App for the drivers, a driver would get paid what s/he moved in a month. However, this would not drive positive outcomes per shift. Showing results and earnings per shift has transformed how incentives deliver value for the driver and company alike. Thanks to the push for digitalisation, every driver has access to data that shows her / him how much money has been earned every day, accurate to the last container moved. Incentives are now given to the individual driver, not the group, which eliminates unhappiness that a driver that moves fewer containers would earn the same incentives as someone that makes an extra effort.

The App, downloaded to their personal phones, shows how much money they will earn if they continue current pace and how much they have earned at the end of their shift. At the end of the month, the drivers can also view their earnings in a transparent way that details all their efforts for every shift worked during the month. With the amount of salary in their own hands, the drivers are now chasing containers and the productivity has been vastly improved. This can be traced to the fact that previously, those that worked hard were disadvantaged and eventually also slowed down as their effort would not be rewarded adequately. This new concept was also hailed by the unions as beneficial for the workers.

On the subject of safe driving Neelsen said "Safety is a major issue in this environment. However, we also need to treat our staff like humans. If office staff receive a call from their spouse, they will absolutely answer it. Our drivers are social beings just as well and we need to allow them to make



Marco Neelsen

Thanks for modern technology, we are now able to actively communicate with our staff.

such calls. For that, we have save zones where they can park and make that call." As a safety feature, the App used by the drivers does not work when the vehicle is in motion.

Automated Vehicles

Although in the limelight, autonomous vehicles may not enter port operations that soon. Currently deployed are Automated Guided Vehicles (AGV), however, they are still far away from being fully automated. Still on trial, autonomous vehicles will certainly play a role for PTP. The plan is to integrate autonomous vehicles. However, as there is a mix with external trucks collecting or dropping off containers, the use of AGV is not deemed feasible. Terberg is currently developing autonomous YTs, which are being deployed in PTP, which has agreed to be a test site. PTP has been identified as an ideal test bed as the site is extremely busy and offers a unique climate with hot, sunny days and heavy rain. In addition, being close the Terberg factory is another plus for PTP being a top candidate for such projects. The deployed of autonomous YTs is still years away from reality though in the opinion of PTP's management team.

Safety First

A priority, the provision of a safe working environment is ensured by a number of measures. As mentioned earlier, the driver training takes 29 days, which far exceeds the number of hours one has to invest in a driving licence for a private motor vehicle. Every three to four months, drivers will undergo regular refresher training sessions. Before the start of every shift, the drivers will need to perform a check of the vehicle with the evidence of any issues found logged in via an app. Each checkpoint is a go/no-go decision and if only one of these is a no-go, then the vehicle is sent to the engineering department for repairs and not driven during that shift.





In addition, technology is assisting in improving the safety record. Installed on all vehicles are inward facing systems that detect fatigue, distraction and the use of seat belts. It is being made clear to the employees that the technology deployed is there to keep them safe, not to punish them. The speed limit is between 15 Km/h and 35 Km/h, depending on the location. To protect staff, walking is eliminated. Staff is driven to their respective work station. The only job that still requires movement as a pedestrian is that of the "Pin Man". A Pin Man would remove the pins from incoming containers, whereby PTP has changed that system by relocating the stations of the Pin Men from underneath the containers to outside the cranes, at the end of each berth. Any solution implemented must pass the test if the measures taken are actually making sense.

Strategic Asset

Within the ecosystem of a port, trucks are valued as assets, just like any other equipment. A crucial difference is that for a port, the trucks are not the only crucial assets that are needed, unlike in a haulage operation. The question that Neelsen and his team is addressing constantly is how to better utilise the trucks to enhance the operation. Serving different purposes, container terminals will not face competition from road transport. Each has its purpose and container ships are clearly the best way to move large volumes of goods. When broken down per container, the carbon footprint per box moved is not comparable to that of a prime mover. However, trucks have a crucial role to play in the transport system as without them, the containers would not make it on or off the container vessels in the first place. **T**

The Terberg Yard Truck

The new generations of Terberg's Yard/ Terminal Tractors are even more durable and easier to service and update. Operators experience the highest level of comfort and ergonomics.

The new YT is extremely robust and durable. It has been tested extensively in test labs and on the test track. The chassis is anti-corrosion hot dip galvanized.

The cab has been completely redesigned. New fingertip controls are positioned directly next to the seat. The cabin suspension is particularly comfortable and similar to that used in road trucks.

The accessibility of mechanical and electrical components throughout the vehicle has greatly improved. The dashboard can be removed and refitted within minutes. Also repair is more efficient. Covers, bumpers and windows are easy to replace.

The optional Terberg Connect tractor telematics facilitates proactive maintenance to increase uptime.





TCIE Hands-over First DISAB Centurion LN20 Vacloader in South East Asia to Duromac

A UD Quester, featuring the first DISAB Centurion LN20 heavy-duty Vacloader truck in South East Asia with suction and blowing features now the top of the line vehicle offered by Durovac



Tan Chong Industrial Equipment Sdn Bhd (TCIE), the sole distributor of UD Trucks, delivered a Quester vacuum loader worth 2.4 million ringgit to Duromac today. Quester is a heavy-duty truck that combines first-class fuel efficiency with durability designed to fit into different customers' expectations.

Quester is an evolution truck that provides the smarter solution in today's challenging transportation world. The combination of global technology and Japanese craftsmanship gives Quester the flexibility to suit across a variety of applications and ease of superstructure installation, making it a suitable choice for Duromac.

The handover ceremony was held at Duromac headquarters located in Puchong and witnessed by senior management of Duromac, UD Trucks and TCIE. Both TCIE and Duromac had worked very closely on this project for almost 1 year to

deliver the first DISAB Centurion LN20 heavy-duty Vacloader truck in South East Asia.

"We are honoured to be given this opportunity to work together with Duromac in introducing the first heavy-duty Vacloader truck in South East Asia. Their trust in TCIE enables us to go the extra mile and embark on this challenging project last year. We are truly thankful to Duromac for their confidence and support to TCIE," said Say Teck Ming, Executive Director of TCIE. The business partnership marks 26 years, and many vehicles being delivered to satisfied customers.

Since 1976, DISAB has been the leader in the development and manufacture of vacuum systems for industry. With innovative solutions, they help customers with suction, transportation, digging and to recycle loose material with help of vacuum loaders, vacuum units or customised industrial vacuum systems. Based in Vallentuna and Eslöv, Sweden, one finds their products all over the world.

The DISAB Centurion LN20 is designed for industrial applications suitable for suctioning, discharging and transportation of solid or liquid materials and it mounts perfectly on the Quester CGE84R11MS. The



accessible. Das further explained that the use of the vehicle has many advantages. "Being this versatile, there are many applications and it can serve many different industries." In contrast to other units, the efficiency of the DISAB unit means that spills are cleaned up faster, thus saving money. Municipalities can greatly benefit from the use of the unit as it would allow to remove rubbish from culverts underneath roads, to which the alternative is to break up the road surface and to dig down to the culvert to clean them.

Making it a business case, the unit can be rented from Durovac, a subsidiary of Duromac. In Europe, these vehicles are called "Contractor Vehicles" as their missions would be varied and typically short term, making it an ideal choice for a contractor to own and offer to a range of customers. Demonstrated was the full-spec version: depending on the configuration, such units can range from RM 1.9 Million to RM 2.4 Million. As an investment, Das estimates that it will be recovered in three years. However, if those needing such services on a permanent basis, deploying a unit to recover goods like coal, cement or other loose commodities, the ROI would be much better.

TCIE has an extensive network of service centres and dealerships nationwide. Any purchase of UD trucks will be supported by UD Extra Mile Support services which include UD Genuine Service and Parts, UD Driver Training, UD Telematics and UD Trust Service Agreements for customers. **T**

extremely good suction features make it appropriate for industries such as cement, lime, chemicals, plastics, foundries, steelworks, quarries, pulp and paper, shipyards and energy.

The DISAB Centurion LN20 is equipped with a separate diesel engine which makes it possible for the vacloader to operate independently of the truck. Offering extremely good suction and blow features, the round tank design makes it suitable for handling wet, dry, oils, stones, rocks and many other materials. The LN20 also possesses great flexibility for different applications with multiple add-ons available. The tank comes with a choice of 10m³ or 12m³, a robotic hose boom which extends up to 15 meters and is operated using a handheld radio remote control for an optimised ergonomically experience for the operator.

"The vehicle is used to clean up spillages or empty tanks in a variety of industrial applications. It can suck up liquid, slurry or dry materials by vacuum at a pressure of 950 millibars and then blow them out again or empty contents by tipping," said Premraj Das, Group Chief Operating Officer of Duromac.

Safety being a major concern in today's business environment, the Centurion LN20 Vacloader takes care of this aspect: the remote control unit is capable of managing all the functions of the unit. The operator would not be in any danger zones when manipulating the controls, as the LN20 Vacloader has a fully flexible hose boom, combined with flexible suction hoses that can be extended up to 300 meters; the pipes make almost all areas and spaces





A Business Case for Sideloaders



Transportation is a numbers game. We find out from LHN Group how they make a business case for spending extra on the purchase of a Sideloader.

convenient and efficient way to verify the weight. Smaller factories may not have scales and when we use our Sideloader, we can check the weight right on the spot." This has impressed a number of clients as weighing the goods at source also avoids overloading and being denied entry into the port. John explained that with liquids in the hose will continue to flow into the tank after the pump has been switched off and there is a chance that too much liquid goes into a container unintentionally. Being turned away and having to discharge



A business decision must be based on several criteria. Puang Chok Sin, Director of LHN Group Logistics Sdn Bhd, looks beyond just the purchasing price for a trailer. His starting point is the fact that new equipment will hardly ever have any problems for the first five years. However, thereafter, spare parts availability, access to workshops and the skills of technicians can have an adverse impact on the performance of a regular trailer. "This is the first time that we bought a Sideloader to enhance our business operation," he told Asian Trucker.

The HAMMAR version that LHN Group Logistics deploys is featuring the cross-over leg and ton-board weighing system that comes as add-on to the Sideloader. The system is a time- and money saving and flexible solution. One of the most commonly moved items for LHN Group Logistics are ISO tanks, handling liquid bulk. This is where the Sideloader with the weighing system adds value to the business. "When we need to verify the weight of a container, this is a fast,

load is obviously adds cost to both parties. The weighing system utilises CAN-BAN Bus, which is a tried and proven application that also enhances the safety during operation as it is connected to the hydraulic system and moves the components of the Sideloader according to safety protocols.

