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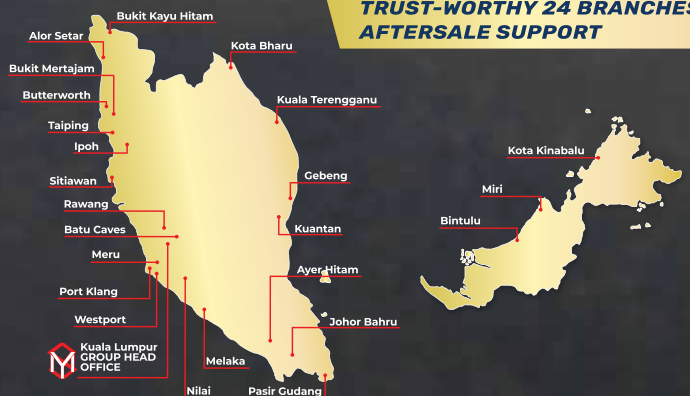
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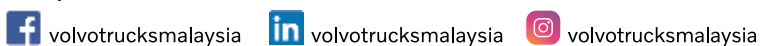


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VOLVO TRUCKS RAISES FLEET PRODUCTIVITY WITH TANDEM AXLE LIFT

The pace of technological advancements transforming the trucking industry and accelerating its growth has been nothing short of impressive and as a result, many transport companies are increasingly adopting technology to enhance efficiency and productivity. However, in today's highly competitive markets with thin margins for profit, these companies must decide wisely on their investment as adopting new technology does require an upfront capital. It is imperative that the upside that comes with it is potential savings and lowering of cost in the long run.

The Volvo Trucks' tandem axle lift is a differentiated innovation that delivers immediate and long-term cost-saving benefits for heavy haulage transporters. Introduced in 2015, the tandem axle lift is a highly innovative function that gives optimum driving mode with fuel-saving capability and is designed for heavy-duty transports.

When the truck is without any load, the driver only needs to push a button on the dashboard to disengage and raise the drive axle so that lesser number of tyres and amount of fuel are being used. As soon as the truck is loaded for delivery, the drive axle automatically lowers and engages to ensure maximum road grip or traction and drivability. It takes only about 15 seconds from start to finish, thus also saving driver's valuable time.

Tandem axle lift is especially ideal if the driver has to drive a heavily-loaded truck to one destination but returns empty. This is rather common for many transport companies hauling heavy load like timber, construction materials and bulk cargo operations. With tandem axle lift, these companies can reduce fuel usage by as much as 4% per truck.

Tandem axle lift also allows the driver to disengage and raise the second driven axle even while driving and lift up the truck's tyres by 140 mm above the road surface. This function is very beneficial especially on soft and muddy surfaces as it can reduce the risk of the truck getting stuck.

"The tandem axle lift is an exceptional technology created and offered by Volvo Trucks as part of our continuous series of solutions to enable trucks and drivers operating in tough conditions perform their work more efficiently and safely. At Volvo Trucks, we continuously strive to create new innovations to give our customers unique solutions to boost their productivity," said Mitch Peden, Managing Director of Volvo Trucks Malaysia.

One of Volvo Trucks' long-standing customers, Sabah-based Kotamas Oil Sdn Bhd which is a specialist in petroleum haulage servicing clientele such as Petronas and Shell, is the first in the country to deploy and experience the tandem axle lift after receiving 15 units of their custom order Volvo FMX 440 6x4 prime movers that were fitted with the innovation at the end of last year.

Kotamas' decision to leverage Volvo's tandem axle lift technology was factored by the hilly and rough terrain their trucks needed to traverse, which demanded increased traction from the vehicle and often resulted in additional costs spent on tyres and fuel. The company also said, the tandem axle lift technology which enhances tyre traction and maintenance helps them maintain their stellar safety



record, which is extremely important given the type of cargo they transport.

When the axle is raised, the Volvo FMX 440 6x4 trucks used by Kotamas behaves similar to a 4x2 or a 6x2 truck, resulting in a tighter turning radius and significantly improving manoeuvrability. It reduces the turning radius by over a metre, thus there is less wear on the truck's tyres and suspension systems.

According to Peden, "In any normal driving situations without the tandem axle lift function, the drive axles produce friction and rolling resistance, which increases the amount of fuel usage. By disengaging and raising the axle when the driver doesn't need it, the fuel consumption is reduced by up to 4% on a return trip with the axle lifted, and this can significantly improve business bottom line.

"Our customer Kotamas has given us very positive feedback on their experience with our tandem axle lift technology, such as great drivability, lower fuel cost, less frequent tyre change and maintenance, and comfort for their drivers. Tandem axle lift function has helped increase the lifespan of the tyres by three times and significantly improved fuel consumption. As a result, their overall truck maintenance and fuel cost has gone down and they are very pleased with it."

Peden further said, "In addition, their drivers have more confidence and less worries about skidding or getting stuck in heavy mud when driving through challenging terrains. With great traction, safety is markedly enhanced, allowing the business to run smoothly without any unwanted disruption."

The tandem axle lift function also offers the driver better comfort when the truck is driven empty, which in many cases corresponds to 50 percent of the operating time. The in-cab noise level is lower and steering wheel vibration is reduced when only the tyres of one drive axle are in contact with the road.

Volvo Trucks' tandem axle lift function is available for the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16, all of which are powered for heavy-duty tasks.



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CONTENTS

36



30 - EDITOR'S NOTE

MARKET UPDATE

- 32** - TX-TRAILERPULSE – ASEAN First Fleet Management Device for Trailers
- 34** - Continental Malaysia Introduces Casing400
- 36** - Isuzu Welcomes New Dealers
- 38** - New MANN+HUMMEL Filter Protects Your Engine
- 40** - Valvoline Introduces Lineup of Biodiesel Compatible Engine Oils to the Rest of Asia
- 44** - Argo Shipping Doubles Capacity with Steelbro Sidelifter





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CONTENTS



48

EVENTS

- 46 - AMEE2020
- 48 - MCVE 2021

COVER STORY

- 50 - Sendok's Success Story

FEATURE STORY

- 54 - Larger than Life: Gran Max, A Compact Vehicle making Big Impacts

CELEBRATE

- 56 - The 40th Anniversary of Isuzu's Staunch Presence in Malaysia



50



56

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CONTENTS



62

ASIAN TRUCKER DRIVERS CLUB

59 - Shell Rimula Snap & Win Contest Concludes

TRUCKER OF THE MONTH

60 - This Trucker has the Coolest Customers

FILTER FOCUS

62 - Is Your Ride Immune to COVID19?



60

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CONTENTS



SKILLS

64 - Practice makes Truckers Perfect

TECH TALK

66 - Hydrogen Fuel Cell Technology Takes Over the Industry

SPECIAL REPORT

68 - The Vehicle Concept and Architecture of the Fire Truck of the Future



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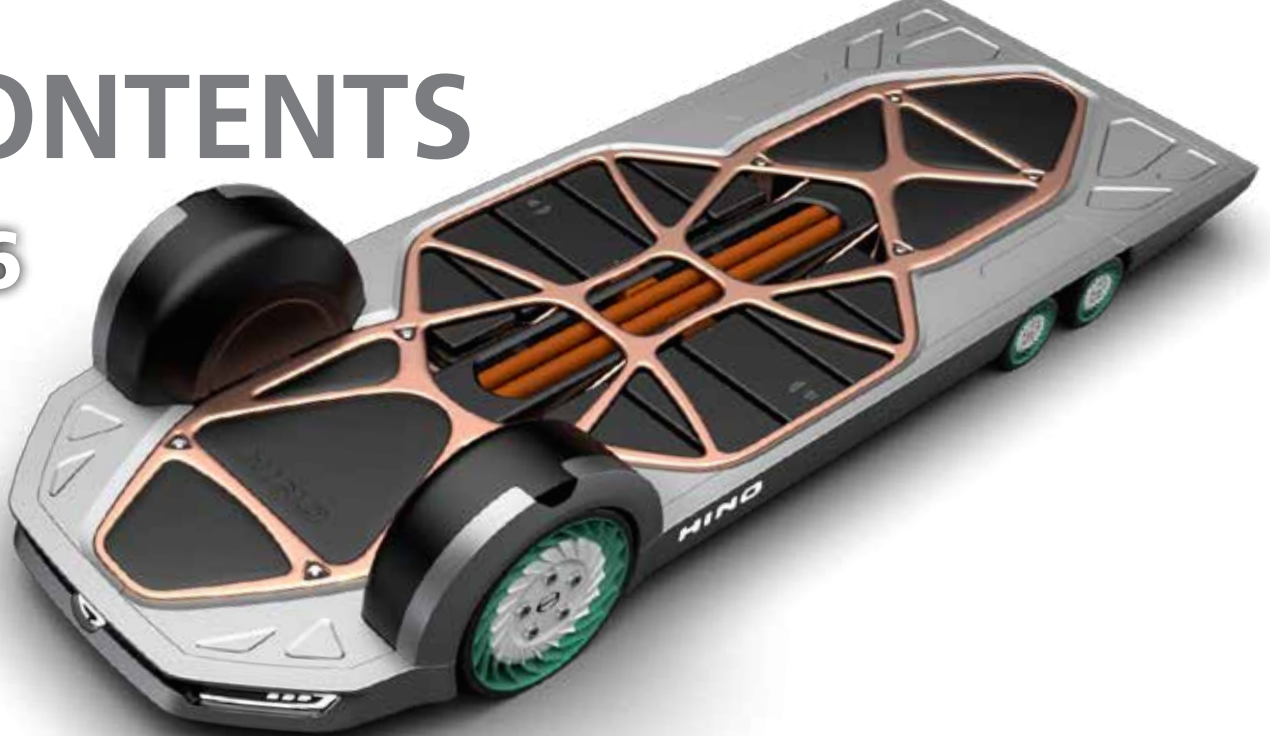
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CONTENTS

76



72

LAUNCHES

72 - The Mercedes-Benz New Actros

TRANSPORT FOCUS

74 - Safety First for Trucks Operated by Chemtrax

TRUCK FEATURE

76 - HINO – Flatformer

IN THE WORKSHOP

78 - On Tow – Getting the Trucks to the Workshop

SPARES AND PARTS

79 - Punctures Happen at Times When You Really do Not Want Them to Happen!



78

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CONTENTS



80

AXLE FEATURE

- 80** - Hua Jing Disc Brake & Air Suspension Products to Upgrade Your Safety and Comfortability

EQUIPMENT

- 84** - Lifting Your Goods: JAC FORKLIFT

COMPANY PROFILE

- 86** - BAS Mining Trucks – The Mining Specialist
- 88** - MBS Transport Refrigeration Supplies New to Used Units

HEADLIGHTS

- 89** - Pooling of Resources

- 90** - NEWS & NOTES



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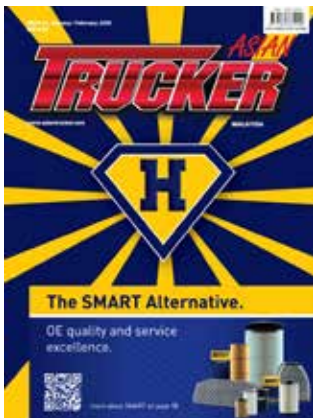
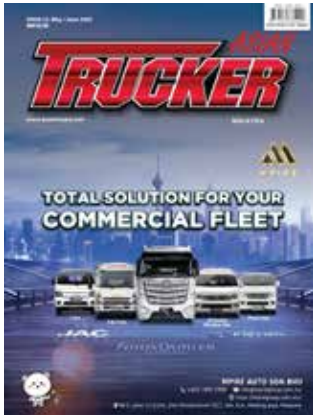
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their winnings from the Shell Rimula Snap & Win contest (and it was good to see them being healthy and upbeat) and Argo Shipping continues to be on course for their goal. All of which I have sprinkled throughout this magazine.

As I said it many times, this industry is never standing still. Not when it comes to the service delivery and certainly not in terms of innovations. With great excitement have I worked on the story about Rosenbauer's approach to developing new fire trucks. I know that our female readers are all waiting for another feature of firemen. Who doesn't like the Bomba? Hino's Flatformer may be very futuristic today, but if they make this vehicle a reality, I think they are onto a winner that could address the needs of our cities and communities.

After almost half a year without them, I am pleased to announce that we are starting to plan training sessions for our members of the Asian Trucker Drivers Club again. There will be a number of smaller sessions coming up. Naturally, we are taking it slow and we want to encourage safe behaviour: in the truck and in the office. Eventually, the series of events will culminate in the Malaysia Commercial Vehicle Exhibition 2021, which we are still targeting to take place in June next year. Interest for this show is also picking up again. If you plan to launch a new product or to use the show as a networking platform, I encourage you to book your space soon as there is only a third of the space left.

Stay Safe, Drive Safe!

Stefan Pertz
Editor, Asian Trucker Malaysia



the operation of these vehicles. Turn to the workshop story to get the insights too. Filters are, of course, important and I have found some interesting material on how to re-start our trucks after a long stand-still.

I am wearing a mask in this issue's picture accompanying this note. As you can imagine, being an editor is like being a gigantic filter. For example, I made the decision that we will not feature the bad things that are going on in the industry. Asian Trucker is to be a magazine that portrays the industry in a good light. Daily, I filter out messages and material that I deem not right for us. Also, I have a lot of power when it comes to writing the stories that you will find. Sometimes I don't want to, otherwise I cannot publish things that were said during the interviews. I have to filter that, while bearing in mind that I am still obliged to give you insightful articles.

In line with our approach to positiveness, we have a number of success stories in this issue. Isuzu celebrates 40 years in Malaysia, some of our drivers have finally been able to come by to pick up

Filtered Air? Filtered Information?

Filters play a huge role in transportation. There are oil, fuel, and cabin filters. The recent addition of facemasks to our lives makes it another essential filter that truckers have to worry about. And just like the ones needed to keep fuels and oils free from contaminants, the facemasks also filter out harmful substances. I think this is a fitting analogy as to how we keep our trucks healthy.

A tow truck may as well be the ambulance of the transport industry and I have been very lucky to be chasing, and finally reaching, one of these tow trucks. MAN was so kind to arrange a meeting where I could learn more




A GOOD COMPANY WINS WITH SCANIA ECOLUTION


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With Scania's New Truck Generation, Repair and Maintenance Contracts, Data Driven Services and Scania Ecolution added to their fleet, they have achieved better fuel economy, safety, performance, uptime and have reduced 1,230 kg of CO₂ – an equivalent to planting approximately 55 trees that have been flourishing for the past one year.