"This is a really good piece of equipment and I am astonished that not more hauliers are using it," he quipped. With the involvement of a leasing company to handle the financing, the risk is hedged too. Learning about Puang's background in corporate finance, it is no surprise that he is looking at everything with a very sharp pencil to make calculations. Wanting to try something different, he moved out of the banking sector and obtained a freight forwarding licence. This is where the accounting skills came in handy to devise ways to attract repeat business for LHN Group Logistics.

"I realised that the fundamental difference between corporate finance and logistics is that the latter requires you to be able to secure repeat business. Once a factory has been build, there won't be any major additional financing needed for instance." When calculating cost, fuels make up a big portion of the expenses. During the time when the Diesel price was floating, one had to look for ways to save money to compensate increasing Diesel prices as the rates to customers would be fixed. Puang is a big proponent of insourcing capabilities in order to gain independence from contractors, which may continue to increase their fees.


The main advantage of using the Sideloader is that there is only one operator needed according to Puang. Using conventional trailers, one would need either a frontstacker or a reachstacker. "We want to reduce cost and using the HAMMAR, we can load and unload containers without having additional staff and equipment around." Puang's calculations have proven right and the success of using their first HAMMAR has prompted the decision to add further HAMMAR Sideloaders as soon as the business volume increases. "We are using the Sideloader in the same way others might use their forklifts, whereby the HAMMAR is still cheaper than the stackers." The only trade-off, according to him, is that the cross-over leg would require a little bit more time to deploy, however, for the sake of the additional safety, this is a deal that he gladly made. "Safety, of course, is an aspect where you also save money as any incident or accident will result in money spent and time lost."

In his view, buying a HAMMAR Sideloader is a question of mindset. Although a Sideloader is far more expensive than a standard skeleton trailer, the business case supports the use of them. "Alternatively, one could buy a used trailer. However, the cost can quickly gallop away as well as one would need to fit



new tyres, pay for the transfer of the permit and the servicing of the trailer and so on. Very quickly, the initial cost advertised becomes only a small portion in this calculation." A quick calculation on the back of a napkin will show that a used trailer will cost almost as much as a new one. With 100 percent financing available on the HAMMAR Sideloader, LHN Group Logistics can use the equipment to make monthly contributions to the bottom line.

Servicing the HAMMAR Sideloader, Puang depends on the HAMMAR-owned workshop. The reason is that the Swedish business asset is not as widely used as are standard trailers. From experience, Puang knows that servicing a skeleton trailer or a prime mover in a OEM brand's workshop will require advance bookings and due the lack of manpower the industry is facing, the service appointment can result in additional downtime. "However, as HAMMAR only looks after their own Sideloaders, I am not competing for time with other trailers and the turn-around time is much faster, thus I can re-enter the Sideloader faster, making it more profitable."

Although this is a competitive industry, Puang sees a lot of potential for growth. As he explains, the growth of the transport industry is crucial for the country as it offers the opportunity for young people to find employment. "We just need to be smart about which equipment we are buying brand new, used or what we outsource." For LHN Group Logistics the business case for the use of a new prime mover has been made successfully with future expansion on the cards in line with the country's growth. 





Just six months after the launch of its new Commercial Vehicle Solutions (CVS) division, substantial orders in new technology shows that customers react positive on the new integrated portfolio.

“Our divisions work together in close partnership optimizing the benefits of mutual technology transfer. ZF’s new steer-by-wire technology is an important precondition for advanced automation in passenger cars and, true to our ‘develop once, deploy anywhere’ guiding philosophy, will also be applied to commercial vehicle automation,” added Scheider.



Steer-by-wire technology transmits driver commands to the steering system entirely through electrical signals, removing the mechanical link between the steering wheel and front axle. Going forward, by-wire technology is expected to play an increasingly pivotal role in all aspects of vehicle motion control - longitudinally, transversely and vertically. Future-proofing the technology, the new generation software supporting the by-wire actuators can be updated over-the-air at any time. ZF has already secured several major customer orders for its new steer-by-wire system.

Fueled by this positive development ZF unveils a selection of its latest innovations and technology advances at its testing facility in Jeveresen, Germany, ahead of IAA Transportation. As the largest supplier to the commercial vehicle industry, this provides a strong proof point demonstrating the success of its extensive portfolio of integrated system solutions, which are enabling next level safety, efficiency and sustainability standards for truck-trailer combinations world-wide. Further advancing its “Next Generation Mobility” strategy, ZF is also leveraging the benefits of its unique ability to transfer technologies and competencies across vehicle segments in areas such as automation and electric drivetrains.

For example, ZF steer-by-wire systems enable fully autonomous vehicle control for shuttles and robotaxis. For personal passenger vehicles it also offers unique capabilities like retractable steering wheels for fully automated driving modes, fully adaptable steering control reducing the handwheel angle for parking or low-speed maneuvers and enhanced crash safety through the removal of the steering column. By-wire represents the perfect fit for future electric and automated vehicles.

New Electric Steer-by-Wire System Completes By-Wire- Portfolio

Demonstrating its first passenger car steer-by-wire system, ZF has propelled its comprehensive ‘by-wire’ technology portfolio to the forefront of the industry. During an annual global technology event, ZF presented its advanced steer-by-wire technology for the front axle.

“ZF’s new all-electric steering system is at the cutting-edge of by-wire technology and our comprehensive portfolio uniquely and powerfully positions the Group to achieve fully automated by-wire vehicle control in a highly competitive environment,” said Wolf-Henning Scheider, CEO of ZF Friedrichshafen AG.



ZF is a leading developer and produces a full range of by-wire systems that do not require a direct physical connection:

- Steer-by-wire including rear wheel steering
- Brake-by-wire with Integrated Brake Control
- Electronically controlled active suspension

These technologies are being combined to yield system solutions that offer enhancements greater than they can alone. Here software and combined E/E architectures play a key role in adding value systems offer greater degrees of vehicle control offering shorter stopping distances, more degrees of freedom in maneuvering, better stability at high speeds and greater range and efficiency

Next Generation eMobility for Commercial Vehicles

"The trend towards automated, connected and electrified vehicles represents a huge commitment in development costs for OEMs. With our wide range of integrated solutions, ZF offers customers the opportunity to be at the forefront of technology, while reducing their development efforts," said ZF Board Member Wilhelm Rehm, responsible for Commercial Vehicle Solutions, Industrial Technology and Materials Management.

Performing its world premiere, CeTrax 2 is ZF's integrated, modular electric driveline for heavy-duty commercial vehicles. The new system combines a favorable power-to-weight ratio and a highly integrated, compact design. This enables a high, sustained output of 360 kW and improved efficiency through powershift gear changes. It also features high-end technologies including a hairpin design for the

stator, an innovative cooling system and a silicon carbide-based inverter, adapted from ZF's passenger car expertise. Series production with a global vehicle manufacturer will start next year.

Seamlessly combining smart technologies and control systems for both truck and trailer, ZF is uniquely well placed to take a holistic approach to sustainability. Equipping innovation trucks and semi-trailers with a suite of its latest safety and efficiency technologies, ZF is also demonstrating how its complete vehicle approach represents a significant step towards the industry aim of 'zero accidents' and next level efficiency.


ZF SCALAR – Orchestration Platform for Fleet Operators

Demonstrating the success of its software development, ZF is presenting the world premiere of SCALAR, a new digital solutions platform for commercial vehicle fleets that enables efficient Transport-as-a-Service (TaaS). It is a fully automated, AI-based planning, routing and dispatching solution. ZF SCALAR combines and connects technologies on board commercial vehicles and third-party systems with artificial intelligence. The platform will help fleet operators increase operational efficiency, sustainability, planning reliability, and cargo and passenger safety. ZF anticipates that SCALAR will become an indispensable partner for the freight and passenger transportation industry.

Automation - End-to-End Automated Solutions

Underlining its advance from components manufacturing to integrated automation solutions, ZF will also unveil how it is leveraging its Orchestration solution and its next generation ADOPT 2.0 (Autonomous Driving Open Platform Technology) automated chassis control solution combined with its expertise to provide full end-to-end yard automation solutions. ADOPT 2.0 focuses on low-speed yard automation applications up to 20 km/h. In addition, ZF will also showcase ADOPT 3.0, which enables hub-to-hub highway applications at speeds up to 80 km/h.

Strong Position to Shape the Future of Mobility and Transportation

"ZF's latest annual global technology showcase once again demonstrates how well positioned ZF is to meet challenges and maximize opportunities for the future. By increasing diversification, entering new markets, achieving greater technology penetration and pursuing our proven sustainability strategy, significant progress has been achieved by ZF at the very forefront of e-mobility, automation and connected, software-defined vehicles," added ZF CEO, Wolf-Henning Scheider. 



ASIAN TRUCKER DRIVERS CLUB

UPDATE



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- ✓ Lihat proses pemasangan Trak MAN.
- ✓ Pandu uji Trak MAN TGS Baharu dengan enjin Euro 5.
- ✓ Demonstrasi ciri-ciri keselamatan.
- ✓ Pemeriksaan brek percuma untuk lima pemandu trak pertama yang hadir dengan membawa trak sendiri.
- ✓ Kemeja-T dan topi MANTAP! percuma.
- ✓ Nikmati makan tengahari yang enak.



Supported By Asian Trucker



Air Products Driver Fatigue Detection System Helps Prevent Vehicle Accidents

Air Products is a world-leading industrial gases company in operation for over 80 years. Every day, the company's drivers drive miles to deliver gas products to customers in dozens of industries, including refining, chemical, metals, electronics, and manufacturing. Safety is the top priority at Air Products. From the first step to the final mile, a safe journey for each delivery is of imperative importance.

To continuously promote a safe workplace and community, the company has been deploying leading-edge technologies to manage risks and accidents. Driver Fatigue Detection Management System is one of its successful deployments.

Driver fatigue can be a hazard for drivers who spend many hours behind the wheel. It is also a key cause of accidents around the world. In 2018, Air Products' Asia Supply Chain Technical team started to evaluate a new system that uses a collection of technologies to reduce the chances of accidents caused by driver tiredness by applying sensors to monitor the drivers and their driving style.

It was a process of extensive data-based analysis and technical evaluations. Air Products ran a few pilot tests in various countries before determining the best solution that met the business and safety needs. Next, the pilot vehicles were installed with alarms, buzzers and seat vibrating devices. To test the system's effectiveness and compare the number of fatigue events reported, the system's alerts were turned off for the first month while still capturing the events and the number was unfortunately high. In the second month, the alerts were turned on and the fatigue events dropped drastically. The data showed the system had been working well to provide reminders to the drivers.

With continuous improvements, the latest system incorporates a sensor in the truck that tracks the driver's eye closure and head position, including infrared-red light to allow detection in low light conditions. An audible alert in the truck and a vibration alert on the driver's seat will quickly alert the drivers when they are showing signs of fatigue. Under Air Products driver's protocol, drivers receiving a fatigue alert are required to go to the nearest safe area and take a rest, ensuring the safety of the drivers and public road users.

Now over 350 Air Products' tractors and rigid trucks in China, Malaysia, Singapore and Indonesia have installed the Fatigue Detection Management System. The data shows there is a greater than 90 percent reduction in the number of fatigue events with sustained use of this system.

With a goal of striving for zero incidents and accidents, Air Products has one of the best safety records in the industrial gas industry and is dedicated to protecting the safety of the employees, contractors, customers and the communities where it operates. **FP**



External right camera



Fatigue vibration motor installed at the back of the driver's seat



Front alert camera installed at the center of the wind screen facing the road



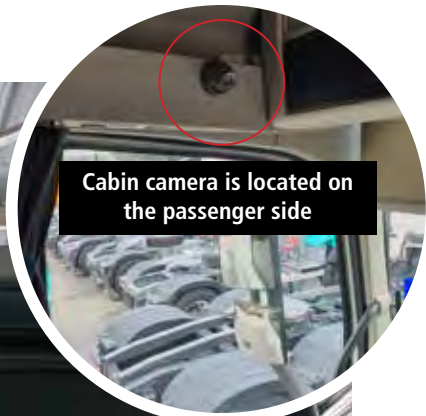
Driver alert system installed on dashboard facing the Driver



LCD monitor screen installed on dashboard



The Driver Fatigue Detection System won Air Products' biennial Chairman's EHS Awards, which recognises —at the highest level—individuals, teams, facilities and organizations who have gone "above and beyond" in demonstrating commitment to EHS excellence over the past two years in the organisation.



Cabin camera is located on the passenger side



External left camera



A Day at the Race Track

Shahir took away the trophy for the second place and Zainal stepped up to the third spot to also lift a trophy in triumph. This year, participants came all the way from Malacca. Three lady truckers, who recently joined the Club, also raced, proudly flying the colours of the Lady Truckers Club. Over lunch, the group continued to network and catch up with friends after the two-year hiatus during the pandemic.



The Asian Trucker Drivers Club aims to provide members with valuable experiences, training and opportunities. Once a year, a sport event is scheduled as a way to inject some fun, networking opportunities and to allow for the organisers to connect with the participants. It was decided that this year would be a racing year again and on 18th of June, 22 members gathered at the Shah Alam International Go Karting track to find a new champion.

Malaysia, which also fielded two drivers. Said organiser Stefan Pertz "This is a race, of course, but it can teach us a lot about road safety. For instance, one would need to know the capabilities and limitations of any vehicle in order to drive it in a safe manner." As the track was initially wet from rain, the road conditions were very much like what truckers experience every day in their work: how the change of surface conditions affects the driving.

It has been the third time that this championship was held. This time it was supported by MAN Truck & Bus

Taking home the trophy for the first place and a MAN model truck was Lem Kooi Keong. Meanwhile, Ahmad

A big shout-out goes to the supporters of the event:

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IVECO Invests in Individual Strategies

Putting the ambition to increase its footprint requires IVECO to address each market differently. Asian Trucker probed on how this translates into tangible actions.



aftersales together to approach the business in a more holistic way. As he puts it, "You really cannot separate the two and as a brand, we have to consider both aspects as each being part of the other." In fact, it cannot be denied that the market demands change and that with such changes, organisations have to adapt as well. By way of combining the functions, the people on the ground are much closer to the customer and the amount of communication needed among departments has drastically reduced, boosting the speed of reaction.

"It is impossible for any sales person to leave a customer's place and not discuss aftersales aspects that need to be considered as well," he said. In order to achieve maximum uptime, this is crucial and IVECO is aiming to provide the most profitable solutions for their customers. This new approach will impact the Asia region, which IVECO describes as Continental Asia and it includes Turkey and Russia. Kursunoglu hopes that he can translate his past experiences in these countries mentioned to enhance the

Being featured regularly, Koray Kursunoglu is no stranger in the industry. Recently, he has taken a new role within IVECO Asia Region Commercial Operations and Customer Service. As he describes, this is the manifestation of a new approach that IVECO is taking, putting the sales and

offering in the IVECO Asia region. A key marker for IVECO's business is the establishment of owned organisations: Turkey, Russia, China and Korea. Other countries in the region are serviced by distributors.

The decision to manage a country through a distributor depends on the historical profitability structure found in a market for instance. According to Kursunoglu, there is no point to offer either the entire product line up in a market or just segments if the offering does not make sense for an owned entity and would therefore better suit to compliment the offering of a distributor. With the rise of some of the economies in this region, he stressed that IVECO is actively looking for new partners to work with in Malaysia. "Naturally, these distributors, as "extensions" of our business, become true partners and we would want them to embrace our new way of managing the markets too, so that the brand experience is a uniform one." This is essential as it ensures that the brand is aligned with the demands from the market. In no way does this suggest that the current approach is disadvantageous, but in order to stay competitive, Kursunoglu explains that the service level needs to be taken to the next level up.

Each market would require a unique approach to meet these demands of the new era IVECO is entering. For instance, China has been the first market that the brand has been present in, being the first commercial vehicle brand to penetrate the giant market. Some 40 years ago, this was done through a Joint Venture. Recent developments have led to the decision for IVECO to re-focus and to reshape the presence in the country. Fundamentally, the cost structure and mission-specific needs for the trucks mean that the Asian region is best served with IVECO's value trucks. "We realised that our European-specified vehicles for instance are not suited for many Asian countries as there is no demand for them."

Countries like Indonesia may be large and therefore attractive, however, as several other players have established strong presences in the country, there is no benefit in competing with these head on in the value segment though. In such cases, IVECO will identify segments where their products are superior in addressing the needs of small niches, such as mining. "With such focus, we avoid wasting time, effort and money on competing where the uphill battle is just too much." With the backdrop of the global supply chain issues, the focus on ensuring uptime for customers has become even more important and this is where IVECO's new strategic orientation is adding value to customers in order to compensate for the delivery bottlenecks that slow down new sales. Again, the need for a right partner is crucial as just the right product alone is not good enough.

Despite the best efforts by the local partners in Vietnam and China, the introductions of new products have been hampered by the pandemic. However, IVECO has used the global slow-down to prepare for the re-start of economies by readying the assembly plant in Vietnam. "Now we need to work hard to catch up with the demand in the market." Kursunoglu is confident to say that the right mix of products, partners, prices and markets have been found. A trend that he has identified is an accelerated move to implement higher EURO emission norms. He opined that there will soon not be many OEMs left that are willing and able to provide the lower spec engines that comply with regulations below EURO IV. Generally, IVECO welcomes a move to higher EURO norms as they also bring with them the ability to satisfy more demands for advanced technology. In Malaysia for instance, mechanical suspension is specified in certain tenders.

Another shift that has been observed is an accelerated industrialisation and increase in infrastructure projects in the region. Countries are moving away from agriculture and enhance their industrial capabilities, which in turn requires different and more transport solutions. "There is definitely an increased demand for trucks, and we certainly have the vehicles, but we have to make sure to offer the right kind of vehicles." One aspect that IVECO considers is the fact that many Asian countries are saturated with brands. There is no other region where trucks from all regions are represented, ranging from Japanese



to India, from European to American. Asia is, according to him, the only place where one can find myriads of brands that sell smaller volumes rather than a handful of similar brands that compete for market share. It is not uncommon though that specific industries have a preference for countries of origin. The new S-Way is poised to enter the markets to address these specific needs in markets where the competition is not offering a comparable vehicle.

Finding the right fit is also crucial when it comes to the fuels used. "Electrification is a big topic and what we see is that this is happening first in the passenger car segment and it is the governments that are pushing it." Kursunoglu opines that the push for electrification is rooted in the need for quieter, cleaner cities and reduced emissions. This may pose some difficulties as the speed of GDP growth and the ambition for more sustainable transport solutions do not always gel. While there are certainly trucks ready to be deployed in missions like refuse collection and last mile connectivity, the narrative first needs to shift to focus to how a more sustainable future can be



created. Compounding the problems with the implementation of the electric vehicles is high Total Cost of Ownership (TCO) and the fact that there are many different options available, including Hydrogen.

When talking about Hydrogen, there is no getting around the fact that IVECO found a strong partner for this propulsion method in Nikola (Asian Trucker reported in our Issue 61). Based on the IVECO S-Way, Nikola trucks are ready to service the demand for cleaner trucks. With a potential production output of 3 000 vehicles, the Ulm-based joint venture is a match made in heaven in Kursunoglu's view. Located in a historic Magirus production facility, there is already a lot of heritage built into the marque. "It is amazing that we have been able to develop this platform to support the fuel cells and to be able to offer a viable transport solution during the pandemic." Currently, Nikola trucks are offered in the US market with a full battery electric version of the vehicle slated to be launched in 2023. With insights gained from this joint venture, moving fast-forward, IVECO is confident that the offering for vehicles using alternative fuels will be experiencing heavily accelerated demand. Combined with the push for autonomous driving, electrification will be a mega trend that IVECO is addressing as well. "There have already been several pilot projects we carried out to test this new technology. With the global shortage of drivers, this just makes sense. There will be a lot of exciting products derived from these trends."

In Malaysia, IVECO is represented through local partners, but as Kursunoglu points out, there is a need to bolster the presence and he is urging visionary companies to come forward to become part of the network. He reiterated that IVECO is assisting the Malaysian market with training, marketing and support whenever needed. However, with the new product offerings now being rolled out, a strong partner is what IVECO wishes for in order to make a mark in the country. **F**





Dispensing Fluids with Highest Accuracy

The efficient and accurate dispensing of fluids in a workshop makes the difference between profit and loss. We take a closer look at one of the most sophisticated systems and why workshops should invest in them beyond legal requirements.

Service your vehicle means that you will replace fluids. As fluids are typically paid for per litre, it is crucial that the exact volume of fluids dispensed is measured. Strict penalties have been imposed by the Ministry of Domestic Trade and Consumer Affairs (KPDNHEP) for those that are not using patented and approved dispensing tools, which have been made mandatory for some time now.

When measuring the amounts of fluids dispensed, the accurate measurement is even said to improve your workshop's bottom line. Said to be one of the most accurate units is being offered by Graco from the USA - the industry leader in fluid management. Their Pulse Fluid Management is the latest technological breakthrough. It offers advanced wireless technologies to accurately track bulk fluids, capture critical analytics and automate customizable reports so you can share information and improve decision-making, making Pulse the most comprehensive, convenient, and easy-to-use fluid management system on the market. In Malaysia, the Graco systems are distributed by Lubetrans Sdn Bhd, which is headquartered in Subang.