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TX-TRAILERPULSE – ASEAN First Fleet Management Device for Trailers

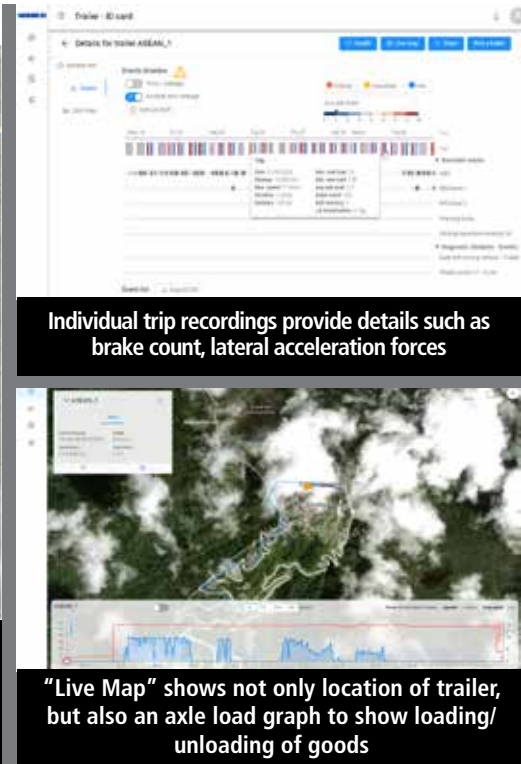
Technology is changing the face of the transportation. Connectivity between commercial vehicle and cargo, in combination with data analytics, are the main pillars to digitalization. Post pandemic data shows a reduction of more than ten percent in global transport activities. Therefore fleet owners are now not only looking for ways to reduce costs to protect profit levels, but also products that can protect their assets by improving road safety – such as Trailer Electronic Braking Systems (TEBS).

According to Jeremy Choo, Sales Manager, Trailer Systems, of WABCO South East Asia - there are more than 1 800 unit of Trailers that are equipped with WABCO TEBS in Malaysia. Designed primarily to optimise stopping distance and improve vehicle stability while braking, it is also able to record many useful information such as the trailer's axle load, tyre pressures.

Transics International NV, established in 1991, develops and commercializes fleet management solutions (FMS) for the transport and logistics sector. In 2014, it was acquired by WABCO. This synergy enables WABCO to leverage on their commercial vehicle systems expertise with Transics' world-class fleet management solutions.



"Event Context" shows location of RSS (Roll Stability Support) event - supported by date, time, speed



Individual trip recordings provide details such as brake count, lateral acceleration forces

"Live Map" shows not only location of trailer, but also an axle load graph to show loading/unloading of goods

TX-TRAILERPULSE is a robust trailer telematics solution that is designed to complement WABCO TEBS, by supplying real-time location and rich EBS-data to fleet operator's back-office software platform.

Some of the key TEBS Data are:


1. Diagnostic Error Notifications, such as low air supply pressure, faulty wheel speed sensors. These are critical problems which the fleet operator needs to rectify them immediately before the trailer develops brake failures.
2. Driver Behavioural Data, such as the number of ABS activations, braking frequencies, value of cornering forces (centripetal acceleration) and harsh braking. This kind of data are often used as key performance indicators to assess drivers' transportational goals as well as rehabilitate their bad driving habits.

The vehicle speed values are derived directly from the trailer's wheel speed sensors. It is more accurate than devices that are using GPS signals, which may not function well in places like tunnels.

3. Operational Efficiency Data such tire pressure values, ensure trailer's tire pressures are at optimum levels. This will help to decrease tire wear rate and improve fuel efficiency. It is also possible to integrate a brake pad wear indicator to provide notifications when brake pads are due for replacement.

One of TX-TRAILERPULSE's best feature is its capability to provide Axle Load Data. Fleet owners are able to know their vehicles payload, at any point of time and date, capturing not only location but also altitude. This data will not only help fleet owners to optimise their vehicle's transport capacity, but also ensure that there are no unauthorised loading/unloading activities during the vehicles' operational time.

"In the past, fleet operators often overlooked the features of their trailers as they placed their focus on the tractors. They forgot that the bulk of the gross vehicle weight, and the goods that they are transporting for their customer, is actually on the trailer itself. This tradition is changing," said Choo.

TX-TRAILERPULSE will bring value not only to the fleet operators, but also to all the FMS vendors in the market, who wish to enrich their offerings to their customers. 

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Continental Malaysia Introduces Casing400

Continental has confidence in their casings – so much that they are willing to put money towards it if they are not performing as promised.

Called “Casing400”, Continental Tyre Malaysia has introduced a new initiative that puts casings at the core of the effort to further reduce operating cost for fleet owners.

This initiative further emphasises that the premium technology behind Continental truck tyre development that has enabled its casing to withstand at least two retread lives. It is also part of the company’s effort to reduce the tyre wastage which may be harmful to the environment by encouraging users to retread their used tyres. Besides reduced tyre wastage, fleet owners are able to reduce their cost of not having the need of constantly purchasing new truck tyres through the retreading process. Continental Tyre Malaysia encourages fleet operators to compare the total cost of their pneus versus various imported brands.

Warranty on Extended Lifes

In the sales literature it says “extended warranty” and elaborating on this, Continental Tyre Malaysia explains that the original warranty only covers new tyres while the extended warranty will cover additional two retread lives, hence making it in total three life cycles. At the time of writing, Continental is the only company providing such extended warranty in the market.

The number “400” is very significant in this campaign. RM “400” is the maximum guaranteed value that Continental Tyre Malaysia will compensate for any manufacturing related defects on its first retread of tyre, subject to the terms and conditions and the selected model.


How Does this Work in Practice?

There is no need to apply for this program. In the case of a complaint, the buyer will need to refer to the seller, and the seller will submit their claim to Continental (like any normal new tyres complaint process). As soon as the claim has been validated, the buyer will receive the compensation via credit note.

In case the damages are caused by a road hazard or are retreading process related, the casings will be returned to respective sellers and then to the buyer, the claim will be rejected.

Continental got You Covered

Currently Continental Tyre Malaysia only offer Continental brand of truck tyres manufactured in two of their production locations: Petaling Jaya (Malaysia) and Modipuram (India). There could be chances of parallel imports of Continental brands of tyres from elsewhere and those tyres will not be included in the warranty.

According to Continental spokesperson, this is due to the fact that tyres manufactured in India and Malaysia have been developed to specifically suit the road conditions as well as application requirements of fleet customers in Malaysia. 



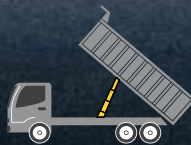
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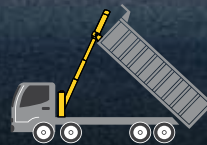
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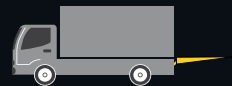
TRUCK-MOUNTED
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TAIL GATE



Isuzu Welcomes New Dealers



In line with the company's expansion plan, Isuzu Malaysia Sdn Bhd recently welcomed two new dealers to their nationwide network of Isuzu commercial vehicle outlets. The new dealers are GB Motors Sdn Bhd, based in Taiping, Perak and Truck Venture Sdn Bhd, located in Petaling Jaya, Selangor.

Strategically located, these two new dealerships will provide customers in their respective areas ease of access to visit the outlets, while offering a range of commercial vehicles to suit their business needs.

GB Motors Sdn Bhd, which is situated on Jalan Simpang in Taiping, have started commencing their sales operation since February 2020, mainly focusing on Light Duty commercial trucks and Pick Up Trucks. In addition, their outlet will be a welcome change as it is equipped with 3S facilities to meet sales, aftersales, and spare parts demand of Isuzu truck owners in the Northern region.

Meanwhile, Truck Venture Sdn Bhd will be offering Isuzu's full commercial vehicle line-up in their sales showroom, which is conveniently located in Section 51A, Petaling Jaya. Truck Venture began its operation in May this year, and is confident that their outlet will be met with a positive outlook, with businesses steadily reopening after the Movement Control Order (MCO).

According to Koji Nakamura, Chief Executive Officer of Isuzu Malaysia Sdn Bhd, "Together with our growing network of dealers, and in line with Isuzu Malaysia's move to adopt the company's 2020 vision of 'Bringing You Only The Best', we are determined to provide the best reliable products and professional aftersales services to ensure utmost customer satisfaction".

Currently, with the addition of GB Motors Sdn Bhd and Truck Venture Sdn Bhd, Isuzu Malaysia's total outlet count stands at 11 outlets in the Central region, nine outlets in the Northern region, ten outlets in the Southern region and seven outlets in the East Coast. Isuzu Malaysia is also present in East Malaysia, with seven outlets located throughout Sabah, and another seven outlets in Sarawak. **F**

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even in the case of tiny water droplets of up to ten micrometers. It works right up to the end of the service interval, even with a loaded filter element. Both single-stage and two-stage concepts on the market achieve relatively low separation efficiency of up to a maximum of 35 to 40 percent and therefore do not provide reliable protection for modern injection systems. Can be recycled and available as a set The new fuel filter will be available from now on for the independent automotive aftermarket in 100 percent OE quality. In conjunction with the PU 5003 prefilter, which protects the low-pressure pump, it will be available as the PU 12 010-2 z set for the Mercedes-Benz Actros, Heavy-Duty Engine Platform HDEP. Metalfree elements mean that both filters are completely incinerable and therefore can be recycled to protect the environment.

New MANN+HUMMEL Filter Protects Your Engine

New fuel filter protects commercial vehicle diesel injection systems against water and dirt particles.

Even high-quality diesel may contain traces of water, whether from moist air entering through the tank ventilation or from condensation in the large tanks used to store the diesel in gas stations.

However, advanced common rail diesel injection systems with injection pressures of up to 2 500 bar have higher requirements than simple mechanical systems in terms of the purity of the fuel. Tiny dirt particles and water drops can damage the components of the fuel circuit, which in the worst case can result in system failure. Another challenge is the composition of modern diesel fuels, which have changed greatly in recent years: they contain very little sulfur and have higher proportions of biofuel and additives. This results in the formation of very small and stable water drops in the diesel fuel and requires a new water separation technology. Three-stage water separation protects injection system If water enters the fuel circuit, it is reduced to small drops in the low-pressure fuel pump. After several fuel cycles, drop sizes smaller

than 1/10th the diameter of a human hair are possible. MANN+HUMMEL has developed a solution for removing these very small and finely distributed water droplets from the diesel fuel.

Fuel flows through the MANN-FILTER PU 12 004 z diesel fuel filter from the outside to the inside in three stages. This is referred to as pressure-side filter operation. In the first stage, the filter medium reliably removes solid dirt particles from the diesel fuel. The second filter stage uses a coalescer fleece. It retains even the finest water droplets from the fuel/water emulsion and combines them to form much larger drops. In the third stage, a hydrophobic sieve ensures that the enlarged drops do not enter the injection system. Gravity causes the separated water to collect in a water collection chamber in the filter module. A sensor signals as soon as the water needs to be manually drained or siphoned.

The MANN-FILTER PU 12 004 z separates over 90 percent of water droplets from current gpetrol station diesel fuels,

A PreLine prefilter is currently in planning for regions whose fuel quality is affected by high particle and water contamination. This is mounted on the intake side, also operates with three-stage water separation and ensures optimal protection of the engine. Service-friendly, patented concept when changing the filter When the mechanic turns the cover during removal of the filter, the retaining bracket of the element end plate connect firmly with their mating parts in the cover. When unscrewing, this bayonet bracket ensures that the entire filter element releases and lifts up from the connection in the housing without the usual force. This makes removal in the workshop much easier. When installing the new filter element, it must be engaged by turning it slightly. The company has obtained patents in a number of countries for the filter element with bayonet bracket. "Whether corrosion or cavitation effects in injectors, valves, or the CR-system high-pressure pump, this innovative separation technology greatly reduces damage that can result in system failure," says Martin Veit, Lead Product Engineer Fuel Filters Development in MANN+HUMMEL's Automotive Aftermarket business unit. MANN+HUMMEL has filed several patents for the new filter technology with the German Patent and Trademark Office as well as in other countries. **F**

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Valvoline Introduces Lineup of Biodiesel Compatible Engine Oils to the Rest of Asia

With the world's automotive industry going through a rapid transformation with tightening emission norms across the world, even the type of fuel required is changing rapidly.

One such change is the use of Biodiesel in many South East Asian countries, including Indonesia, Malaysia and Thailand where B10 or B20 is becoming a new standard. For efficient performance, the engine needs to be clean and free of deposits, as deposits lead to reduced acceleration and power loss. With such a high content of Biodiesel, normal engine oils could be struggling to keep the engine clean.

Valvoline, a leading worldwide marketer and supplier of premium branded lubricants and automotive services, has introduced an advanced range of engine oils which are Biodiesel compatible. Called All Fleet PREMIUM, this range of premium lubricants is readily available, today.

The Need for Special Lubricants

"Valvoline All Fleet PREMIUM and All Fleet E700 Plus engine oils help to protect the engine against oxidative thickening due to the use of Biodiesel," says Vikas Kapur, Director, Rest of Asia, Valvoline International. "With better oxidation resistance and protection against corrosion, these products deliver exceptional performance, even with Biodiesel."

Mr. Foo Siew Mun, OEM Technology Manager, Southeast Asia of Valvoline told Asian Trucker gave Asian Trucker some more insights into this issue for a understanding "What is the potential impact of Biodiesel on engine oil? It is the increase in "fuel-to-oil" dilution by post-injection. Now, what is post-injection? It is commonly seen in Electronic Injectors whereby the engine computer software maybe programmed with "post-injection" features for better emission control purpose."

According to him, two Key Factors of Biodiesel are: (1) the different chemical nature between petroleum diesel and Biodiesel; (2) Biodiesel's relatively high & narrow boiling range. This means, Biodiesel that does get into the crankcase is more likely to remain in the crankcase than the normal diesel fuel which evaporates more readily at crankcase temperatures.



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Once Biodiesel enters the crankcase, it can begin to breakdown into insoluble materials, which may form deposits on oil lubricated parts. Biodiesel in the oil can affect oil viscosity and oil oxidation. Some elastomers or rubber seals that are not compatible with Biodiesel may experience swelling, shrinking, or degrades: that may lead to oil leaks.