In Malaysia, as in many other countries, a push for professionalisation has led to the implementation of regulations that stipulate that every meter for fluids has to be certified and calibrated regularly. Those suppliers, such as Lubetrans, selling fluid measuring devices had to submit their tools, stipulating that these have to be certified under OIML. OIML is the International Organization of Legal Metrology, an intergovernmental organisation that was created in 1955 to promote the global harmonisation of the legal metrology procedures that underpin and facilitate international trade. The idea behind the certification is that the measurement is repeatable many times, thus certifiable. The certification is done under different conditions, such as temperature, humidity, pressure and viscosity of fluids. SIRIM, Malaysia's certification body will issue a patent number

for each such meter submitted for approval. "All these factors impact the accuracy of the measurements and not many meters can accurately dispense fluids," said Jason S.Y. Han of Lubetrans.

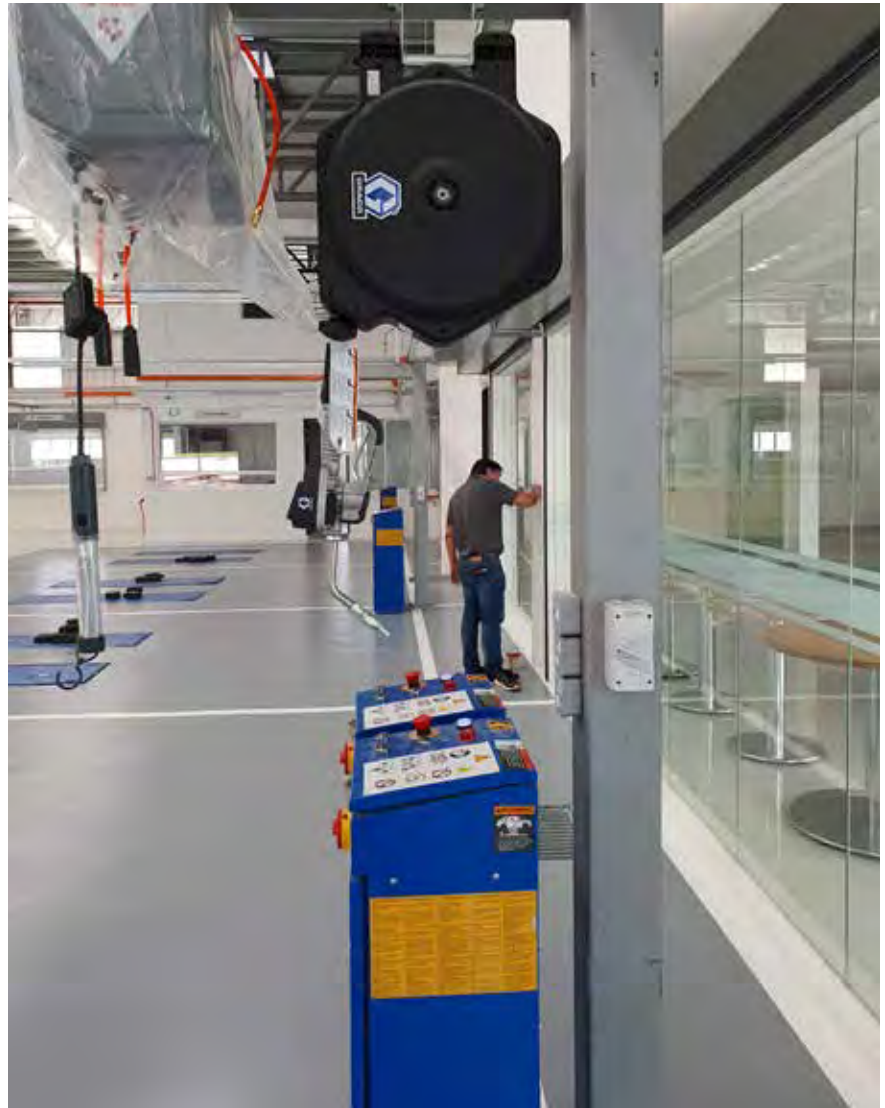
If unsure, the meters will be clearly labelled. Those marked with "Not for Resale" are meters that have not been passed the stringent test regime. Such meters can still be used to dispense fluids; however, it is illegal to use them when dispensing fluids that are being charged to a client. For example, workshops may still use these meters for internal measurements of fluids that are not sold. "With a certified fluid dispensing system, you can be sure that the amount you are billing a client is accurate and that there is no over- or undercharging," Han elaborated. As an analogy, in Germany, glasses are marked and anyone pouring a drink will notice that the fluid will reach to exactly that line marking the volume on the glass: because the glasses are OIML certified. With the Graco PULSE, a tolerance of 0.5 percent has been achieved.



While this tolerance may not sound like a lot, the money that one could lose by dispensing too much fluids is tremendous. As a sample calculation, a car workshop using 40 000 litres of oil at RM 40 per litre may lose up to RM 18 000 per year if the tolerance would be one percent. Another benefit of using a high-quality fluid dispensing system is that there are no additional, needless charges to the client. If lubricants are sold from bottles or cans, then any balance from said bottle would have to be given to and paid by the client. The question then becomes what the client would do with the balance lubricant as there is no immediate use for it and it should (under no circumstances) just be thrown away. "With a system like this you get the exact amount you need and you pay for only that!"

Traceability is another big advantage of the Graco PULSE. Literally, every millilitre of fluid dispensed is recorded in a cloud-based storage for months to come. Not only that, the person dispensing it and which job the fluids were used for are also recorded. Using job cards, it is virtually impossible to mix up fluids and vehicles. Based on the information logged into the system, the correct lubricant, in the correct amount, would be funnelled into a vehicle. Thanks to this system, a workshop also has the opportunity to fend off claims against them when a problem with the vehicle occurs months down the road. A client may claim that not enough or the wrong lubricant may have been used, however, the system will have all the information readily available to verify this. As a side-effect of the digitization of this system, it is possible to also check the progress of the inspection done in real time.

Once a year, MCMC will visit the workshops using certified meters to re-certify them. With a seven-year warranty of seven years, Graco is confident the meters can perform for a long time without having to be repaired or replaced. According to Han, several units have been used for longer than the warranty period. In case of any problems with a unit, the cleverly engineered PULSE system allows for the replacement of parts, rather than the need to have the entire unit thrown away. In light of the ambition to create a more sustainable environment, this




is an important fact to highlight as the reduction of waste is a step towards this.

Stressing the severity of the issue, fines can be imposed for three different violations: the sale of unlicensed meters, the use of said units and selling fluids using unlicensed meters. Unlicensed meters may still be sold, however, it is crucial to point out that these can only be used for uses that are non-commercial in nature, i.e. internal use.

Lubetrans has been the official distributor for Graco products for Malaysia since 2009. Graco being a fluid handling company, there are other applications, however, Lubetrans being a specialist in the area of lubricants, they have been a trusted partner for the principal. Beyond the sales of the systems, a local partner would constantly

keep the market informed about upcoming upgrades and additional offerings, that can further enhance the workshop's performance. Going beyond the legal required for annual inspections, there is no need for any servicing of the dispensing system. Thinking ahead, the Graco unit is also the only one in the market that already has obtained MCMC approval for the use of wireless connections.

Testament to the durability of the system, is the use of them in mining applications and in ports, such as the Port of Tanjung Pelepas. "Some of these have been in use since we started selling them in 2009 and there have been no problems with them," Han said. The joke is that the system is so well designed that one only needs to buy it once. However, with technology evolving, there are always upgrades that a workshop can add-on. 



Daihatsu Malaysia Extend CSR Synergy With Local Society



The nationwide sales and service network offers a unique opportunity as it allows for the brand to engage and offering customers from both, sales showroom and service centres, an opportunity to involve as many as people as possible in all aspects of donating blood. Commenting on the initiative was Mr Arman Mahadi, Managing Director, Daihatsu Malaysia, by saying that “The Blood Donation Drive is an annual CSR activation for DMSB Group; however, we have been unable to do so for the past two years as we were restricted by the SOPs during the pandemic. We are grateful that we could host it this year. We encourage all employees on corporate volunteerism by contributing to the needs in our society and to alleviate the inadequate blood supply in hospitals.”

Taking local communities closer to heart, Daihatsu Malaysia has continuously created initiatives to help local communities. Especially during the pandemic the brand stepped up to the plate, however, as the crisis may now be over, the ambition to ceate positive social value with local communities is not slowing down.

Donate Blood, Save Lives

One such activity is the Daihatsu Group of Companies Blood Donation Drive for National Blood Centre. Resulting from the Covid-19 outbreak a drastic drop in the number of blood donors has been observed. This has resulted in a rapid depletion of blood supply at the National Blood Centre and hospitals nationwide. Taking tangible action, in response, Daihatsu Group of Companies in collaboration with National Blood Centre jointly organised a Blood Donation Drive Campaign for its employees.

This was embedded in the overall CSR mission initiatives the Japanese brand distributor has scheduled for the year. Daihatsu’s event was held on 5 July 2022 at the Daihatsu Malaysia Head Quarters, Shah Alam. Considered a highly successful event, more than 50 employees and onsite customers participated in the 2022 Blood Donation Campaign.

Healthy Mind in a Healthy Body

It has long been a known fact that there is a close link between physical exercise, mental equilibrium, and the ability to enjoy life. Being responsible for the well-being of staff and to provide some much-needed entertainment and balanced lifestyle, DMSB promotes healthy values and teamwork towards the local community and association . Under the header Kick-start with Good Values, friendly Football matches between DMSB and Persatuan Guru-Guru Wilayah Persekutuan and DMSB vs BOMBA Wilayah Persekutuan were organised.



The first round was held on 25 March 2022 in the iconic Stadium Merdeka, Kuala Lumpur. Following that the second match was held on 5 July 2022 at the Padang Turf Kelab Sultan Sulaiman (KSS), Kampung Baru. The games promote healthy living as well as good values such as teamwork, fair-play and discipline with the community; this is important as this cultivates the same concept that can equally be applied to workplace culture. DMSB was represented by Daihatsu FC, in collaboration with Kelab Rekreasi Daihatsu (KR), a staff recreational club established under Daihatsu Malaysia.


“Sports activities have the power to unify people beyond cultural, social, ethics and religious barriers. One needs to be aware of CSR development and its strategic importance in sports, just as any CSR and environmental initiatives in other industries,” said Arman Mahadi.

Beyond the immediately obvious effect of becoming fitter, these activities foster relationships between DMSB and the local community and associations. Daihatsu encourages sports management as an opportunity-driven concept to assist in achieving better company strategic direction. It also outlines areas of market development and penetration i.e., vehicle purchase and fleet management total solution to government bodies and other corporate sectors. Arman Mahadi added “We will continue our sustainable development, with impeccable good values. Values, such as discipline, derived from sport CSR, are important for any business as it is expected to behave ethically and contribute to economic development. At the same time, it is a company’s duty to improve the quality of life of their workforce and their families, as well as of the local community and society at large.”

Recovery Plan Incorporating CSR

At the halfway mark, 2022 has already proven to be an exciting year. Rebuilding the economy to compensate for the loss of comings and goings caused by the pandemic, DMSB kicked off its CSR activation in full force. Adding a few philanthropic support programs to the pipeline, DMSB is proud to be involving MBM Resources as a powerful supporter as well as its other subsidiaries within the group for the planning of CSR activities for the remainder of the year.

With these CSR activities, DMSB aims to echo the company’s overall messaging and seeks to align its values and beliefs with those of its various stakeholders. Through these activities, DMSB’s management is hoping to improve the brand image by making a positive impact on local communities, while fulfilling ethical and philanthropic responsibilities to support and provide benefits to the people around us.

Management of DMSB hopes that by leading by example more businesses would get involved in CSR activities. When the major players are contributed into creating a well loving and caring society, it is setting the example for its customers to contribute to the communities as well. 





What You Need to Know about Diesel Exhaust Fluid

With the introduction of EURO V engines to the Malaysian market, the need for Diesel Exhaust Fluid arises. We look at the technology behind the exhaust treatment systems and why the additional fluid is required.

Recently, a number of truck and bus manufacturers have started offering their vehicles with EURO V engines in Malaysia. Some as standard, others as option, which means that these vehicles require the Diesel Exhaust Fluid (DEF), commonly referred to as "AdBlue". In a seminar, hosted by the Negeri Sembilan Lorry Association, about this matter, Mr Foo Siew Mun, Valvoline OEM Technology Manager, Southeast Asia shared valuable information every fleet owner should know about the implications of using DEF and EURO V engines.

Why EURO V?

The heart of the matter is the global ambition to reduce harmful gases being released into the atmosphere. When burning fossil fuels, such as Diesel, Carbon Dioxide and Nitrous Oxide are being released. These so called Greenhouse gases are the cause of global warming. In addition, these gases are the source of acidic rain, as they are bound in water when it rains. Acidic rain is harming top soils and is affecting farmland as well as forests, damaging them.

What the EURO emission norms indicate is the amount of harmful gases being emitted from an engine. In essence, the higher the EURO emission norm, the lesser the amount of gases being released. This is measured in gramme per

kilowatt-hour. Measuring Nitrogen Oxide (NOx), a poisonous gas, is the key measurement for the emission norms. In EURO I, the permissible amount of NOx is eight gramme per kilowatt-hour. The EURO V emission norms stipulates permissible NOx levels of no more than two (2) gramme per kilowatt-hour (EURO VI = 0.4 gramme per kilowatt hour). A simple calculation using a fleet of EURO III trucks using a 255 KW engine, running for 300 days a year, 10 hours a day, the total NOx released into the air will be 375 tonnes. The same fleet of 100 trucks with EURO VI engines will release 30 tonnes of Nox.

What is DEF?

The technical term is Diesel Exhaust Fluid. However, the actual product is also known as AdBlue. Valvoline markets DEF under various names, such as AdBlue, Diesel Exhaust Fluid

or AirShield. The name AdBlue typically sports a trademark notation, indicating that the name is registered to a professional organisation. German Automotive association VDA is the rightful owner of the name AdBlue and every supplier of DEF wanting to use the name would have to apply for the right to use the trademarked name. However, as the composition of DEF for commercial vehicles is a fixed ratio of de-ionised water and highly purified UREA at 32.5 percent of the latter. Urea is commonly used as fertiliser and has been a commodity for a long time.

The concentration was chosen as it allows for the lowest temperature of the DEF to be stored. In this concentration, the DEF will remain liquid in temperatures above 11 degrees Celsius below zero. DEF for commercial vehicles is produced according to DIN and API regulations and is subject to regular checks. Hot storages are the enemy of DEF. In 50 degrees, the DEF will degenerate very quickly and will be unusable after a month. In 11 degrees it can be stored for up to three years.

Reducing Emissions Using DEF

While engines classified according to EURO I – IV emission norms achieve the required levels of emissions through clever engineering of the engine, EURO V – VI engines require DEF to bring down the level of harmful gases released. Exhaust will be channeled through the exhaust after treatment system, which comprises of three main components: Diesel Oxidation Catalyst (DOC), Diesel Particulate Filter (DPF) and Selective Catalyst Reduction (SCR). To ensure that the system is working at all times, a separate injector will add fuel to the exhaust treatment system to achieve the temperature required to burn off the carbon soot particles inside the DOC. When idling or in city traffic, the so called Injector Number 7 (on a six cylinder engine), will add the required fuel.

After the exhausts have passed through the first two stages, DEF will be injected into the SCR, where the NOx still present in the exhaust gas will be reduced in a chemical reaction that utilises Urea and the resulting by-product Ammonia. DEF will be stored in a separate tank on board the truck and will be injected automatically.

Should the DEF run out, the engine management system will give a warning to the driver and activate the Limp Home Mode that eventually limits the driver to a slow the driving speed. Once the DEF is topped up, the engine will be running again at full performance. Typically, DEF is consumed at a ratio of two to three percent of the Fuel used.

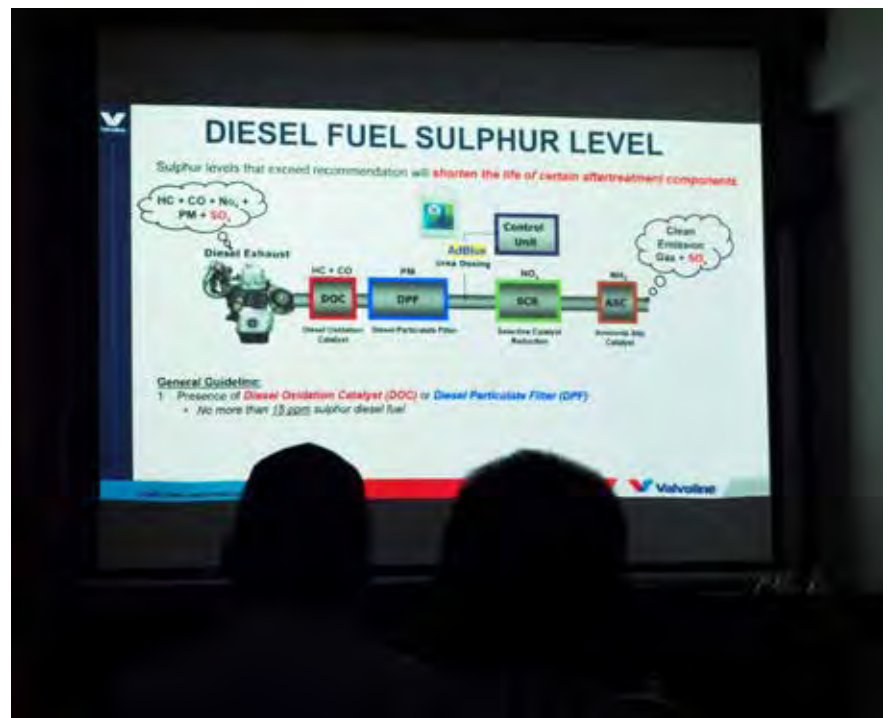
Special attention should be given to the Diesel Particulate Filter (DPF). Should it clog up, the engine will lose power and will no longer perform as the pressure pushing back on the exhaust system is too high. In modern vehicles, a sensor will monitor the DPF and alert the driver if the filter needs cleaning or changing. The Effect of Biodiesel

As Malaysia is using Biodiesel, the level of emissions may be affected by the organic compounds present in the fuel. The Biodiesel used in Malaysia is containing 10 percent palm oil, which results in a reduction of particulates released. However, the NOx levels are constant. According to Foo, the use of Biodiesel B10 is beneficial as there is a reduction of particulates released to the atmosphere. The same goes for B20, whereby the NOx remains at the levels of Diesel, while other particulates are being reduced. In Indonesia, B30 is being used. However, using B30, NOx increases by three percent if there is no exhaust after treatment using DEF. A further increase of palm oil content to B50 will result in a further increase of the NOx content without the use of DEF.

The importance of Lubricants

Combustion engines require lubrications. When the lubricants burn off in the combustion chamber, ash is produced. This ash is causing the DPF to clog up. This can be prevented by using high quality lubricants with a low SAP (Sulphated Ash, Phosphorus and Sulphur) of below one percent. Ash clogging up the DPF can result in overheating engines and drastically reduced efficiency of the exhaust after treatment system. The DPF is costly, an investment in quality lubricants is a wise choice.

Modern lubricants also have anti-oxidation properties. Heat and oxidation will turn the engine oil dark and into a thick liquid. Biodiesel content in the engine oil will accelerate oxidation, which in turn causes engine oil to be thick and acidic. This in turn will affect the engine performance and the life of the engine. A high-quality engine oil with low SAPS will help to overcome these challenges in EURO V – VI vehicles. **T**





Upgrading your Trailer for Profitability

The performance of a truck fleet not only depends on the prime mover, but also on the trailer. Adding systems that improve the safety of semi-trailers is oftentimes also an investment in enhancing performance.



It's the trailer that does all the heavy lifting in the transport business. Most often, the prime mover takes the glamour when it comes to the opportunity to reduce cost and improve the performance of a company. However, it is the trailer that has huge potential to be more than just a cost position in the balance sheet. We spoke to Pei Jia Koh, Managing Director, Seri Zenith Engineering Sdn Bhd, about how modern systems can add value to the operation.

Being one of the major manufacturers of trailers in Malaysia, Seri Zenith Engineering produces between 800 to 1 000 semi-trailers annually. A small percentage of the output is box builds. Swearing by ZF's WABCO brand components, the company produces standard skeleton trailers for container haulage and standard cargo trailers as well as low loaders and telescopic extendable platforms with up to eight axles. The latter are usually more customised, addressing specific needs of the operator. "What makes a good trailer in our view is how our trailer is being experienced as a tool. Apart from the steel material and design, the braking technologies are equally important these days. Technologies enable trailers to be smarter. The other issue is the experience of the driver. Unlike decades ago, today drivers can be as young as 21 years. They may be well trained, but they are lacking the years of driving experience that older drivers have. Technology we incorporate in our trailers can compensate for the lack of the experience to some extent, which ultimately makes the roads safer."

One aspect Koh highlighted is that there are many truck brands and of different generations available in the market and drivers today may not be familiar with all of them. Many fleet owners have multi-branded trucks, it is our goal to produce trailers that are able to match any trucks makes, while instilling the same level of confidence, comfort and performance into their drivers. "Driver experience

is considering both, the high-tech on the prime mover as well as the trailer." He pointed out that in his view, both go together, just like a married couple, whereby each is responsible for its respective task.