“Can a good quality engine oil help? Not really on fuel dilution, but a good quality engine oil can help protect against oxidation, piston deposits & sludge,” Foo said further. As mentioned earlier, the All Fleet PREMIUM meets the American API CI-4 rating and the European ACEA E7 rating. One may ask what is ACEA E7 rating about.

Highest Standards Met

The All Fleet PREMIUM meets the American API CI-4 rating and the European ACEA E7 rating. It is suitable for vehicles running with Biodiesel under severe conditions and up to Euro V emission requirements. It protects the engine against oxidative thickening of the engine oil due to the use of Biodiesel. With better oxidation resistance and protection against corrosion, All Fleet PREMIUM delivers exceptional performance, even with Biodiesel.

ACEA is the European Automobile Manufacturers Association that comprises of 15 major OEM

Automobile Manufacturers. ACEA classifies E-rating engine oil for Heavy-Duty applications. E7 focuses on piston cleanliness and cylinder bore polishing, in addition to excellent wear control, soot handling and lubricant stability. Products classified under E7 are suitable for vehicles up to Euro V emission requirements and running under severe conditions. In ACEA, there is a special Oxidation Test for Engine Oils Operating in the Presence of Biodiesel, called the CEC-L-109 test. During this test, the engine oil is heated up to 150 degrees Celsius for 168 hours and the oil viscosity increase cannot be more than 300 percent to meet E7 requirements.

Special offer: Health Check for Engines

Right now, Valvoline offers an “Engine Health Check Program” to customers who use All Fleet PREMIUM and who are interested to find out their truck’s engine health and its engine oil conditions through used oil analysis. This will be available through Asian Trucker’s website and Valvoline Malaysia’s Facebook page.

“Previously, we had a customer in Kuching, Sarawak, who came to us for this program. We discovered that the Aluminum content is higher than normal in his engine. We advised the customer to have a thorough inspection of his engine and he found the engine bearings were worn out,” elaborated Foo. This engine was actually due for overhaul and the customer was very happy with our program as it helped him to avoid an expensive major engine failure and repair.

Foo closed by saying “I hope we can help the transporters take BETTER care of their truck fleets. Thank you very much!”

About Valvoline


Valvoline Inc. (NYSE: VVV) is a leading worldwide marketer and supplier of premium branded lubricants and automotive services, with sales in more than 140 countries. Established in 1866, the company’s heritage spans more than 150 years, during which time it has developed powerful brand recognition across multiple product and service channels.

Dr. John Ellis founded Valvoline in 1866 when he discovered the lubricating properties of distilled crude oil, formulating the world’s first petroleum-based lubricant. Valvoline oil was officially trademarked in 1873. Valvoline has been key part of the global landscape ever since. Recently Valvoline launched “The Original Motor Oil” brand campaign, publicly proclaiming its status as the petroleum industry’s first U.S. trademarked motor oil brand.

Valvoline ranks as the No. 3 passenger car motor oil brand in the DIY market by volume. It operates and franchises approximately 1 400 quick-lube locations, and it is the No. 2 chain by number of stores in the United States under the Valvoline Instant Oil Change brand. It also markets Valvoline lubricants and automotive chemicals, including the Valvoline High Mileage with MaxLife technology motor oil for engines over 75 000 miles; Valvoline Advanced Full Synthetic motor oil; Valvoline Premium Blue heavy-duty motor oil; Valvoline Multi-Vehicle Automatic Transmission Fluid.

Valvoline has signed a multi-year global partnership agreement with Sevilla FC, which includes Valvoline appearing on the sleeve of the Men’s First Team. Both brands share a rich history of tradition and innovation in their respective fields. Valvoline’s heritage spans more than 150 years, during which time it has been on the forefront of motor oil technology – from introducing the world’s first racing oil to creating the first high-mileage oil. Similarly, Sevilla FC celebrated their 130-year anniversary this year of their winning heritage on the pitch.

About Great Ocean Automobile Supply

Great Ocean Automobile Supply is one of the key Valvoline distributors in Malaysia selling Automotive and Heavy-Duty Lubricants for varied applications including Fleet, Construction and Independent Workshops. 



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Argo Shipping Doubles Capacity with Steelbro Sidelifter

The use of sidelifters can address several issues, as demonstrated by Argo Shipping, which has recently taken delivery of their very first sidelifter, a Steelbro SB450.



A fairly young company, Argo Shipping Sdn Bhd has only been operating in Johor Baru for seven years now. However, being young means also that the company's management will look at things with a fresh pair of eyes. When meeting with Ivy Tan, Director, Argo Shipping Sdn Bhd and Teh Fai Yen, it becomes clear that the two have staked their claim and that they have a clear vision of where they want to take the business. Drawing on the experience gained from their past jobs, they grow by leaps and bounds through the use of smart tools, with the latest addition being a Steelbro sidelifter.

Loosing their jobs in freight forwarding has slowed Tan and Teh down only for a fraction of time. In 2013 they roused up four other former colleagues and started Argo Shipping. Given their background, the name chosen may not

surprise. As a vehicle, the company was meant to carry their ambition and "ultimately lead us to the golden fleece, our reward for our dare and hard work, as it was described in the Greek mythology," Tan explains. Argo, the name of the fabled ship of Odysseus, signifies and reflects their goal and spirit despite their humble beginnings with little to no capital.

Their ambition was rewarded when the duo received their permit for a haulage operation in 2015. Tan remarks that, "During that time, sidelifters were not as widely used as they are today. We would subcontract such units when we saw a need and would supplement our operation with a third party sidelifter." Today, the company has a fleet of 13 trucks and almost 100 trailers to move 20 and 40 foot containers. Over the years, Tan and Teh learned how to value sidelifters, but were not happy with the drawbacks that came with hiring outsiders. "Being dependent on the schedule of the sidelifter was stifling our own ambitions." To elevate their own service, Argo Shipping ordered a Steelbro sidelifter in the last quarter of 2019.



terms of volume “We move as much as our colleagues in Port Klang, but many would only think of Klang as the main port in Malaysia.” Such volumes need to be moved in order to keep Johor’s economy growing. “Imagine, the Steelbro sidelifter has doubled our capacity!” said Teh.

With the new tool, Argo Shipping addresses the lack of loading bays in many places where they are to drop off cargo. Instead of parking a trailer until the container is emptied, the container is placed in the ground, allowing the truck to move on to the next location, thus neither trailer, not truck ever sit idle. Trailers can also be somewhat inflexible as a trailer made for 20 foot containers can only carry that. The SB450 can take 20, 40 or 2 x 20 foot containers. Beyond the obvious use of the sidelifter to deliver containers, operators can also use it to transfer containers to other trailers. “We make use of this function in order to counter jams in ports. Imagine, we can go in with the sidelifter, pick up two 20 foot containers and transfer the boxes onto trailers waiting just outside the port. This will speed up things tremendously!”



Argo Shipping, while rooted in past experience and a traditional name has been always looking ahead. According to Teh, the company has always deployed the latest technology. “Thanks to that, we could easily continue operations throughout MCO as we had all the right tools in place for some time,” he said. On the operations side, the drivers were also prepared to welcome the sidelifter as many had prior experience with them. “We have two categories of drivers: the ones that already know how to use sidelifters and those that are keen to learn how to operate them.”

The Steelbro Model SB450 has a capacity of 45 tonnes and has been put to work at Argo Shipping just before the Movement Control Order (MCO) was enforced. As the team has prior experience in scheduling and managing multi-modal transportation, the integration of the unit posed no problem. According to Tan, the purchase of the sidelifter challenged mindsets. “Older operators would apply a paradigm, whereby they would want to have trailers only and a lot of them. The cost of a sidelifter is something that stops many from using them.” However, the investment has paid off Asian Trucker was told.

The mainstay of Argo Shipping’s business are commodities, goods that are bulky and heavy. What many don’t realise is that the ports in Johor, Pasir Gudang and Port of Tanjung Pelepas are almost on par with the other ports in Malaysia in

It may not come as a surprise that the company is still set to grow and the target number for prime movers stands at 20. Tan said that the plan is to add another sidelifter to cope with increased order volumes and to have a second unit on standby to deal with any spikes in orders that need to be fulfilled. She summed up the current situation by saying that there has been a higher acceptance of sidelifters and that the use of them is now much more widespread. **F**

AMEE2020

The 2020 Shanghai International Automotive Chassis System & Manufacturing Engineering Technology Expo.

In 2018, AEE Platform has held the first Automotive Chassis System Manufacturing Engineering Conference in China. After two sessions of successful conferences, it has achieved industry recognition in terms of technicality, authority and influence, and accumulated a large number of high-quality resources. Under the new circumstances of development of the automotive industry and new market demand, the AEE Platform will hold the industry's first professional exhibition in the field of automotive chassis system engineering in Shanghai from 2020.

AMEE2020 will be held in Shanghai World Expo Exhibition & Convention Center during October 26-28, 2020. This is the first professional technology exhibition held in the automotive industry for the chassis system industry chain. AMEE will build a cutting-edge technology and solution display platform for intelligence, electrification, electronisation and lightweight of new-energy automobile chassis system, chassis design & development engineering, advanced manufacturing engineering, chassis trend engineering and lean product engineering of passenger vehicles, commercial vehicles and special vehicles, as well as other relevant industrial chains.

Delegates or exhibitors interested in participating in the event are encouraged to visit the official website for more information.

Exhibition Data

- 8+ Con-current Conferences
- 8+ Theme Exhibition Zone
- 350+ Exhibitors
- 15 000+ Professional visitors

Exhibition features

- * Industrial uniqueness
- * Manufacturing industry chain
- * Chassis ecosphere
- * High quality of the exhibition
- * High standard of conferences

AMEE2020
Shanghai International Automotive Chassis System & Manufacturing Engineering Technology Expo

Time: 26-28 October 2020 Venue: Shanghai World Expo Exhibition & Convention Center

Chassis system R&D
manufacturing engineering and future trend one-stop platform

Design & Development Engineering Advanced Manufacturing Engineering

Chassis Trend Engineering Lean Product Engineering

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MCVE 2021 – Regional Launchpad for Commercial Vehicles and Related Products

With the industry being put on a holding pattern during the pandemic, those looking for a suitable launchpad to showcase their latest products might find MCVE 2021 ready for them.

Many found themselves without a suitable way to launch their new products or services during the first half of the year as much of the world was in lock-down. Exhibitions have been postponed or cancelled. Meanwhile, the pipeline of new products and services is full and makers are ready to showcase their latest offerings.

Although these products may be launched a little later than anticipated, presenting them to the market at MCVE 2021 will mean that they are still presented to a wide audience from the region. "With MCVE being an established exhibition, we hope that more exhibitors will come to join us as we represent one of the few events that are currently scheduled for next year," said Stefan Pertz, Organiser of the event, which is seeing the fifth instalment coming up.

A number of established brands have already signed on and are gearing up to be present at the show. Adding to the excitement is newcomer Hap Seng Trucks Distribution, which is currently occupying the single biggest space at MCVE 2021. Other new joiners include Greateocean Automobile Supply Sdn Bhd, Kitar Teliti Sdn Bhd, Maxlastic and Servcar Resources and Webasto while HYVA is making a comeback.

Talking about the fringe program, Pertz assured that there will be plenty of action. However, he asked for patience as the organisers would need to monitor the situation and ensure that whatever is done to support the event is aligned with the prevailing rules resulting from the current pandemic. "We are confident that it

will be a great show, with a lot of sub-events. Delegates and exhibitors can rest assured that we will adhere to any rules imposed and that the safety of everyone is our utmost concern, as it has always been."

The 2019 instalment of MCVE, the region's biggest exhibition for the commercial vehicle industry was fully sold with three days filled with seminars, driver competitions and the "Hour of Power", making it a resounding success that was lauded by the industry. At the time of writing, some 70 percent of the indoor space had been taken up and interest has been picking up again. Pertz recommends that those interested in making the event their venue to network, showcase new products and foster relationships book their spots swiftly in order to avoid disappointment. **F**





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Sendok's Success Story

Asian Trucker got the opportunity to talk to key members of Sendok Group to see what it takes to put their vehicles on Malaysian roads.

In any organisation, the sales department plays a pivotal role in the success of the business. The unique and important role of sales is to bridge the gap between a potential customer's needs and the products or services that an organisation offers that can fulfil their needs. Here, we delve into the achievement of some key sales personnel that has allowed Sendok Group to cement its reputation as the dedicated commercial vehicle provider it is today.

Gwee Bok Wee hails from the Southern state of Johor. Having left school at an earlier age due to financial difficulties, he then moved to Singapore to work at a spare parts distribution site. Having had an interest in vehicles since young, it was only fitting for Gwee to pursue his career in the automotive industry. On his break, Gwee and his friends had the opportunity to travel to Kuala Terengganu for a holiday. It was there where he realised that the state was in need of a spare parts distributor. "Old and broken down trucks were left by the roadsides, with no intention of being retrieved or scrapped. Back in Singapore, old and unwanted vehicles were scrapped so it was a shocking sight for me. I thought why not start a business in Kuala Terengganu selling spare parts to ensure a continuous supply of spare parts. It was killing two birds with one stone because I get to start a business and help out the community, by making sure broken-down vehicles were given a second chance at life," he shared. He went on to discuss the plan with his boss back in Singapore and with his boss' blessings and support, Gwee started the business in Kuala Terengganu in 1980, about 440 kilometres northeast of Kuala Lumpur as the only second hand spare parts distributor in town.

As business picked up, Gwee got the opportunity to visit Japan, Europe and America to source parts and expand his business across Malaysia. In 1990, they moved the entire operation to Klang. "It was a no-brainer situation. As many of our parts were imported from around the world by then, it would have been costly to transport the items from Port Klang to Kuala Terengganu. It made sense logistically to move our base to Klang, nearer to Port Klang."

During that time, the company also traded second hand vehicles which proved to be quite popular among Malaysians. As business began to flourish, Gwee was met with some hurdles as foreign vehicle manufacturers began to grumble that Sendok Group was causing their customers to ditch new vehicles for second hand ones. After discussions with the Government, Gwee decided to apply for an assembly licence which will allow R&A Commercial Vehicle Sdn Bhd (RACV), a subsidiary of the company to assemble and manufacture all kinds of commercial vehicle, reconditioning of the cabin, chassis rebuilding, engine and transmission rebuilding and upgrading. RACV also oversees spare parts for Sinotruk and CAM.