Highlighting the need for safe roads, Koh pointed out that a trailer should also be constructed in a manner that also protects other road users. Without good braking, axle or lighting systems, the goods that are transported on a trailer can pose a severe risk to those sharing the road with trucks. A trailer may easily carry 40 tonnes of cargo and thus, naturally, have a much longer braking distance than a passenger car. Emphasis needs to be placed on the effectiveness of brakes, which are also impacted by the hot and wet tropical climate in our country. Before any trailer is being handed to a customer, Seri Zenith Engineering applies a stringent testing regime to ensure that not only the material is of the desired quality, but also the systems installed perform at their peak.

Legislation in Malaysia does not mandate the use of systems such as ABS (Anti-lock Braking Systems). "Unlike in Europe or the US, our local legislation does not ask for ABS to be installed in trailers. We are sure that this will be eventually introduced though as it is one of the most important safety features on a semi-trailer these days." According to Koh, almost every operator has experienced a truck jack-knifing as a result of not having ABS installed. The installation of ABS is making a huge difference as the tandem of the truck and trailer is immediately safer. In wet weather, while cornering and in emergency braking situations,

having ABS installed is making a huge difference. ABS systems, as offered by ZF under its product brand WABCO, can be retrofit on trailers. Furthermore, ABS can be installed on trailers even if the truck does not feature ABS. "There is a misconception that the truck must have ABS too, but that is not the case. It would be better though." Koh explained that it is the trailer that has the most kinetic energy and that it is therefore where the ABS should be installed. While modern trucks are hardly sold without ABS, the Malaysian market allows for rebuilds and refurbished vehicles that may not come with ABS as standard. Without ABS, trucks and trailers may lose control during braking, resulting in a jack-knife situation. One misconception is that those trailers transporting lighter goods do not need ABS or advanced braking systems. However, the lighter a trailer, the more prone it will be to jack-knifing as the wheels are more likely to lock while inertia pushes the trailer around the truck.

Besides trailer ABS, there is also T-EBS, Trailer Electronic Brake Systems, which offer Load Sensing Braking, Roll-Over Support and On-Board Data Recorder. The latest development is "TrailerPulse" from ZF's WABCO brand, which is a special telematics system specifically designed to monitor the trailer. While these items are adding to the initial cost of a trailer though, the ROI is substantial. Tyres are one of the biggest contributors to the cost of any fleet and the installation of a T-EBS system can be recouped within six months as braking effect will be less harsher on the tyres, thus extending the lifespan of these consumables.

With all these options, fleet operators may not know what could be the best system to install on their trailer. Seri Zenith Engineering will assess the needs for each trailer and make

recommendations accordingly. Using an online tool provided by ZF, the exact specification for each system can be defined. In order to address cost of operation and safety, ABS is a must, whereby other components can be added later on. Fleet operators may use a trailer for some time and then decide to bolt-on telematics, tyre pressure monitors or even upgrade to T-EBS. All WABCO systems are designed as modular components that can be added independently and separately.



Wabco Systems available from ZF are compatible with a range of axles, for instance the Fuwa branded axles used by Seri Zenith Engineering. Another misconception that Koh wants to address is ABS is only compatible with disc brakes, which is incorrect. ZF's WABCO ABS or TEBS brake systems are suitable for both disc and drum brake axles.

Besides the hardware, ZF also provides WABCO product training to Seri Zenith Engineering's staff to ensure that the systems are well understood and installed properly. Training includes troubleshooting, installation methods and braking fundamentals among others. "It is a very progressive training and we pair it with our in-house training that staff would have to pass first before they can attend the training provided by ZF." Ultimately, all this is beneficial for the user as the addition of these components is a way to future-proof the assets and ZF ensures that the upgrades are suitable to be plugged in, even if the trailer has been in use for a while. Besides basic maintenance, no further servicing is required, unless the build-in diagnostic system detects any issue that needs to be addressed. According to Koh, the maintenance cost for the WABCO ABS and T-EBS is close to zero, even in hazardous conditions. In fact, it will even help prolong the lifespan of the tyres, brake linings, brake chambers etc



"Money cannot buy a life. And that is why we opt for the world's top supplier ZF' and it's leading brand, WABCO. We believe that one should not skimp and invest in the world's top brand when investing in systems like ABS or EBS. What is important as well is the aftersales and tech support that is being provided by one of their local distributors – Allegiance Malaysia Sdn Bhd. Here again, ZF has been at the forefront and with the support of Allegiance Malaysia, our three-party partnership will ultimately make Malaysia's roads safer," Koh said. In line with that, Seri Zenith Engineering is also offering to service trailers that have not originally been made by the company.

Koh hopes that more fleet operators will opt to equip their trailers with the WABCO systems provided by ZF. Making it a business case, he said that time and again, the installation of WABCO components has proven to reduce operating cost and in the current economic climate, it is imperative to strive for ways to counter the increase of cost in other areas of the business. **T**





EH LEET Makes Use of First Mover Advantage with Steelbro's SB 450 Engine

In a market where services seem homogenous, offering a unique offering can make a difference to the bottom line.



Claiming that their transportation methods are quick and efficient, offering optimum convenience, EH LEET Sdn Bhd is constantly seeking new ways to ensure that this promise is kept. The business, based out of Port Klang has a history steeped in being somewhat unusual, an approach that has served them well. The haulage division has been in operation for

over 13 years now and was set up on the foundation of sidelifers. Unlike others, EH LEET started out with the specialist equipment, offering a differentiated service to those using skeleton trailers as their main means of moving containers.

Operating in Northport and Westport, the company realised that there is a need to support customers. Supporting the operation is a fully fledged workshop in the depot in Teluk Gong. Fraderic Lim, Director, EH LEET detailed that this has since extended into offering storage of containers to their clients in order to avoid charges imposed by the ports. To support the needs of their clients, EH LEET is also able to deploy trailers with gen-sets, required for reefer containers. "As such, we are no strangers to having separate power on our trailers and the purchase of the Steelbro SB450 Engine."

According to Lim, the business has been heavily reliant on Sidelifers since day one. A decade ago, this

type of equipment was not very commonplace and back then, the company used it to differentiate itself. As freight rates have been stagnant for many years, the only way to go is to streamline the operations. Lim explained that “With the Steelbro Sidelifters we can move more boxes, faster. This is also beneficial for our clients as we can help them to reduce port charges.” The latest addition to their fleet of 35 trucks are two units of the Steelbro SB450 Engine. Adding to the capacity of the company, these are used to address the increasing demand for Haulage services following the pandemic.

The Steelbro SB450 Engine designator indicates that this model is equipped with a gen-set to provide power to the Sidelifter. This offering has recently been added to Steelbro’s portfolio (Asian Trucker reported in our Issue 64). Providing EH LEET with the option to try the Sidelifter not using PTO, Lim found that there are certain advantages in using this variant. “With PTO, you are limited to the truck you can use for the Sidelifter. Not so with this version where you can use a different tractor should the one designated to the job not be available.” With the addition of these Sidelifters, EH LEET now has six such trailers at their disposal.

Lim further said that the offering from Steelbro in recent years has been enhanced with a better coverage through the rescue service and additional benefits. Speaking about maintenance, Lim acknowledged that, indeed, a gen-set would add to the maintenance needs. However, having evaluated the engine used on the Steelbro Sidelifter, he is confident that the gen-set will not only have sufficient power, but is also one that is durable and easy to maintain. “The bottom line is that the advantages of having this model over a PTO not only offset the additional cost, but even help us to improve the profitability of our operation.”

One of the challenges that Lim is facing is that the need for haulage services is not consistent. There may be times when there is a high demand for their service while at other times there is nothing much happening. “When there is a lot of business, one needs to hustle, and this is where we hope that the additional Sidelifters we have added will ease this burden.” Lim and his management team hope that their value-added service in combination with reduced maintenance cost through the use of modern equipment will offset the current economic challenges the industry is facing. **f**



Mercedes-Benz Trucks continues to drive electrification forward - eActros LongHaul to hit the road in 2022



Following the market launch of the eActros for heavy-duty distribution transport in 2021, Mercedes-Benz Trucks is systematically pressing ahead with the introduction of additional battery-electric models for this and coming years. For the important long-haul segment the eActros LongHaul, with a range of around 500 kilometers on one battery charge, is scheduled to be ready for series production in 2024. The first prototypes of the 40-ton truck are already undergoing internal tests and Mercedes-Benz Trucks' engineers are planning to start trials of the e-truck on public roads this year. The eActros LongHaul will enable high-performance charging - so-called "megawatt charging". Mercedes-Benz Trucks is also preparing additional variants of the eActros - specifically of the eActros 300 and the eActros 400 - and, as early as July, the eEconic for municipal use is scheduled to roll off the production line at the Wörth plant as the second all-electric series production vehicle. The goal of Mercedes-Benz Trucks is to increase the share of locally CO₂-neutral new vehicles in Europe to more than 50 percent by 2030.

In order to further introduce truck customers from all over Europe to e-mobility, the manufacturer is organizing an event lasting several weeks around the Wörth site starting in early June. Experts from Mercedes-Benz Trucks will inform a total of some 1 000 participants on the central aspects of e-mobility, from infrastructure and services to electric models. In addition, customers will have the opportunity to drive the eActros 300 on demanding routes and with realistic payloads.

Karin Rådström, CEO Mercedes-Benz Trucks: "The tremendous interest in our eActros driving event in Wörth is further proof of the popularity e-mobility is already gaining with customers. Customers are thus sending a strong signal to all stakeholders to combine efforts and quickly put more and more electric trucks on the road, expand the charging infrastructure and create cost parity."

Engaging with partners for charging infrastructure

In depot charging, Mercedes-Benz Trucks is working together with Siemens Smart Infrastructure, ENGIE



and EVBox Group. In terms of public charging for long-distance transport, Daimler Truck, TRATON GROUP and the Volvo Group have signed a binding agreement to establish a joint venture. This will provide for the development and operation of a public, high-performance charging network for battery-electric heavy-duty long-haul trucks and coaches in Europe. The charging network of these three parties will be available to fleet operators in Europe regardless of brand.

The goal of the “High-Performance Charging in Long-Haul Truck Transport” (HoLa) project, with the participation of Daimler Truck and under the aegis of the German Association of the Automotive Industry (VDA), is to plan, erect and operate a select high-performance charging infrastructure for battery-electric long-haul truck transport. Two high-performance charging points with the Megawatt Charging System (MCS) are to be erected at each of four locations in Germany and tested in real-world applications. Various other consortium partners from industry and research are involved in the project.

Second-generation MirrorCam for eActros

As of April of this year, Mercedes-Benz Trucks has been equipping the eActros with the enhanced second-generation MirrorCam, which features improvements in terms of



display and safety in particular. Externally, the camera arms on both sides have been shortened by ten centimeters each. One of the advantages of these new dimensions is that drivers immediately find it easier to drive in reverse than with the first-generation MirrorCam, as the MirrorCam’s perspective is now even more similar to that of the familiar glass mirror. **F**



Tata Motors' Ace Electric



The Tata Ace Electric marks the first electric small commercial vehicle to be launched in India.

By: Bhushan Mhapralkar

The round and partially inset headlamps and a cab design with a mix of straight lines and a taut skin are the giveaway. The unmistakable Ace in an electric form is a little tough to fathom at first. It takes some time before the fact that the Ace has turned electric sinks in and the practicalities of the proposition take hold. That is because the vehicle greets the occupants in Hindi – ‘Apka Swagat Hai’ – when the door is opened and the key is turned on and greets them once again after the key is turned off, to the effect, ‘Apka Din Shubh Rahe’. Marking the first electric small commercial vehicle to be launched in India, the Tata Ace Electric is made at the same Pantnagar (Uttarakhand) facility where the conventional CNG-powered Ace continues to be built as of current. Leveraging the highly successful Ace platform that first saw the light of the day in 2005, the Ace Electric is a product of today and tomorrow.

Leave for the chassis that is partly visible underneath the superstructure and a cabin that is so familiar on the outside (inside it is replete with an all-new dashboard, digital instruments and more), the SCV – designed and engineered to address a wide variety of intra-city applications – is about zero tailpipe emission and lower TCO over its ICE brethren. To be supplied to e-commerce companies – an MoU was signed in this regard at the Ace Electric’s launch function in Mumbai – like Amazon, Flipkart, Big Basket, City Link, DOT, LetsTransport, MoEving and Yelo EV, amounting to no less than 39 000 units, the SCV is

supported by a diligently curated ecosystem to ensure that it fulfils the core need of timely, cost-effective and efficient last-mile deliveries. It is an outcome of cooperation with its users. N Chandrasekaran, Chairman, Tata Sons and Tata Motors, mentioned, "E-mobility is an idea whose time has come. At Tata Motors, we are moving with speed and scale to lead this change – in passenger cars, commercial vehicles and Jaguar Land Rover. I am delighted today that with the launch of the Ace EV, we are entering a new era of e-cargo mobility. Tata Ace is India's most successful commercial vehicle ever. It has revolutionised transportation and created millions of successful entrepreneurs over the years. It will further build on this legacy by providing a technologically-advanced, clean and smart mobility solution. I am excited about the electrification of commercial vehicles."



conventional Ace. The battery pack is placed mid-ship between the two axles. With a gradeability of 22 percent, the vehicle comes with a cargo volume of 208 cubic-feet. The cargo superstructure is made of lightweight and durable materials to suit the requirements of e-commerce logistics players. Petkar explained that the Ace platform was chosen over the Intra because it suited the requirements of users better and from a cost point of view. Localised except for the basic battery cell, the Ace Electric, according to Girish Wagh, Executive Director, Tata Motors, marks a major milestone in the journey of Tata Motors to deliver zero-emission cargo mobility in India.

Offered with a certified range of 154 kilometres, the Ace Electric employs an advanced battery cooling system and regenerative braking system. The electrics are of 96 volt, according to Rajendra M Petkar, President & Chief Technology Officer – Engineering Research Centre, Tata Motors, and it is subjected to extensive changes to the chassis as well as the cabin when compared to that of the conventional Ace. With regular and fast charging capabilities for high uptime, the vehicle is fitted with a motor that produces 36 hp and 130 Nm of peak torque. The BMS and motor are situated where the ICE unit is in the

Supported by dedicated Electric Vehicle Support Centres for maximum fleet uptime, Tata Fleet Edge telematics-based fleet management solution and Tata UniEVerse, which is an eco-system of relevant Tata Group companies, the Ace Electric has a GVW of 1 840 kg and a payload capacity of 600 kg. Wagh assured that, "The introduction of the Ace EV marks a major milestone in our journey to deliver zero-emission cargo mobility in India. Building on our experience and success with electric buses, we have designed use-case specific EV solutions for intra-city distribution. These solutions effectively cater to the application needs and deliver a superior value proposition to all stakeholders. We are much encouraged with the support and response received from our e-commerce customers, with whom we begin this journey of zero-emission cargo mobility." Yet to have its price officially announced by Tata Motors, the electric SCV should take a year or two to begin tapping user segments beyond institutions and e-commerce logistics players. Much would depend on the proliferation of charging network, user data and patterns, development of a local supply chain and a smart grid network, all of which contribute towards keeping the TCO significantly lower than the ICE vehicles.

Interview: Rajendra M Petkar, President & Chief Technology Officer – Engineering Research Centre, Tata Motors.

What was the brief that you received for the development of the Ace Electric?

It all started a couple of years ago during the assessment of customer needs. Any product that we create is based on what the market requires, about the customer needs and applications. This being a commercial vehicle, we evaluated customer profitability. We evaluated if the creation of a product would make business sense. So, we started from there and looked at customer categories. We zeroed in on an application category from the customer's business cycle point of view to create an electric vehicle. The profile had to lend itself for electrification. Among the diverse application categories, we found out that e-commerce logistics will lend itself for electrification. It is a category that has its own internal agenda towards sustainability. So, the brief was actually born out of Tata Motors' vision and its amalgamation with the vision of its customers towards sustainability through e-mobility. Tata Motors also realised that there's huge market potential for e-mobility in the e-commerce logistics space since a significant shift to digital shopping and purchase in the post pandemic time has taken place. It is the e-commerce logistics companies that have been playing a crucial role in the e-market shifts. Strong growth in the e-commerce logistics space therefore found a way into the brief too.

So, the specifications for the product were developed as per the user need?

We would not have jumped to convert an Ace, Intra or Yodha to electric. We looked at the application profile. We looked at the need and then developed the specifications for the product. These are the ones that align with the customer requirements in terms of performance, acceleration, range etc. From there, taken internally, the engineers arrived at the right configuration, the right vehicle platform, the right technology and the environmental conditions. The Ace EV was not the starting point but a culmination of market research, customer engagement, application understanding and the creation of a product.

From an engineering point of view, how did you benchmark the Ace EV?

Benchmarking was difficult indeed as the electrification journey is not very old. Although we had our own engineering department that was engaged in the development of various technologies like electric high voltage, electric low voltage and hybrid technologies for more than a decade, a serious push emerged only in 2018 because of the active support and incentives from the government. There was a global acknowledgement to the fact about the move to zero emission technologies. The engineers at Tata Motors took upon themselves the challenge to create a zero-emission vehicle for which no benchmark existed. So, help was had from the application study. It helped choose the right technology and the right platform.

What about the parameters pertaining to a vehicle that can ferry certain tonnes of load, can do so much altitude, can do so much running in a day and needs to have a certain battery and torque?

We converted customer parameters into engineering specifications.

So, did e-commerce companies like Amazon and Flipkart tell you?

No. It was a joint collaborative work. We wanted to be sure as to what is their application profile. You sit then and understand their pattern for loading, what time they wake up, what time they start, how much loading happens, where they distribute, what is the topology, what is the terrain, the number of flyovers, the number of start-stops and the level of acceleration. We did a complete study over a long period of time to understand what we are going to create. It is a costly development and we wanted to be sure that what we create will fulfil their needs. This (Ace EV) is the best example about working with one's customers.

From what is visible, the Ace Electric seems to retain the chassis and cabin of the conventional Ace. Is it really the case?

If the application need can be met by a product which is low cost and has a significant carryover, has significant standardisation, has gone in the nooks and crannies of the country and has performed well, then there is no point in digressing from it. It is necessary to choose it if the need of a 120 km range and the need for 18-20 percent gradeability is met. If the need for a given acceleration and performance is met by the lowest cost platform. The vehicle may look like the ICE Ace, but it is not. There have been many changes, especially in the underbody area. It is where the whole magic has happened. The ICE and its associated parts and systems have been replaced by an electric powertrain. It is a high voltage system with a safety strategy. A careful look of the cabin will reveal that it is not same as the ICE Ace. Over the round headlamps of the ICE Ace, this vehicle has got headlamps derived from the Intra. The cockpit experience is new with a new dashboard and an infotainment screen. The vehicle comes with voice recognition technology and connected vehicle features. The instrument cluster is state-of-the-art. To accommodate the battery and other systems, changes have been made to the long members in terms of reinforcement and accessibility.

Should you not have chosen the Intra, which is a more modern product as compared to the Ace, which is highly popular?

I will not agree that the Ace is an ageing product. Intra is in a segment that is higher than that of the Ace. Ace has a 62-65 percent market share. Girish Wagh has mentioned that it has a market share of 70 percent. People still love that product and there is a need for it. Also, if my requirement of a logistics sector is going to be met by the Ace, I will choose it. When it comes to creating an EV, the cost of the technology is high. The loading of best platform cost is best avoided. Cost being an important factor, the other is to popularise an EV rather than to offer a product that nobody wants.

The Tata Tigor EV uses a high voltage system. What about the Ace EV?

While the Tigor EV is a 300-volt architecture, the Ace EV is a 96-volt architecture. It is because the foremost thought is about giving value to the customer. The Tigor EV has a 300 km range. In the case of Ace, it is different and in keeping with the requirement. It is about keeping the cost low.

All That Data!

Our phones collect and send data. Our trucks collect and send data. Nowadays, trailers are also equipped with telematics systems that collect and send data. Some of us are using navigation systems that are built into the vehicle. On top of that, fatigue management systems also harvest information for us to analyse, pour over and digest in order to make sense of the transportation industry we live in. I wonder how many pages of information each of us is creating every day as a result of just driving around to get to our office, appointments and back home in the evening.

This data has become a very sought-after commodity. It even has a name: Big Data. With the help of this Big Data, companies are trying to make small changes that have in turn significant impacts. Take for instance the opportunity to plan a trip. Now you can go to Google maps and ask for an estimation of the traffic conditions based on the day and time you are planning to leave. Sometimes that works, other times an accident or a construction site throws a spanner into the works. As much as we want to extrapolate, at the end of the day, it is the experience that counts.

How do we make sense of all the data? The vast amount of intel that we produce every day? I guess that most of us don't. There is simply too much, we are not in the business of data analysis, or we don't have the time. Besides, it is the providers of the systems that have thought of that. In one way or another, they see value in the millions of zeros and ones that make the data. What exactly they are looking for is oftentimes shrouded in mystery. And frankly, do we even care? I dare say we don't! As long as Alexa can tell me what the estimated driving time to Seremban is on any given Monday, why do I need to know what the average number of cars is on the road heading the other direction.