To boost his assembly business, Gwee took a trip to China to see the offerings of Chinese automotive manufacturers. On why he selected China, Gwee shared that "Chinese vehicles were unheard of back then. China was just getting started jumping on the automotive bandwagon of exporting to countries outside their



vast domestic market. I thought that it was a good opportunity for us to introduce something new to the market. The price point was an added advantage as well. Today, the number of Chinese vehicles on the roads have increased by leaps and bounds and are used around the world."

On how he persuades his customers to purchase from him, Gwee said that after-sales support is essential. "We offer a five year unlimited warranty for some of our products. That is how confident we are in the quality of our vehicles. We also have approximately 100 service points across the country that makes it easier for our customers. Customers have reflected to us that they feel assured when they purchase our vehicles because spare parts availability is never an issue. We continuously ensure that customers are able to source spare parts for their vehicles even after the warranty has lapsed."

In line with the expansion of the company, CAM was founded in 2009 to specialise in light commercial vehicles, under the sales and marketing division of Sendok Group. The Malaysian brand offers products ranging from 1 ton to 70 tonnes including pickups, light trucks, 10-18 seater vans, minibus, caravans, heavy machinery and mining trucks. Gwee further emphasized that Sendok values customer feedbacks. "The Co-Star is one such product. Our

customers wanted a miniature bus that makes for easy city manoeuvrability and we delivered. The CAM Co-Star is also the only bus in Malaysia that can be registered for private use."

On some future plans of the company, Gwee shared that they are in the planning stage of manufacturing electric vehicles. "COVID-19 inevitable slowed down the process but we are currently working on it. In my opinion, electric vehicles are a way forward as more and more business owners are prioritising sustainability. More details will be revealed when we have more concrete plans" he concluded.

Loo Lian Khing is no stranger in the trucking industry, having begun his career in 1983. Loo, a MU graduate, kick-started his career selling spare parts and eventually became the branch manager. Later on, he started the Renault franchise in Malaysia and subsequently went on to work for Cycle & Carriage selling their trucks. Loo recently started working for Sendok Group where he is responsible for selling Sinotruk. He has been selling Sinotruk for more than a decade under various companies. It is no wonder that his customers refer to Loo as a Sinotruk expert.





According to Loo, the factors that determine a truck purchase versus that of a car are poles apart. "Customers usually have a specific image in mind when they buy a car but for trucks, it is more about usability. A truck can be customised to different usage and functions. When selling a truck, you form a relationship with the customer to assist them after they have bought the truck. I think of all my customers as friends. One might even say that after-sales is the most important aspect of buying a truck. Most people do not just buy one or two trucks at a go, they usually purchase ten or more than that to add to their fleet, so knowing what are the determining factors in making a purchase plays a vital role in closing the sale," shared Loo.

To allow his customers' trucks on the road with the highest possible uptime, Loo has to ensure that he is reachable at all times. He said that "I have to make sure that I

am reachable around the clock, in the event of a breakdown or an emergency. Usually the scenario that plays out is that one of my customers' truck breaks down in the middle of the night, the driver will then give me a call to determine his location and the severity of the problem. They could be in a town or even deep in a plantation. I will then call our mechanics or support staffs to head to the location to resolve the problem. Sometimes, if we are able to decipher the problem, we might be able to resolve the issue on the spot but if we are unable to pinpoint the problem, we will have to tow the truck to our workshop so that the truck can be meticulously looked into. I make it a point to constantly update myself and my customer on the status of the truck along the way."

On what customers look for in a truck, Loo shared that the first thing most of his customers look at is the specifications of the truck, then pricing. "There are so many

brands and sellers of trucks here in Malaysia, so it is inevitable that customers will compare. It is up to me to persuade them to put their trust in me and it is not something I take for granted because without trust, it is only a matter of time before the relationship crumbles. And when they trust me, they recommend me to their friends and it is word of mouth that is significant to making a sale."

On his accomplishments since joining Sendok Group, Loo expressed regret that the timing was unfavourable towards him. He said "It is unfortunate that when I joined Sendok Group nine months ago, there was a political crisis in Malaysia and then there was the pandemic that plunged the world into a state of uncertainty. But now that we are starting to revert to normal, things are picking up. We at Sendok Group just started going into work not too long ago and I have continuously been answering to inquiries about the trucks. I am optimistic that by the end of this year, things will pick up."

Having been in the industry for so many years, it is without a doubt that Loo has a list of accomplishments to back him up. Loo was responsible for bringing the Sinotruk brand into Malaysia. From an unknown brand, Loo propelled Sinotruk to being one of the biggest Chinese brands in Malaysia. In 2013, the Sinotruk Howo 6x4 emerged the winner in the Prime Mover of the Year (three axles) category in the NST-Shell Rimula Truck of the Year Awards. On why he decided to bring in Sinotruk, Loo shared that when he was selling European trucks for Cycle & Carriage, the price was getting steeper by the year. "The market was not competitive back then as there were only a few makes of trucks available in Malaysia. I thought that Sinotruk will be able to provide a competitive edge to the Malaysian market. I was able to sell 100 units in the first year and I believe that reflects on the market demands. Customers were anxious about the increasing price for European trucks and the availability of Sinotruk was a relief for them without a compromise on quality," he concluded.

Alan Chai has been with Sendok Group since 1996. He joined as a construction supervisor, overseeing the workshop and spare parts inventory. With his vast experience in the technicality of trucks, he was given the opportunity to be part of the sales team in 2015. Now, he is a senior sales manager at Sendok Group, specialising in the sale of Sinotruk models.

Chai shared that he is glad that the company partakes in exhibitions and road shows to continuously market their products. "It is important to get the name of the company out there so that people recognise our name when thinking of commercial vehicles. Word of mouth is vital as well. When a customer is satisfied with our service, their recommendation means a lot to us," he shared.

As one of the biggest truck brands in China, Sinotruk has made a reputation for itself across the world. "It is no different in Malaysia" said Allan. "Most customers will study and research truck models when they want to purchase trucks. They will naturally have some basic knowledge about trucks. Supplying more technical knowledge is where I come in. I will recommend them truck models based on their usage and the nature of business. This will allow them to decrease fuel usage and lower the overall cost of ownership, which I believe plays an important and deciding factor when making a purchase."

Chai reiterated that "one of the first few things customers ask about is our after-sales service. To strengthen their confidence, I sometimes bring customers on a tour to our customer service centre so that they can see for themselves our organised and well-stocked centres. As Chinese trucks are considered relatively new in the market compared to Japanese and European trucks, the availability of spare parts will no doubt raise some concerns. To counter that problem, Sendok Group has invested in a well-stocked warehouse with all sorts of parts."

Tan Say Keong used to be a customer of Sendok Group's rebuilt vehicles when he used to be a



vehicle dealer some time ago. As time passed and the relationship between both parties grew, Gwee proposed to Tan to manage a 3S centre in Johor Bharu. That was how Tan came to manage the Johor branch.

On how the location plays an important role in marketing their vehicles, Tan shared that "Johor is a major gateway to Malaysia through Singapore. Many factories have their hubs here in Johor Bharu it is an important trucking hub in the Southern region of Peninsula Malaysia. With the presence of a service centre here, it will be easier for our customers to bring in their vehicles for service and maintenance intervals. The close proximity of the location saves them time, which is definitely an added plus." The 3S centre comprises of sales, service and spare parts.

Tan added that Sendok Group does a thorough job of marketing their products, with constant updates and launches to suit customer needs. "Many business owners also take pride in that CAM is a locally grown brand and are proud to support us. It allows for the local automotive industry to learn and grow and eventually rely lesser on foreign manufacturers. Although the local commercial vehicle manufacturing industry is still in its early stages, I believe Sendok Group plays a vital role in propelling its growth," said Tan.

He further concluded that with almost 40 years in the industry, Sendok Group has proven time and time again that they are a reliable company and will be there in the future to serve and attend to customer needs. **✚**



Support your local business by visiting Atap by Pagi Coffee Co. @ SS15, Subang Jaya or check out www.pagicoffee.co for special collaboration & events catering hire. #DaihatsuSupportLokal

Larger than Life: Gran Max, A Compact Vehicle making Big Impacts

Versatility: Check! Flexibility: Check! Easy Handling: Check! The Daihatsu Gran Max may be an unassuming vehicle, but when looking at the many uses, it becomes clear that this vehicle is a star in the SME community.

Transportation and the food and beverage industry are closely linked. In the past few years, we have seen the rise of the food trucks. In the search for unusual and interesting uses of commercial vehicle we came across a specialty truck, one that brings artisanal coffee to you. Christopher Chuah is a dentist turned Chief Barista, who found an innovative use for the Daihatsu Gran Max. Chuah's concept was borne out of the insight that artisanal coffee is not easily accessible, and with a little push from his dad, he started out with a food truck, unlike others that may prefer a brick and mortar location as their base.

Brand Confidence

"Leave your caffeine needs to us" is the tagline of Pagi Coffee Co. and the truck could be booked for corporate events or festivals and with the full gamut of equipment is ready to serve up to 500 cups per day. Conceptually, the vehicle was chosen as a stepping stone as the assumption was that a food truck would be cheaper to maintain and that it could be used as a tool to convey other business ideas as well. "There were several options for my first truck. Initially, I wanted to buy a second hand truck and go in with very little investment." Reliability and low maintenance cost were top of the list of requirements and with that, the Daihatsu Gran Max made it quickly to the top of the list. Getting a nudge from his dad, the business was financed by the senior under the condition that the vehicle had to be a brand-new one, thus mitigating any risks associated with a used vehicle. Helping with the decision was also the association of the Daihatsu brand with the national car: the Myvi, which is undoubtedly a Malaysian favourite, lending its credibility from the fact that it shares technology of Daihatsu vehicles sold globally with the same international standards in terms of being economical, durable quality, performance.

"I have also seen a lot of other food truck businesses depending on this brand and that gave me confidence. Knowing that this is a reputable brand, I was also assured of it being a safe vehicle," Chuah said. The decision for the Japanese vehicle was further supported by a visit to a authorized Daihatsu body builder, a specialist in food truck construction. "They took us to their factory and we could see first hand how they would approach the customisation of our food truck and that further boosted our confidence. Overall, the experience as a first-time truck buyer was very pleasant as it was a one-stop solution." The

requirements for the coffee business posed certain problems, however, the design was done in accordance to the needs of Pagi Coffee Co., whereby the food truck now features two generators and is using electricity as opposed to gas as many others would.

Test Drive

Having passed the GDL exam, the driving could start and for the past three years, the food truck has been all over the Klang Valley and even to Penang. Chuah's smile was reminiscent of fun times when he recounted how he practiced driving the food truck when he first got it, getting used to the manual gearbox, the sizes and characteristics. "To be honest, it actually drives very much like a passenger car." Put to the test, the Pagi Coffee Co. truck also made it to Penang without a hitch, which according to him, was not what others may have experienced using other brands. The trip to Penang was to attend a world record of having the most food trucks in one place and as he would drive along the highway, he could see many other food trucks having to be rescued after a breakdown.

Fuel consumption is one of the considerations, as the trip to the pump would require scheduling. "As such, we are very happy as we only

need to refill every three days. This allows us to run the business without having to refill too often." Eventually, the food truck would also have to be serviced and Chuah describes this process as smooth and easily accessible as a service can be scheduled to be done on the way to the location where the food truck is needed and takes only a short while. The only thing Chuah hopes for is for Daihatsu to include slightly bigger tyre size considering the load for his specific vehicle may require certain adjustment made to the wheels.

"It is actually quite surprising how big the Gran Max is. I am fairly big and we have no issues working in the back of it when we are on site. After three years, I can only recommend the Gran Max for food truck operators. There is a lot of value in this vehicle, down to the feeling that you are a superhero when you run a coffee stall on wheels, akin to the excitement you get from an ice cream van coming round the corner," Chuah sums up his experience.



The truck lays a pivotal role. "For a start, the running cost is very low and maintenance is cheap. This is important for us as we want to keep the operating cost low," Hafifi says. About two years ago, the business relocated. Rent had increased dramatically in Shah Alam and the business moved to Rawang. "One consideration was that the transport cost would eat into the savings in rent we have achieved through the move." However, the trusted Gran Max has proven to be a boon for the business as it is not only economical, but also easy to handle as several employees handling deliveries have confirmed.

Flexibility Saves

During the Movement Control Order, the Gran Max proved to be a useful tool for the business. While normally used to deliver frozen food and catering, being on the road every two days, during the most part of this year, the Gran Max has been re-purposed to deliver meat products to private households. "Since the delivery truck is a commercial vehicle and we are in the business of providing food items, we could go through the roadblocks and supply to consumers directly." This way, the business sustained during these trying times.

Praising the handling of the Gran Max, Hafifi is confident to recommend the vehicle to other businesses. "The low maintenance cost and easy operation is ideal for small businesses. When we have to have the Gran Max checked by PUSPAKOM, we simply combine this with a service at the official workshop. Considering the low cost of a service, there is no reason why we should not insist on genuine parts too." Jokingly, he said that he might be starting to imagine sounds coming from the vehicle, seeing how it has been a trusted workhorse for over five years.

Hafifi is confident that the remainder of the year will be a successful one that allows him to expand the business. "Surely we may need more than one Gran Max if our business grows. Maybe we will have to visit the showroom to see options as our needs may have evolved." **T**



Support your local business by checking out Fieda's Kitchen Facebook @fiedaskitchen to order their famous frozen rendang. #DaihatsuSupportLokal

Another Food (Delivery) Truck

Beefing this experience up is Hafifi Oraif Bin Hamzah, Director of Fieda Resources (M) Sdn Bhd. The business, which he runs together with his sister was initially set up in Shah Alam, selling Nasi Lemak. A leap happened when the pair realised that many coffee shops would buy frozen beef and chicken rendang for their locales. The decision was made to expand the business and to refocus. However, the increased business volume also meant that deliveries could no longer be done by using private cars. The Daihatsu Gran Max was recommended by a colleague as the best option and was eventually purchased for the operation five years ago.



introduced Isuzu trucks to meet demands of the local market. Today, Isuzu is synonymous for offering a wide range of trucks that have become the preferred choice for quality, durability and cost-efficiency.