At this junction I would have to question the integrity and security of these systems though. I am not posting anything on my travels while I am out of my home. Simply, because I don't want to broadcast that all my wealth is left at home, unattended. I wouldn't want any burglar to take the opportunity to sneak into my place and in the hopes of finding a lot of luxury items after I checked into shops on Facebook. This is a precaution I take by not telling anyone what's happening. What about hackers that could do harm by cracking systems? Or scammers that have data diverted? The more connected our vehicles are, the more precious the data becomes and thus, the security needs to step up too.


Seeing how we still have myriads of problems; I wonder if we are actually making good use of the information that is being presented to us. I KNOW that the highway taking me to work is jammed up in the morning, yet I leave at the same time, getting stuck in the same jam. Maybe the consequences of ignoring the information are less painful than embracing the change? Take for instance the plight of the commuters that are said to be spending an extra 44 hours a month stuck



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in jams: Ok, this is useful information, but how do we now turn that into actions that will reduce that time wasted?

Oh, by the way, I have no idea what exactly happens with all the data. It will be sold for sure. I don't think that FitBit could sustain its business by selling me a plasticky wristband that tracks my (caffeine-elevated) heartbeat. Can companies even sell the information? In my opinion, and you may disagree, I would say yes. Otherwise, the cost of the items would be astronomically high. If a product cannot be sold at the price it needs to fetch, then added services need to be offered to ensure that a company is sustainable. Just what does "selling" mean could be open for interpretation. Take for instance fleet management systems. These are relatively cheap to instal in the fleet. It is the driver coaching and the reporting that will be the money-makers.

With the data transmitted, our trucks are being improved, enhanced and with every dataset there is something that the manufacturer of the vehicle learns about their own product. Essentially, Big Data is fascinating and useful. But sometimes, one has to ask just one person that will tell you that a vehicle would perform better if you used Product X instead of Product Y. No scientific research as the basis, just good ole experience. 

New Generation DAF XD Will be Unveiled at IAA 2022



The future of distribution and vocational transportation is started with the launch of the New Generation DAF XD. This completely new truck series sets the new standard in quality, safety, efficiency and driver comfort and is fully prepared for 'zero emission' drivelines. The New Generation DAF XD will be revealed at the IAA in Hanover, Germany, in September.

The New Generation DAF XD is based on the platform of the 'International Truck of the Year 2022', the multiple

award-winning XF, XG and XG+ long haul trucks. Premium features – including the industry-leading aerodynamics, powertrains, seating position and fit and finish – will now also be introduced in the distribution and vocational segment.

For best-in-class direct vision – key for urban applications – the New Generation DAF XD has a large windscreen and large side windows with ultra-low belt lines. A low cab position adds to optimal direct view, as does the optional curb view

window. Ultimate indirect view is guaranteed thanks to the unique DAF Corner View and DAF Digital Camera System.

Class leading fuel efficiency and low CO2 emissions are realized through – amongst others – outstanding cab aerodynamics, a new PACCAR MX-11 driveline and advanced driver assistance systems. The DAF Connect fleet management system provides for time saving over the air software updates. Extensive availability of PTO's, body attachment modules and connectors contribute to first class bodybuilder-friendliness.

The New Generation XD offers superior accessibility for the driver, who is welcomed in a spacious cab with volumes of up to nearly 10 m3. Unmatched adjustment ranges of seat and steering wheel guarantee the best driver position in this segment. The striking and highly ergonomic dashboard features crystal clear and fully digital instrument panels. Ride and handling benefit from a completely new design of the chassis front-end, cab suspension and rear axle suspension. **F**

Four Theme Days During the IAA Conference from 20-23 September 2022



The revamped IAA TRANSPORTATION is presenting the current and future trends in logistics and transport from 20 to 25 September 2022 in Hanover. The four IAA Conference theme days, lasting from 20 to 23 September 2022, make up an important part of the new event concept.

The Bundesverband Spedition und Logistik e.V. (DSL) is taking over the first theme day, "Future Logistics", on 20 September 2022. Logistics is an important hinge that connects the value-added steps of national economies. In light of global crises, energy scarcities, and growing customer demands, forwarding agencies are doing all they can to stabilise the global acquisition and distribution channels with all transport carriers.

The second theme day, "Trade and Logistics", on 21 September 2022 will be led by the Handelsverband Deutschland e.V. (HDE). "Trade is faced with considerable

challenges in maintaining a functional supply chain. Production bottlenecks, disruptions at ports around the world, and capacity limits in Europe illustrate the current supply issues.

The partner for the third theme day, "Infrastructure", on 22 September 2022 is the Bundesverband der Energie- und Wasserwirtschaft e.V. (BDEW). "There are multiple solutions in play for the shift in engine technology, in particular battery-powered and fuel cell-based commercial vehicles.

The fourth theme day, "Communal Transport", on 23 September 2022 will be led by the Verband Deutscher Verkehrsunternehmen e.V. (VDV). "The mobility sector is undergoing a comprehensive transformation," says VDV Director Oliver Wolff. "This concerns the technical, structural, organisational, and economic components of the entire industry. **F**

First Complete Knocked-down (CKD) Volvo Truck Euro 5 Rolled Out in Malaysia



The first unit of Volvo Truck Euro V that is locally produced (CKD) also marks the first step in fulfilling the vision of more sustainable transport solutions offered and delivering higher standards of Volvo Trucks for the Malaysian market. This joint ambition is built on a strong foundation of trust between Volvo Trucks Malaysia and TruckQuip as they form a sustainable ecosystem that will spur technology transfer and develop know-how for the local commercial vehicle industry to continue to thrive.

TruckQuip has more than two decades of extensive experience in truck and bus manufacturing and assembly and has been the trusted partner of Volvo Trucks and Volvo Buses since 2015. Volvo Trucks Malaysia's Managing Director, Tony O'Connell said that "Building on the current foundation and achievements, the possibilities of what TruckQuip and Volvo Trucks Malaysia can drive for the nation and the future of sustainable futures are endless." **T**

Volvo Trucks Malaysia together with its trusted local assembly plant, TruckQuip, celebrated an important milestone recently: in the delivery of the first unit of the Euro V Volvo truck in Malaysia. The milestone marks an important step towards a sustainable future as Volvo Trucks Malaysia continues to be a locally independent brand that is capable of standing toe to toe with the world's best.

MAHLE Develops the Most Durable Electric Motor

The automotive supplier MAHLE has developed the most durable electric motor available. The traction motor, which is unique on the market, can run indefinitely with high performance. A new cooling concept makes this technological leap possible. The new electric motor is surpassingly clean, light, and efficient and can be assembled without the use of rare earths by customer request. The new development is suitable for passenger cars and commercial vehicles as well as construction machines and tractors. With the SCT E-motor, MAHLE thus becomes a full-range provider in the field of electric drives and covers all needs from e-scooters to heavy-duty commercial vehicles as well as off-road and industrial applications. The new item will be presented for the first time at IAA Transportation in September 2022 in Hannover.

On the drivetrain side, this clears the way for the replacement of the combustion engine in all vehicle classes. In 2021, MAHLE presented a groundbreaking wear-free and scalable traction motor for passenger cars that runs very efficiently over a wide rpm range.

The SCT E-motor, on the other hand, is designed in such a way that it is particularly efficient within a certain rpm range. Despite its very compact and light design, its continuous output is more than 90 percent of its peak output. Unique on the market, this groundbreaking high ratio means a technological leap and allows the use of electric vehicles of all kinds even under demanding conditions. A classic example is driving an electric truck over mountain passes or the multiple sprints of a battery electric passenger car. These scenarios are only insufficiently covered by the electric motors available on the market up to now.

This resilience is achieved by the new MAHLE electric motor through the use of an innovative integrated oil cooling, which not only makes it more robust but also allows the waste heat generated to be used in the vehicle's complete system. At the same time, the extremely compact design results in an advantage in the costs of materials and weight—a lighter motor requires less material during manufacture and increases the possible net load in commercial vehicles. **T**



Mayang Bayumas Trucks Ahead with Mercedes-Benz Prime Movers

The Hap Seng Trucks Distribution (HSTD) headquarters in Bandar Kinrara set the scene for a fleet handover by the official distributor of Mercedes-Benz ACTROS and Mitsubishi FUSO trucks on 15 July 2022. Mayang Bayumas, a key player in the plantation logistics industry, will be taking delivery of 15 units of the Mercedes-Benz ACTROS 33455 6x4 with a view to expanding its fleet.

Kedah-based Mayang Bayumas serves as a main transporter for Sime Darby Plantation Berhad, Felda Transport Services Sdn Bhd, Kuala Lumpur Kepong (KLK) Berhad, Tradewinds Corridors Sdn Bhd and FIMA Bulking Services Berhad

among others. Founded in 2005 by Puan Fatimah binti Abdullah who now serves as a company director, Mayang Bayumas specialises in transportation of fresh palm fruit bunches and palm oil.

The fifth-generation Mercedes-Benz ACTROS, priced from RM360 000 for the tractor unit, is sold in Malaysia with a 12.8-litre six-cylinder turbodiesel, boasting the longest service interval among prime movers in the local market of 55 000km. It comes with a factory warranty of 3 years or 450 000km, whichever comes first.

Mayang Bayumas took delivery of five units of this ACTROS at the handover ceremony, with another 10 due to be delivered. These 15 trucks, representing the first-ever purchase of ACTROS trucks by Mayang Bayumas, will bring the total number of vehicles in its fleet to an impressive 130 units.

HSTD claims that, despite the market downturn coming about as a result of the pandemic, the ACTROS currently holds a 30 percent – 40 percent market share in its segment and continues to grow on the back of large fleet orders such as reported here with Mayang Bayumas. **T**



As part of a CAM Roadshow, Huang Seng Motor Trading, which is led by Mr Goh, joined the festival as their first open event to participate in after MCO. Huang Seng Motor Trading is an official CAM dealer and partner for Sendok Group in Sarawak. Showcased were vans from the Kingo series under the CAM Brand and SINOTRUK heavy truck under Sendok Group's banner.

Vehicle models on display were:

1. 15 Seater CAM Kingo Van
2. 18 Seater CAM Kingo Plus Van
3. SINOTRUK HOWO A7G

CAM is Back in Action

Various events are held in Sibul every year, including food festivals, cultural festivals, skydiving activities, Christmas parades, and more. The Borneo Cultural Festival (BCF 2022) is an annual event to celebrate Food, Dances and Culture. It typically happens in conjunction to Sarawak Day, which was held on 22 July 2022. It used to be an annual event; being forced to take a time-out during the MCO, it was back for the first time after the pandemic.

"The CAM booth was able to attract many visitors and garner many new enquiries from individuals and companies as commuter or needing to carry goods; this is a good sign that the economy is recovering. We get great feedbacks from the event," Goh said. **T**

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