In 1989, ACM was acquired by Heavy Industries Corporation of Malaysia Berhad (HICOM), a conglomerate in the automotive, services and properties sector. Later on, in 1994, a joint venture agreement was struck between Isuzu and DRB-HICOM to establish Malaysia Truck & Bus Sdn Bhd (MTB), a manufacturing and assembly plant in Pekan, Pahang, to cater to the domestic market's need for reliable commercial vehicles. The company was later incorporated as Isuzu HICOM Malaysia Sdn Bhd.

Isuzu Malaysia Sdn Bhd (IMSB) was incorporated in September 2004 as a tripartite venture between Isuzu Motors Limited, DRB-HICOM Berhad and Mitsubishi Corporation, to strengthen the company's reach within the region. Although IMSB became the authorised importer and distributor of Isuzu vehicles in Malaysia, ACM continues to serve as one of Isuzu Malaysia's authorised local distributors.

In October 2010, Isuzu commenced production of the Isuzu N-Series Light Duty trucks, which was subsequently launched in November 2010. Since then, various trucks and

The 40TH Anniversary of Isuzu's Staunch Presence in Malaysia

The year 2020 marks Isuzu's 40th Anniversary of its establishment in Malaysia. Isuzu humbly began in 1980, when Automotive Corporation Malaysia Sdn Bhd (ACM) became an official distributor and first

ISUZU



Isuzu Malaysia CEO
Koji Nakamura




Moreover, Isuzu's remarkable achievement is also the result of top-notch services and support rendered by Isuzu Malaysia's skilled dealers and workforce. Isuzu prides itself as a company that prioritises customer needs with great care and consideration, through its excellent after-sales services.

In 2017, Isuzu Malaysia reached a new milestone with the launch of their flagship after-sales facility in Shah Alam. The Isuzu Service Centre (ISC) provides vehicle owners and users efficient and timely vehicle care. The establishment of the ISC also aims to enhance relationship with customers, by effectively supporting their total ownership needs.

Moving forward, Isuzu Malaysia's Chief Executive Officer, Koji Nakamura, believes that greater efforts must be done to consistently achieve customer satisfaction. According to Nakamura, "Customer satisfaction and value-added services should always come first – especially in times of economic uncertainties and stiff market competition."

Isuzu Malaysia will continue to strengthen its presence and commitment to achieve excellent customer satisfaction through its wide network of dealers and service outlets. At the moment, there are Isuzu outlets strategically located in every region of Malaysia, ranging from 1S centres to the more comprehensive 3S centres. Currently, there are 12 outlets in the Central region, nine outlets in the Northern region, ten outlets in the Southern region and seven outlets in the East Coast.

Isuzu Malaysia is also present in East Malaysia, with six outlets located throughout Sabah, and another six outlets in Sarawak. All East Malaysia outlets are 3S centres. 



commercial vehicles have been produced locally, including the N-Series Crew Cab, N-Series Light Duty Hi-Power, F-Series, D-MAX, N-Series 4x4 NPS, N-Series NPR and NQR models. Locally, Isuzu Malaysia is the only brand in the market to offer a wide range of both commercial vehicles and pick-up trucks to suit various needs in a one-stop shop.

Isuzu's long history in Malaysia, coupled with its line-up of commercial vehicles that are highly sought after and trusted, has sealed its spot as a firm favourite among local businesses. The ELF Light Duty truck has consistently managed to secure the No. 1 spot as Malaysia's preferred Light Duty Commercial Vehicle, based on yearly figures released by the Malaysian Automotive Association (MAA).

ASIAN TRUCKER DRIVERS CLUB

UPDATE



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Shell Rimula Snap & Win Contest Concludes

The last two drivers winning the monthly Shell Rimula Snap & Win contest were finally able to collect their winnings from the Asian Trucker office. Initially scheduled to receive the goodies in March, the handover had been delayed until meeting the drivers was possible again.

This concluded the 12-months campaign in which drivers were asked to snap pictures of themselves with Shell lubricant products in order to qualify for being the monthly winners. Thanks goes to Shell Rimula, which has been

supporting this activity, which saw many truckers going to Shell stations to pose with products in an attempt to grab the promised goodies. We are sure they will enjoy their gifts. **T**

Asian Trucker Drivers Club Taklimat Keselamatan

Tarikh : 26 September 2020
Masa : 9:30pagi - 12:00tgh
Tempat : Hap Seng Trucks Sdn. Bhd.
Lot 2, Jalan Sultan Mohamed 6, Bandar Sultan
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This Trucker has the Coolest Customers

Right up there on the list of joys for children and adults alike is the sound of the ice-cream van. Our trucker of the month is one happy trucker as he gets to see the country while delivering happiness.

Being a professional truck driver for 20 years, Jamaludin Bin Zakaria has been with Polar Ice Cream Sdn Bhd for 15 years now. The day starts in the wee hours for the drivers of this company. They arrive early to load their lorries before they leave at between 9:00 to 10:00 am. From Balakong, the trucks disperse in all directions to deliver the products.

"Every day, I drive up to 800 kilometers. My tour would take me to Johor for example, where I deliver the ice cream and then I may come back. Or stay in a hotel to get enough rest." When asked what he enjoys the most, it is "The view". Travelling all over the country, Jamaludin also knows good places

to stop and eat everywhere. "If I go to Johor, I would plan my route so I can stop in Seremban to get food," he reveals.

The scope of work and pace is rather unusual for any truck driver. While the ice cream has to be delivered to convenience stores, supermarkets and other outlets, there is no fixed time for when the goods have to arrive. As long as they arrive. "I chose to be a truck driver because of this, it is a stress-free job. The only thing I don't like is a punctured tyre!" Clients understand that anything can happen on the way and getting the ice cream eventually is more important than risking accidents when drivers would have to rush.

Jamaludin is enthusiastic about his profession. "Every Sunday is an off day and I can use the time to follow my hobby, which is riding my motorbike. The pay is good and I enjoy that I can get to see all of Malaysia as part of my

daily work." His most memorable moments are the occasions when his boss is treating him to a meal. However, he does not want his daughter to follow in his footsteps as he thinks that the profession is not safe enough for females.

Piloting the small JAC truck, he says that the vehicle handles very well and that there is no issue when on the highway. The unwritten code among truckers stipulates that the smaller vehicles get to use the middle lane, while the big brothers give them space and stick to the leftmost lane.

To do this job well, Jamaludin says that two things are very important: "We as drivers need to be healthy and have stamina and the truck we drive has to be safe and reliable." **T**





Drive SMART and have your vehicle inspected thoroughly before heading off after your vehicle has been inactive for a long period. Act SMART by replacing all filters and fluids where necessary.

Humidity and harsh elements in nature can overwhelm the car when left parked for long period. The cabin and engine air filter is a haven for mould growth and open-air vents becomes collection surface for dried leaves and other microbial growth. Contaminated air spells trouble to the health of both the vehicle (engine air filter) and the driver (cabin air filter)



Is Your Ride Immune to COVID19?

Lockdown is the most dreaded word during this global pandemic. Freedom is at stake and movement is monitored. We feel stifled by all the measures imposed on us...and indirectly our beloved ride. Ever imagine what is happening to a machine which was designed to move when it remains stationary for long period of time? Some frequent travelers may wave this aside and reckon a couple of precautions like disconnecting the battery, parking under a good shade will ensure a normal working car after a couple of weeks of sedentariness. But what if this is extended to a couple of months or more?

Just like our body, inactivity spells trouble for our health. Weaken muscles, stiff joints, a weaker heart, etc. It may not be apparent on your truck, but if we take a closer look, an equally elusive pandemic might be brewing within your ride.

So what can possibly go wrong? For starters, moisture build up will lead to a host of concerns:

1. Fuel tank: During the warm day the tank expands and contracts during the cool night, wet air gets sucked into the tank and condenses on the cool tank internal surface. Water in fuel will lead to poor combustion, damage to the fuel pump, corrosion to the tank, bacterial growth and hydrolock.

What to do:

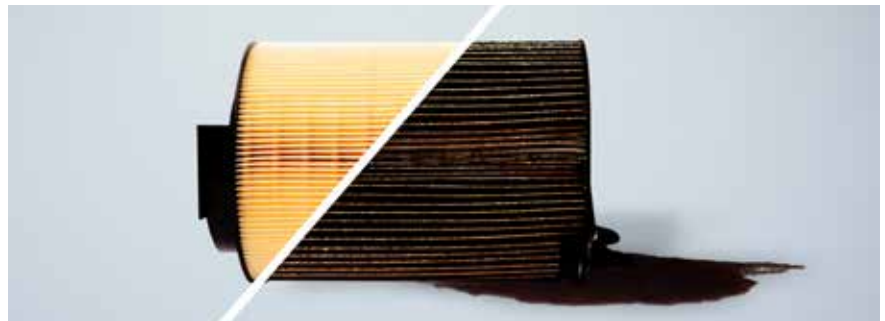
- Drain the fuel tank and let it dry
- Replace fuel filter as a wet filter does not provide a proper filtration
- Add fuel additives to introduce corrosion inhibitors and separate emulsified water
- Drain the water collector in the fuel system

2. Mould growth: Damp air circulating within the car leads to further condensation within the cabin. Without the dry air from the air conditioner, mould can thrive and spread on damp surfaces. Most mould can be wiped off quite easily with a cloth but in hidden areas like the air conditioning system, more needs to be done.

What to do:

- Wipe clean all the visible mould
- Spray disinfectant while running the air con
- Sun baked your car under the sun
- Replace the cabin air filter, preferably with anti microbial layer

We now know that moisture can cause concerns for a long sitting car. Conversely, when there is lack of it, or more specifically lubrication other problems will spring up too. When a truck runs, the engine oil is circulated around the engine, coolant runs through the cooling system and gears gets lubricated and dirt/contaminant removed. However when a car sits too long in the yard, the fluids stagnate and a second wave crashes in.



After a long period of engine inactivity, soots and other contaminant within the engine oil start to coagulate and turns to sludge. Engine start up after a long downtime can lead to blocked filter and damaged filter media.



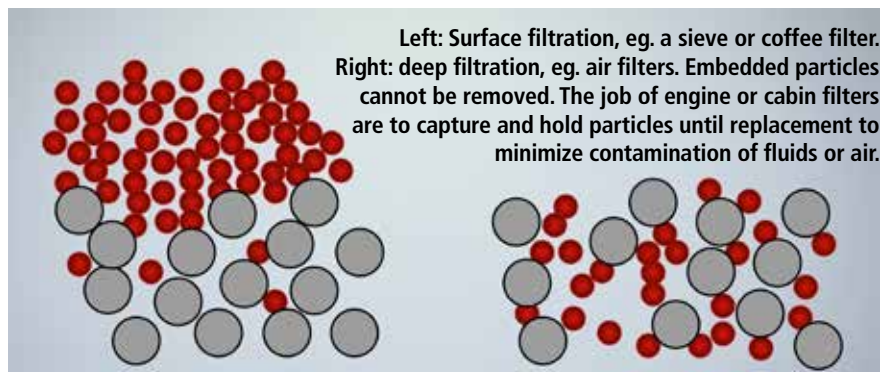
Replace and do not recycle air filter by de-dusting. De-dusting will introduce more dust to the clean side of the filter. At the next engine start, dirty air will enter the engine.

3. Dried up seals/ gaskets: Rubber seals are susceptible to excessive weather like the sun and the cold. The effect of these harmful agents are compounded by the absence of lubricating fluid that keeps them moist when a car runs. Seals and gasket may dry up, becomes brittle and crack resulting in leakage or permits foreign agents like moisture and mould to enter the system. Coolants, engine oil, brake fluids are all sealed within their respective boundaries and these are crucial functions of a vehicle which needs to be checked.

What to do:

- Check the seals and replace if necessary
- Top up or replace the brake fluid, coolant and engine oil

4. Stagnant oil and coolant: These circulating lubricants are not meant to be stagnant. They need to be circulating and when they are not, the system they are servicing may suffer. Cooling internals may corrode and coolant properties may degrades the next times it runs again as it picks up more contaminants. Engine oil is laden with metal particles, soot, and some traces of fuel. They do not get



burnt off by a running engines when the car is parked. The contaminants becomes sludge as they coagulate in the oil. The next time the engine runs again, the cleaning and lubricating function might end up scarring and contaminating the engine.

What to do:

- Flush the cooling and oil system
- Replace coolant and engine oil
- Replace the oil and coolant filters

There might be other stagnant car related problems not mentioned in this article, so for an assured and comprehensive assessment, drop by a trusted workshop for a multi point check up.

Always start driving slow after a long lock down. The car and driver may need some time to adjust again back to the normal routine. Keep a good safety distance and look out for any abnormal behavior.

Hengst gives a shout-out: "Stay safe drivers and non-drivers alike." 



Having joined Volvo Trucks in 2009, he now conducts about 150 to 200 sessions in a year, training about 1 000 drivers. The shortest sessions would be two hours, in which case he prefers to do a 100 percent practical session as he knows that truckers want to learn hands-on. If time permits, he recommends full day trainings that are split in half between theory and practice. Train the Trainers (ttT) for transporters takes a minimum of two days and can be extended to four days. Out of the 1 000 drivers, only two or three drivers are females while some 60 percent are between the ages of 30 to 50 with the oldest driver clocking in at 73 years old.

Training requirements are either given by the customer or prescribed following an assessment. "The oil and gas industry for example requires a driver assessment before we can administer training." Rosdi relies heavily on the format of the Volvo Fuelwatch driver assessment approach to train drivers as the program was highly effective to change behaviour and instil new skills. "The main issues we need to address are attitude and knowledge in our training sessions." In his view, defensive driving is an aspect that should be taught more, but acknowledges that it is difficult. Drivers should be assessed often and training should be done on a one-to-one basis, which imposes on the operation.

When asked what is the most important aspect of knowledge to be included in a training program, Rosdi cites specifications of the truck. "It is the foundation to know the capabilities of your vehicle. Only then can you be a good driver as you will know what your truck is capable of." Specifications impact acceleration and braking, which in turn will impact the way the vehicle needs to be driven. Lack of knowledge may also impact the attitude of the driver. Not knowing the capabilities of the truck may stifle their effort to be good drivers. For instance, brake technology has changed and nowadays, exhaust brakes can operate without limitations, whereas older versions could only work for a maximum of 20 minutes.

It may come as a surprise that the biggest impact of driver training that he observed was the reduced wear

Practice makes Truckers Perfect

The need for regular training of truck drivers has long been recognised. Contributing to safety on the road and improved profitability, Volvo Trucks offers help from an in-house trainer.

In-house or external: training truck drivers is a crucial part of running a successful transport operation. Some truckers may claim that they have years of experience and may not need regular updates, however, they could not be more wrong. Truckers need to get updated on technology changes and skills need to be honed and that is what Volvo offers through their driver training programme.

The Mentor

Passionately known as "Rosdi", Ahmad Rosdi, has been a mechanic and driver before becoming a driver trainer with Volvo Trucks. Having serviced and repaired cars in his own workshop, he learned the ropes of the automotive industry. A stint in a palm oil plantation, managing all transports in an estate was followed by the move to become a truck driver. Joining a container haulier, he sat for his license and afterwards joining a renown oil and gas transporter. His proudest achievement was being appointed as the driver mentor, when he was working with Shell. He was the youngest mentor at the age of 30. "As you can imagine, that was not easy as I was about ten years younger than most drivers and they would not take advice from me as they thought I was lacking experience." Today, older drivers still challenge him.



and tear of brakes, followed by fuel consumption being the second. The use of brakes actually has a heavy impact on cost. With reduced brake wear and tear, downtime is reduced, while the way a truck is decelerated also impacts fuel consumption and tyre wear.

During training, all sorts of things can happen. Older drivers may come with the attitude that they know everything, having driven trucks for decades and after all, it is all the same: brake, steering wheel and the trailer in the back. "It sometimes is a wake-up call when they then have to operate the vehicle and cannot find the parking brake despite having all the experience." Rosdi recalls how a training that was supposed to be one day only ended up to for three days in Sarawak as the program had to be translated into Chinese, Malay and Iban.

Naturally, Rosdi also needs to be trained on new models and techniques. He has two trainers that he can call upon, one in Australia and one in Sweden. "Both are called Per. So they are P1 (Per Dahl) and P2 (Per Bruun Hansen)". Some training modules are as long as two weeks, whereby training modules for specialist industry segment, such as mining are part of the curriculum. Maybe the one skill that cannot learn from his sifus is "Patience", which in Rosdi's view is the most important to have as a drive trainer.

The Rookie

Norafaliza binti Roslan is 32 years old and has only recently made the transition from working at toll gates

for nine years to being a full time, fully licenced container haulage driver. For eight months she has now been with Shallas Sdn Bhd and is blossoming in her new profession. The transition was just a question of time as she has always wanted to be a truck driver, but was under the impression that this profession was solely for guys. After riding along with colleagues to absorb the daily routines and basics of driving truck, she sat for her licence in a driving school. Eventually, she was given her own truck to manage along with training on the job and she is now moving containers.

Having gotten her feet wet in the past eight months, she now feels it is high time to learn more and to become a better driver through targeted training. "Besides how to drive a truck, I want to know the function of every component and part of the truck. By knowing all this, I will better understand how a truck works and in case of a breakdown, I can troubleshoot first to see if I can solve the problem before calling it in."

She hopes that she will be able to attend training at least twice per year. "My bosses support this ambition. My biggest issue at the moment is the ability to monitor my surroundings and paying attention all the time. When driving a large vehicle, one has to be much more aware of what is going on: cars around the truck, road conditions and obstacles."

While she is expecting to be treated and trained equally to her male colleagues, she hopes that females are being given more training on the intricacies of the technology. "Generally, boys are more interested in technology and they already know all that there is about how engines and gearboxes work when they enter the workforce. Also, there should be more teaching in school on how trucks work."

The Veteran

Bringing with him 17 years of experience as a trucker is Azrul haiza bin Abdul Aziz 45, who joined Vertex Mission Sdn Bhd in 2003 after being driver and manager in a Felda plantation, overseeing all aspects of the production. His career-shift was motivated by the desire to have a better living. However, it turns

out that the main attraction now is the job satisfaction that comes with being a full time trucker. "I like the flexibility!"

When it comes to training, Azrul has undergone countless sessions in his career. Preferring practical training, he opines that drives should at least have four half-day sessions per year in order to maintain their skills and to upgrade their knowledge. Refreshers are crucial in his view as drivers may forget certain aspects of safe and fuel efficient driving. The training he is really hoping to see more in the curriculums is defensive driving skills. The ultimate test, of course, is the Volvo Fuelwatch competition. During the training for the competition, Azrul learned a lot: how to manage the truck, driving behaviour and awareness. The Fuelwatch, in his view, was a good tool as there was an assessment of the driver. "I feel that this is very important. Drivers should be re-assessed on a regular basis and the training need to be repetitive as we tend to forget a lot of things." He suggests that driver behaviour should be linked to incentives so that training is not seen as a burden, but a way to motivate drivers better to perform at their best.

Having undergone a lot of training, he sees that the method of teaching over time has not changed much. The difference may be in the amount of theoretical training administered, which could be higher for certain sectors and also the evolution of truck features over time. He recalls having handled oil and gas products and classroom training to educate drivers had been extensive. **F**





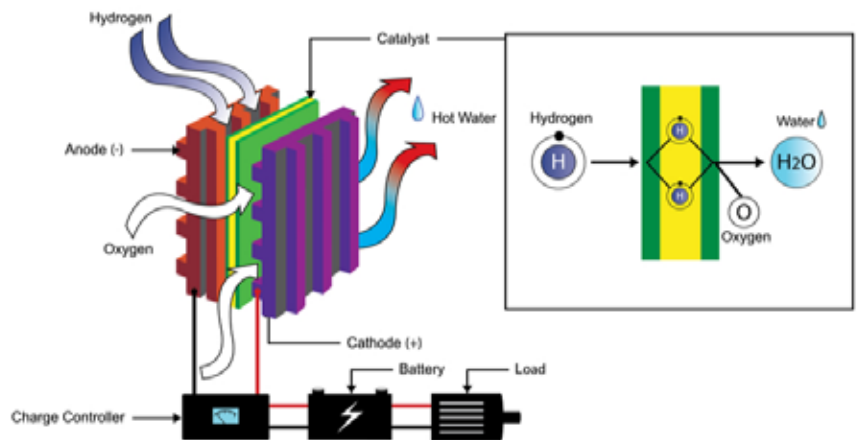
Hydrogen Fuel Cell Technology Takes Over the Industry

Many of the world's commercial vehicles are now powered by hydrogen fuel cells, so let us take a look on how this technology is slowly changing the course of the commercial vehicle world.

You must be wondering, what exactly is hydrogen fuel cell (HFC) technology, and what is so good about it? Hydrogen fuel is a clean fuel that is burned along with oxygen in an electrochemical power generator to generate electricity, and in the process, produces water and heat as by-products. What sets hydrogen fuel apart, however, is the fact that it serves as an alternative to diesel fuel in more ways than one: its fuel-cycle emits no pollutive exhaust, and through renewable energy, there contains no trace of greenhouse gas emissions. Vehicles that are powered by hydrogen fuel cell, thus, significantly reduce our use and dependence on diesel oil and lower the chances of harmful emissions contributing to climate change. What started out as an experiment among startup companies and early projects is now dominating the commercial vehicle industry with many of the industry's biggest players putting in large investments in the technology.



Hydrogen Fuel Cells



How Does it Work?

Hydrogen fuel can be produced through several methods, and in the commercial vehicle industry, fuel is processed in a fuel cell that is composed of three main components: an anode, a cathode, and an electrolyte membrane. This type of fuel cell is called a Proton-Exchange Membrane Fuel Cell, or also known as a polymer electrolyte membrane (PEM) fuel cell, which is mainly reserved for transport applications and stationary and portable fuel cell applications. The PEM fuel cell does its job by passing hydrogen through the anode, at which hydrogen molecules are split into electrons and protons. The former ones take the path of a circuit in the fuel cell to generate electric current and excess heat, while the protons go through the electrolyte membrane. At the same time, the PEM fuel cell passes oxygen from the surrounding air through the cathode on the other side, where the oxygen meets with the protons and electrons to produce water molecules. This does not get any simpler than your run-of-the-mill science experiment in school!

What Are Fuel Stacks Then?

What lies in the heart of a fuel cell vehicle (FCV) is the fuel cell stack. Because fuel cells generate less than 1.16 volts of electricity each, they must be assembled atop one another to create a fuel cell stack in order to generate enough power to run a vehicle. The potential power that can be generated by a fuel cell stack largely varies and is dependent on the number and the size of the individual fuel cells of the fuel cell stack, as well as the surface area of the PEM.

The Preferred Alternative

Hydrogen fuel cell has been proven to yield positive results for both the environment and the wallet in the long term.

1. Reduction in Greenhouse Gas Emissions

Contrary to diesel fuel, which emits greenhouse gases (GHGs) and carbon dioxide (CO₂) that are large contributors to climate change, the only by-products of vehicles—when fueled by pure hydrogen—are heat and water with the release of zero tailpipe GHGs. While it is possible for FCVs to still generate GHGs, depending on the production method, the GHGs emitted are still far less great than those emitted by gasoline and diesel fuel. FCVs also eliminate the maintenance costs that come with storing diesel fuel that may prove harmful later on. Many of the industry's big players make use of environmentally benign hydrogen in their hydrogen fuel cell products to eliminate and prevent the harmful impact of fuel spillage or leaks and air pollution.

2. Cutback on Vehicle Oil Dependence

Many companies have incorporated hydrogen fuel cell in their corporate sustainability programs, and the industry is seeing a shift of focus from diesel fuel to environmentally friendly alternatives. With the industry soon to be saturated with FCVs, our dependence on foreign oil will be significantly reduced and eventually eradicated. Hydrogen can be extracted sustainably from domestic sources, such as natural gas and coal, as well as from renewable sources, such as water, biogas, and agricultural waste. From an economic perspective, this would allow for us to be less affected by oil price hikes and drops in the volatile oil market.

3. Lowering of Operational Costs

Hydrogen fuel cells require little to no maintenance as they eliminate the need to change, charge, and manage batteries, a maintenance check that is necessary for batteries, internal combustion generators, and the like. Hydrogen fuel cell units have a longer running time than do lead-acid batteries and, when power is running low, would not take more than five minutes to refuel. Companies that employ FCVs in their fleet benefit substantially from this as it reduces vehicle and personnel time, giving birth to a higher efficiency rate. This loss of regular maintenance saves not only money but labor, time, and the space for battery rooms as maintenance checks require optimal conditions.


4. Increase in Energy Efficiency

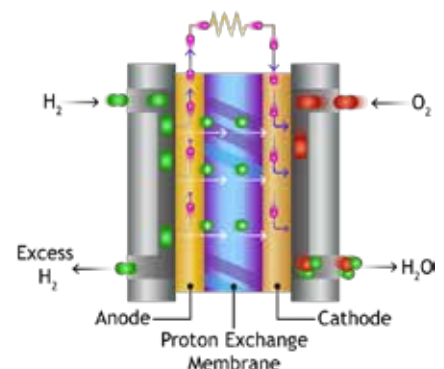
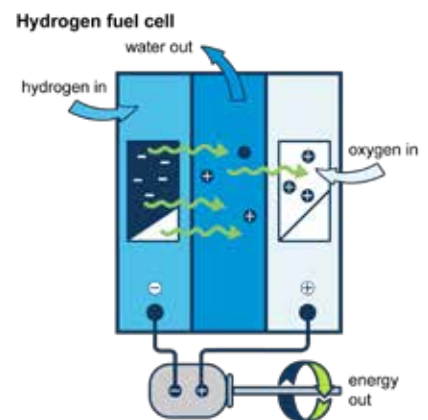
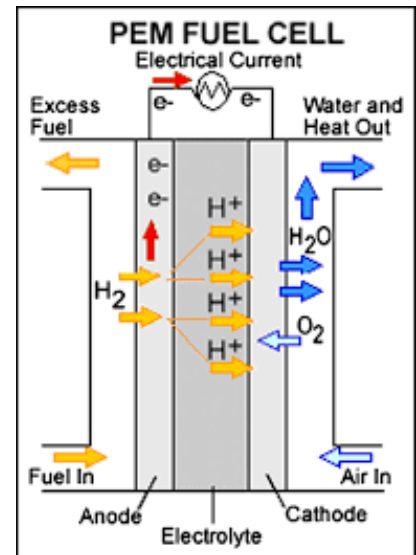
Hydrogen fuel cells are well known to be more energy-efficient than other forms of power. When a fuel cell vehicle is fueled by pure hydrogen, the hydrogen fuel cell has the potential to be up to 80-percent efficient. This means that the fuel cell converts up to 80 percent of the energy content of the hydrogen into electrical energy. The electric motor and inverter of the vehicle thus have the responsibility to convert that electrical energy into mechanical energy, with an average of 80 percent efficiency. Combined, this gives an overall 64-percent of increased efficiency when a vehicle is powered by a hydrogen fuel cell!

5. Increase in Durability and Reliability

Hydrogen fuel cells are notably more robust than other forms of fuel and can weather all types of conditions, from cold environments to harsh storms. This makes fuel cells a reliable asset to companies that engage commercial vehicles in tough environments. Additionally, because they do not have any moving parts, hydrogen fuel cells operate quietly even in the midst of a snowstorm!

With environmentally friendly applications and time-consuming maintenance, we are beginning to see the boom of hydrogen fuel cell technology in the commercial vehicle industry, and with good reason!

(Credits / Sources: U.S Energy Information Administration, Hydrogenics, Toyota, Verdict Media, Stanford University, University of Nebraska, Fuel Economy, Plug Power) 



The Vehicle Concept and Architecture of the Fire Truck of the Future

Rosenbauer with its stellar history of creating high quality firetrucks looks to the future to determine what kind of truck will be needed in years to come.

In 2016, the Rosenbauer International Group / Austria, a world leading manufacturer of fire trucks has introduced a fully functional concept study for a future fire truck. The basic idea of the concept was to increase the safety and functionality of the main work tool of the fire service and make it as ergonomic and efficient as possible. Compact dimensions, enabling the fire services to operate in confined inner-city areas as well as improved agility to current designs, were development targets as well.

Innovative Design

All those desired improvements required a completely different design compared to a conventional truck drive train and resulted in a completely new hybrid electric drive system, a first in the fire truck industry. By going hybrid electric, economic and ecologic advantages can be created in addition to the improvements for the fire men operating the truck.

As a worldwide market and technology leader in the fire-fighting vehicle and equipment industry, Rosenbauer focuses on research, and defines and develops new trends in the industry. Some their developments brought to the market are not just small steps, but rather leaps to new levels of technology. One of these examples is the major airport fire fighting vehicle "PANTHER", with more than 1 500 vehicles in service on all continents it



is already an icon in the aviation firefighting world. Rosenbauer makes the high performance on/off road chassis for the PANTHER in 4x4, 6x6 and 8x8 configurations with 700 HP up to 1 500 HP inhouse.

Custom Built

The US subsidiaries of Rosenbauer have actively pursued the trend in the United States to outfit the fire services with so called 'Custom Chassis', chassis that are specifically designed for the use as fire trucks compared to other





Rosenbauer PANTHER

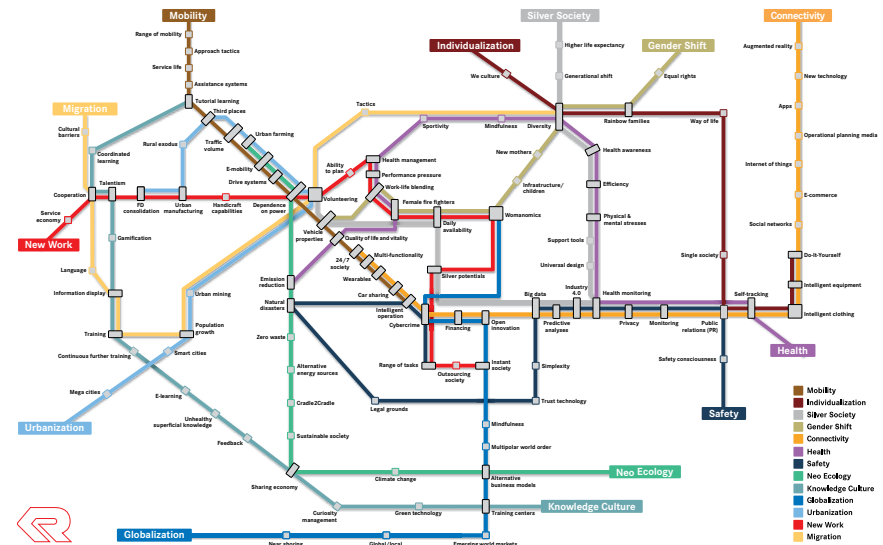
commercially available chassis. As a result, the COMMANDER custom fire truck chassis was developed and successfully introduced to the market. Today, this chassis constitutes a major share in the Rosenbauer US fire truck production.

In September 2016, when the Rosenbauer Group celebrated its 150-year anniversary, the Concept Fire Truck (CFT) was first shown as a fully functional design study to the public. It was introduced as the concept study for the future fire truck.

Fire Fighting Megatrends

The idea of the CFT was born in 2012. It wasn't the technology for a new vehicle that was the impetus of the development, but moreover it was the question, 'what will fire services need in the future and what will be the role the fire truck will play to meet the ever changing requirements of the users?'

In several 'future dialogs' with international specialists, theoretical and hands-on experts, the megatrends of our time were discussed in relation to specific needs and requirements of the fire services. The discussions resulted in a fire fighting trend map, a tool to potentially predict future requirements as precisely as possible.



Firefighting trend map

Ever Changing Challenges

The trends identified are continuously questioned and discussed in an ongoing dialog with the fire services to ensure their relevance in the face of ever-changing challenges. Specific subjects such as urbanization, health and safety, demographic changes, new ecology, electric mobility and the individualization of society are regularly addressed with experts from the worldwide firefighting community.

In some European markets, for example, manpower becomes an ever-increasing challenge for fire services. Not only the aging population but budget restraints are reducing available frontline staff. A huge challenge as the public expects improved services from the emergency forces. One countermeasure to maintain staff levels would be the raising of the retirement age for firemen. However, that could lead to further health and safety issues that could potentially be countered by more ergonomic equipment and trucks.

Expanding Cities

The ever-growing population and migration from the countryside to cities will further increase city size and turn them into mega cities. This is not a trend, today this is reality. Especially in Asia, the growth rate of cities like Bangkok, Manila, Mumbai, as well as Kuala Lumpur, is astonishing. It is

expected that by 2050 more than three quarters of the world population will be living in cities. But not only the population but also traffic is increasing. By 2030, the number of vehicles in urban areas, also based on growing incomes in cities, could nearly double.



Trend analyses – feedback from European professional fire brigades

Advanced Vehicle Architecture

One of the megatrends is clearly pointing towards the need to have a vehicle concept to meet the improved requirements for personnel safety, ergonomics, intuitive operation, functionality as well as maneuverability in confined inner-city areas. All those requirements combined created the need for a different vehicle architecture as currently provided by existing truck chassis concepts. A new architecture for cab, drivetrain and even fire truck body was developed for a new and radical design. In the end, such a radical new concept was only possible by integrating an electric drivetrain, allowing a separation of the power and drive components, a first in the fire truck industry.



Many cities in the world are supporting the fight against Global Warming. It is simply a matter of quality of life in such congested areas to support green technologies. Especially the fire services of cities like Oslo, Amsterdam Hamburg, Berlin, London, Los Angeles, Canberra and Vienna are very much in favor of E-mobility solutions to eliminate the need for diesel engines in the inner-city areas. Logically those cities show a lot of interest in the CFT, as reducing pollution and minimizing CO2 emissions are priorities. And the fire service can be visible leaders to implement the new technologies.

The Drive Concept

Whenever the CFT was shown to fire services, it very quickly became clear that it doesn't only drive with nearly zero emissions, but that the concept bears many innovations to make the life of a fire man not only easier but safer. Even before driving the vehicle, the vast array of innovations, and functionality features on the truck opens the mind to new concepts.

As the vehicle is powered by a fully plug-in electric battery, soon the question becomes one about energy sustainability in emergency situations. The presence of a small engine as a range extender and also as a primary pump drive, eliminates the concern of depleted batteries.

But the big surprise comes during the first test drive. The incredible behavior of an electric drive compared to conventional drive systems is just mindboggling. The high torque at low rpm provides an acceleration capability unseen on conventional fire trucks. That experience leaves a lasting impression. Obviously, during a real emergency response, such excessive power provides a much wanted faster response to the fire or accident scene.

Dynamic and Safe

Two electric motors with a total of 475 HP peak drive the vehicle. All wheel drive is standard, as each motor drives one axle. At a maximum GVW of 18



the response areas and fire station locations in cities, seldom a response drive of more than 20km has to be performed. Looking at current telemetry information collected from professional fire services through the Rosenbauer Service4 Fire telematics system, trucks are moving from very busy stations not more than six to eight times a day and usually only within a radius of 10km. Back in the station, usually an hour or two is spent before going to the next call.

A special simulation model allows measurement of energy consumption for fire service specific usage patterns of the trucks. As a result, only 20 kWh energy storage systems would allow the truck to cover about 20 km in regular drive mode. In an advanced power mode, the range extender would provide additional power to the drive system for rapid response capability. As a result of the tests, higher battery capacities will provide for future serial production vehicles while battery capacity will range from 50 to more than 100 kWh storage capacity.

Safe Response

Important is not only the power of the truck but also the ability of it to arrive safely at the fire or accident scene. It is not a good response if the crew has an accident on the way to the accident site! Ever increasing traffic makes it more and more difficult for fire fighters to reach the site of a fire or accident. So not only the performance of a fire truck is important, but in many cases so is the compact design and the capability to maneuver through traffic and confined areas. To pack 18 tons GVW into an envelope of 2.35m wide and 7.6m long is a good place to start. Adding rear wheel steering makes it a nearly perfect solution. Better maneuverability than a large SUV is the goal of the design approach, a wall to wall turning circle of under 12m confirms that.

But even with such compact dimensions, the functionality and capability results in a full-fledged fire truck with an integrated crew space. It not only provides seating space but it also functions as a small, mobile command and control room. **F**



tons, the vehicle accelerates from 0 to 80kph in less than 20 seconds and reaches a top speed of more than 110kph. Low center of gravity as well as a load distribution between front and rear of approximately 50% allows a very dynamic but safe driving and brake behavior.

The off-road performance is exceptional as the permanent all-wheel drive allows stop-and-go

on a 50 percent slope or stability on a 30 percent side slope. The hydropneumatic suspension system facilitates a change to the under truck clearance from 250 to 350mm and the independent suspension allows for excellent off-road traction.

Optimized energy management

Driving distance for fire trucks is usually not a prime requirement. Based on

The Mercedes-Benz New Actros

Hap Seng Trucks Distribution Sdn. Bhd. (HSTD), the general distributor of Daimler Trucks in Malaysia, has just launched a multi-award-winning truck – The new Actros.

The new Actros is a compelling proposition in the daily operation of transport companies. It has won numerous awards worldwide including the widely respected and distinguished “International Truck of the Year 2020”. Voted by a strong jury of international commercial vehicles journalists from 24 countries, this is the fifth year that an Actros has been awarded the prestigious award which underline the fact that the flagship of Mercedes-Benz Trucks continues to set standards for reliability, efficiency and comfort.

With the introduction of the new Actros, HSTD has brought a refined truck onto the roads in Malaysia to fulfil the requirement of the ever-demanding transport industry. Assembled at Pekan plant facilities with high accuracy and precision, the new Actros is built to the highest Daimler quality standards backed by Mercedes-Benz Truck’s brand promise “Trucks you can trust”.

The new Actros is a reliable truck as it has the best product performance with a wide range of drive configurations offered. It uses OM460 6-cylinder in-line engine that produces high power output of up to 350 kW and 2 300 Nm torque for lower fuel consumption. Prior to its introduction, the new Actros has been subjected to the most extensive test program ever created, such as under extreme temperature and under rough road conditions, over 60 million test kilometres distance to ensure that it performs under the operational conditions in real life. The new Actros offers the best-in-class warranty coverage of up to three (3) years or 450 000 km (whichever comes first) to optimize the total cost of ownership. In addition, the new Actros is Biodiesel compatible.

Using the new Mercedes PowerShift 3 automated manual transmission, the truck provides the best gear shifting strategy at all time for high driving comfort. Coupled with new aerodynamics cabin design, the new Actros is even more economical with-up to 4 percent better fuel efficiency. On top of the above,



the new Actros also provides high vehicle utilization by offering the best-in-class service interval of up to 55 000 km.

Safety is at the root of the new Actros DNA. It has the state-of-the-art safety system including advanced emergency braking assistance Active Brake Assist 5 for added safety on the road which can detect both pedestrians and objects in its own lane, and under optimal conditions, can react by means of an automated warning followed by partial or full braking. The Active Brake Assist 5 is available on selected models. Optionally available safety systems are the Lane Keeping Assist which is capable of detecting if the truck is straying from the driver’s lane to reduce risks as it helps the driver to avoid or mitigate accidents and the Attention Assist which intends to help truck drivers avoid accidents if fatigue or lack of attention is detected by displaying a visual alert and audible tone.

In terms of comfort, the new Actros is equipped with a spacious cabin for the driver’s comfort during long journeys. It brings the feeling of “being at home” in the driver’s cabin to





the most momentous milestones for us and we are truly honoured to have the continuous support from our esteemed dealers and customers as they have all made it possible for us to grow our business. Hap Seng is fully committed to grow in this market.”

Schneider remarked “Our strategy has always revolved around satisfying customers delivered through the brand’s core value – Trucks you can trust. This value centres around everything the brand does from research and development, innovation and technology, product testing right down to customer care and driver engagement”.

“We are proud to inform that with the introduction of the new Mercedes-Benz Actros we will be raising the bar further in the heavy-duty truck market to shape the future of transportation in Malaysia better than ever before” added Schneider.

How has the driver’s cab cockpit changed with the new Actros?

“The current Actros model series represents the change from an analogue to a digital driver’s workplace. As the first fully digitalised cockpit in a series-production truck was launched in 2018, it was revolutionary. The centrally positioned primary display and the secondary display now serve as the new HMI, replacing a majority of the instruments in the cockpit. The display of the new safety and assistance systems is directly integrated into the driver’s perspective. Driving manoeuvres which systems like Active Drive Assist and Predictive Powertrain Control (PPC) intelligent cruise and transmission control carry out are shown in a clear manner on the primary display. That ensures greater safety and efficiency whilst also relieving strain on the driver. In addition, drivers can use the Touch Control buttons of the ultra-modern multifunction steering wheel to operate both displays, all without having to remove their hands from the steering wheel.

provide pleasant working and driving conditions especially in long-distance haulage. The new Actros uses keyless start ignition system to allow the driver to start and stop the engine even when the key is in the driver’s pocket. It is fitted with adjustable suspension driver seat for the best ergonomic drive. Plus, a luxury bed with recline-able back section for maximum rest and a controllable interior lighting on the panel next to the mattress. There is also abundance stowage space to store the essentials during long journeys. In addition, the fully digital human machine interface in the form of Multimedia Cockpit is optionally available. It has two high resolution 10-inch color display to provide a clear display of all driving and vehicle information which is accessible via touch screen and supports both Android Auto and Apple CarPlay. Therefore, the new Actros has all the qualities that really count when it comes to living and resting in comfort in the long-distance transport sector.

In 2019, Mercedes-Benz Actros has achieved the number one market share position in Malaysia in the prime mover segment. Commenting on the achievement, Roland Schneider, Chief Executive of HSTD said, “This is one of

Which basic principles were applied during development of the new truck HMI?

“The designers at Mercedes-Benz Trucks developed the cockpit around the driver. The aim was to design the displays and operation in such a way that drivers can have a clear overview of the driving situation at all times, especially when they are using assistance systems. As part of the conception of the human-machine interface, the designers ensured that drivers – whose job is already stressful enough – are provided with a system which is simple and which doesn’t require vast amounts of time being invested in learning how to use its controls. That’s why the user-interface elements were designed such that they are intuitively operable.”

Which functions does the secondary display house?

“The secondary display in the dashboard to the right of the steering wheel supplements the primary display which is positioned centrally in the driver’s field of vision. Where previously lots of switches for the various functions reigned, the driver now has a touchscreen which provides access to a diverse range of settings and vehicle functions. The secondary display includes an integrated radio infotainment system and allows easy operation of such things as the heating, climate control, navigation system, vehicle functions, telephony and both exterior and interior lighting. Different switches can be displayed, with which the most diverse vehicle body functions can be controlled, thus not only making operation easier but also drastically facilitating conversions by bodybuilders. Using Bluetooth, two mobile devices can be connected to the hands-free function, thus allowing drivers to listen to their own music and simultaneously access their contacts. That’s an especially important feature, because drivers often have a work mobile phone and a private mobile phone with them in the cab. In addition, two brand-new USB-C connections not only enable storage media to be connected but also the direct connection of two mobile devices. Using Apple CarPlay or Android Auto, these can be connected with the vehicle with ease and then controlled using the secondary display.” **F**



Transporting dangerous goods requires safe trucks and one can ask which safety features make the trucks most suitable for this type of operation. Volvo is among the very few brands in the Malaysian market that conforms with all aspects of the ADR regulation covering all substances that are inflammable, toxic or corrosive. The truck's electrical system is encapsulated and protected against mechanical wear and that electrical connections are fitted with sealed connections.

The cab front is fitted with a retainer for a warning sign indicating the type of hazardous goods being transported. This is very important in minimizing the risk of sparking and short-circuiting that can potentially cause a fire and explosion due to the goods carried. Some of the oil companies in Malaysia have made this a mandatory requirement for the trucks which carry their products.

In addition, the built and durability of the truck: in case of a collision involving dangerous goods truck, the impact is potentially huge. Thus the truck needs to be able to withstand a good collision impact and minimize casualties and injuries. Volvo Trucks comply with the Swedish safety standard imposed, which is higher than what is set by the European Union.

Volvo Engine Brake (VEB), which is a patented system owned by Volvo Trucks is also playing a crucial role contributing to effective braking, and reduces the reliability on the conventional braking system. Apart from safety reason, this also helps to reduce brake wear and tear.

Safety First for Trucks Operated by Chemtrax

Chemtrax Sdn Bhd takes delivery of five units of Volvo trucks for the transportation of hazardous goods.

Volvo Trucks announced today that one of its customers, Johor-based transportation company Chemtrax Sdn Bhd (Chemtrax), has recently taken delivery of five units of Volvo trucks comprising four units of FM370 4x2 and one unit of FM440 6x2 models, to support the company's expansion and also for replacing several old trucks in its fleet. These new trucks will be utilized for transporting caustic soda chemical compounds and butadiene gas.

A vehicle handover ceremony attended by the management teams of both companies was held recently at Chemtrax's depot in Pasir Gudang to mark the official delivery of the new Volvo trucks. With these new additions, Chemtrax now owns 55 units of Volvo trucks, which makes up about 90% of the company's total fleet of trucks.

Mitch Peden, Managing Director, Volvo Trucks Malaysia shared, "We are very pleased to be able to continuously provide the support our customer, Chemtrax, requires from us with the delivery of the new trucks despite the current challenging market situation."

Speaking at the truck handover ceremony, Jaffar Abu Bakar, Group Managing Director of Chemtrax Sdn Bhd said, "We have more than 20 years of experience in handling hazardous materials and have been providing transportation services to companies like Petronas, CCM Chemicals, Kaneka, Solar Gaz and other global companies like IVICT, INEOS and Synthomer. These companies all subscribe to very stringent global standards of safety which we are highly committed to."

He added that the company's transport routes consist of both long and short haul deliveries within all over Peninsula Malaysia, as well as to Singapore with around 15 trips daily into the island.



Not just the product that makes Volvo stands out, but the aftersales service and dealer network that can supports the transporter timely in getting their trucks on the road as soon as possible.

On top of that, driver training also plays a role. This is going beyond the truck features and how to handle the truck in the most efficient manner (in terms of fuel saving and minimizing wear and tear), but continuously instil the awareness of safety driving tips, and the skills on defensive driving. These need to be refreshed from time to time to shape the driving behaviour.

"Last year we have launched a series of enhanced safety features named as the Active Safety Package, which consists of features such as Adaptive Cruise Control with Forward Collision Warning and Emergency Brake, Lane Change Support, Driver Alert Support etc. All these aims to make driving easy by supporting the driver having a better awareness of their surroundings, and protect other road users as well," Peden elaborated. These features are targeted especially at the dangerous goods segment, aiming to reduce the risk of accidents and the impact on the driver, road users, and also the environment. This is also useful for long-haul haulage transporters, to keep their attention on the road while driving, and reduce fatigue.

Peden reinforces that "Everybody recognizes that when comes to safety aspects, Volvo is always the top of mind answer in most people's choice."

Established in 1998, Chemtrax is one of the leading transportation companies in Malaysia that specialises in the moving of hazardous chemical and gas products such as acids, alkalis, liquefied petroleum gas (LPG), water-based chemicals and other flammable and toxic gases.

The company transports these products within Malaysia and Singapore using various types of road tankers such as stainless-steel tanker, special-lined tanker and high-pressured gas tanker to meet the diverse and strict requirements for each hazardous material it transports.

"We carry Dangerous and Hazardous goods every day, all products are potentially very harmful to the people and environment," said Jaffar Abu Bakar Therefore Management has set a control mechanism in place so that all risks are well identified and develop continuous control on it. The Key management controls are :

1) Driver management: Stringent the SOP of driver recruitment. Age limit, PDRM scanning, medical check up, literacy check and others. Chemtrax provides a lot of training that involves not just the product itself, but also fatigue management, pre-delivery check to the vehicle, defensive driving techniques, road surveillance by own safety team etc.

2) Journey management : designated route to be travelled by drivers and develop journey management plan so that drivers plan their journey well. Emphasis on driver resting period and speed monitoring too.

3) Asset maintenance management: Purchase OEM spare parts, monitor truck routine schedule, periodically check on tire axle bearing, safety equipment check.


4) Safety management: GPS monitoring, Dashboard camera installation to monitor driver's activity, Reporting each incident and carry out investigation to foster learning processes, installation of safety padlock to monitor product loading and unloading.

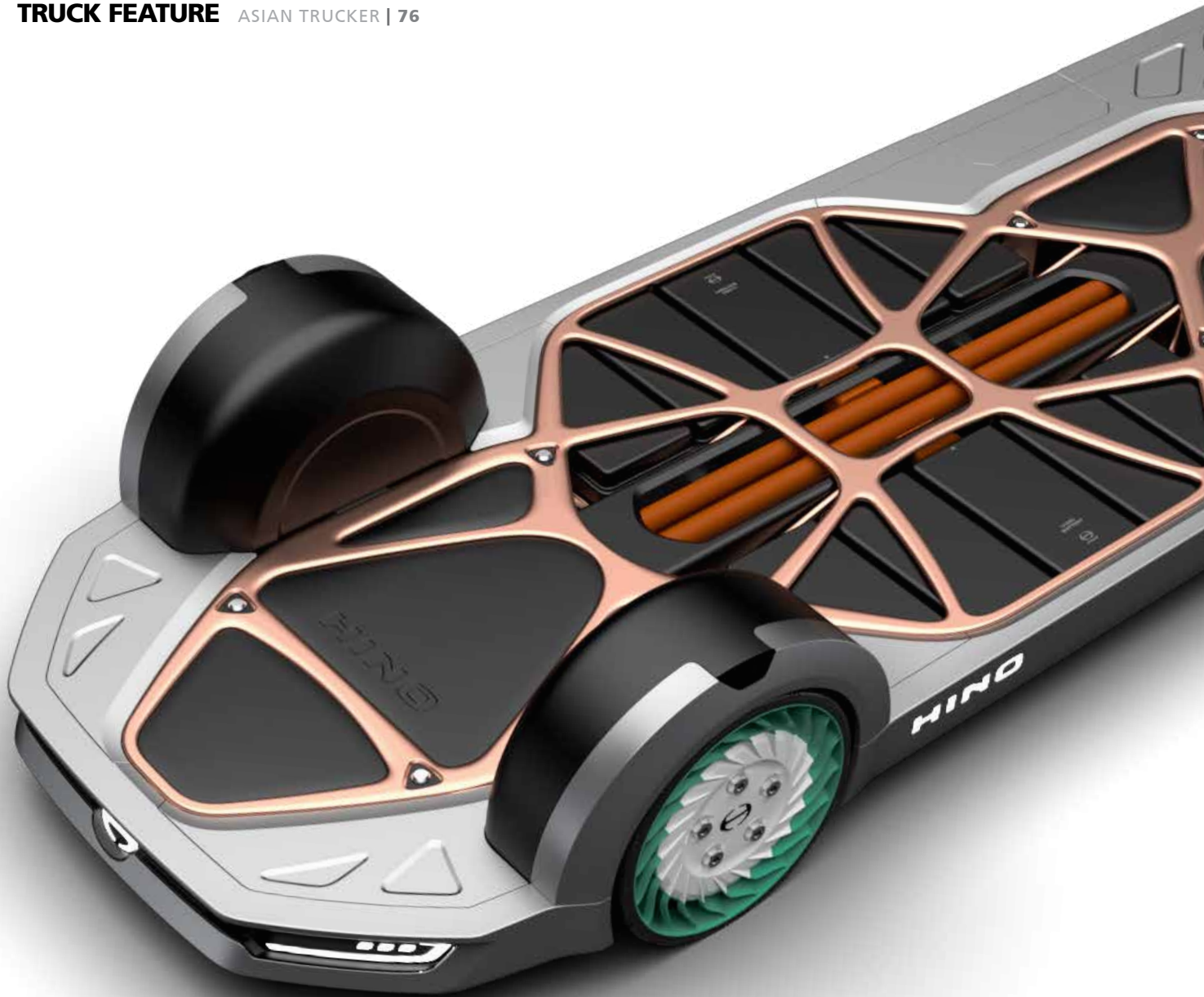
He said further that "By having these management controls, the potential product hazards are well defined. We also give good training to drivers to understand the danger of the product and proper way of handling them."

Chemtrax is looking for driver comfortability while driving; this helps them retaining the good drivers, and to attract the talents – in view of the driver shortage, which is serious as some would have opted to work in Singapore due to exchange rate benefits. Here, Volvo meets the need based on drivers' positive feedback. Apart from that, the truck's stability contributes to minimise truck over turn during high impact.

Chemtrax has set their own parameters when it comes to purchase considerations for trucks:

- 1) Comfortability of the vehicle
- 2) Updated/ latest technology
- 3) After sale service performance
- 4) Fuel consumption performance - CPK
- 5) The second-hand value of the truck
- 6) Price
- 7) Maintenance CPK

"The Volvo driver trainer will train our drivers in practical and theoretical sessions. Volvo also conducts the Train The Trainer programme, whereby our senior driver can then train colleagues. With Volvo's level of support and parts availability, we have been able to significantly minimise truck downtime and business risk. Our aim is to continue to be the preferred choice of transporter amongst chemical and gas manufacturers in Malaysia, thus the trucks we buy play a crucial role," said Jaffar Abu Bakar. 



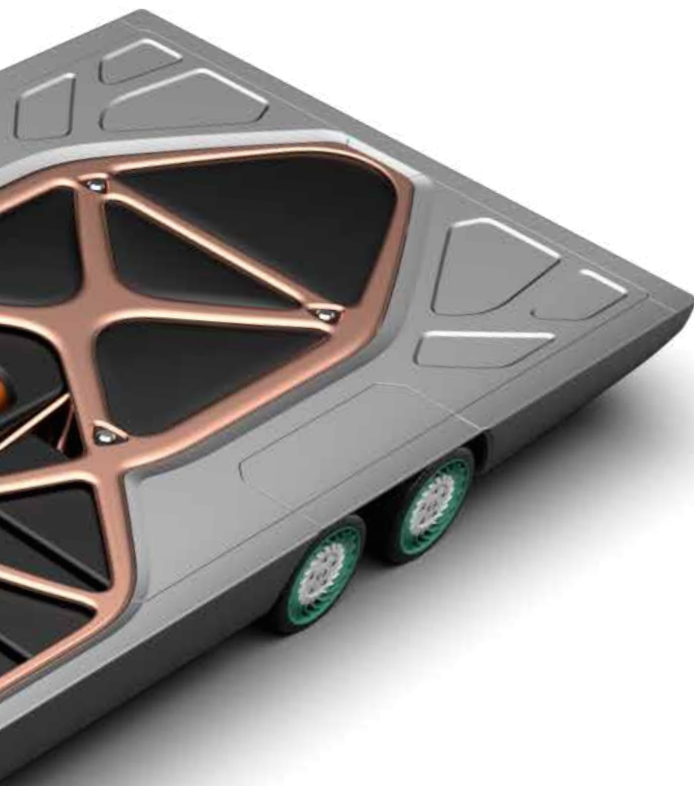
HINO – Flatformer

The Japanese brand looked into the future to present a novel transportation concept

To address the question “What will define happiness in the future?” Hino Motors has depicted the future through animation. From the designing of mobility services to social structures, they used their expertise to come up with what happiness means in the future. We all have people that we miss. We all have things that we want to transport. The happiness of each individual connects people and regions and spreads throughout the community.

A new encounter will produce a bud of possibilities. That bud will transcend time and space, and eventually, produce an abundance of flowers in every part of this planet. There are just as many shapes of happiness as there are people. No matter how times





change, we will adapt to the times to answer society's needs. We all have feelings that we want to convey no matter how far apart we are.

FlatFormer will change the concept of mobility forever. Not only will it bring greater efficiency to the mobility of people and goods, but it will evolve mobility into a space where value is provided to people through services. While there are diverse range of services that enrich our lives, mobility, the provider of these services must also be "super-versatile." The elements that bring super-versatility into reality are mobility platforms that maximize usable space, and service platforms that ensure the optimal use of these spaces.

With FlatFormer, services themselves become mobile. By sparking metabolism of old and new in our lives and communities, FlatFormer can dynamically vitalize our urban areas and create prosperous and sustainable societies where people can connect with each other and each individual is able to achieve happiness. 



truck arrived here with only 13 000 kilometers on the clock and with the rotator it is the only truck with such technical capabilities. "Thanks to my vast experience, I can also lift containers from out of ditches. It is experience and the equipment that allows me to utilise this truck in such ways."

Besides the rotator, Rajandrapillai praises the truck for its enormous power. "I have no idea what they did with that gearbox. But the engine can pull some 100 tons with ease, even up hills. Going downhill in third gear, one is also always in total control." In addition, extendable legs provide stability when using the hook.

Operating a tow truck is a 365/24/7 business that does not allow for off time. To assist him, Amkumar A/L Arumugam, Fleet Manager, (to the right) is also a driver and operator of this truck. Both share the workload. Meanwhile, Rajandrapillai's son, Kugen Naiker A/L Narayanasamy, Supervisor (pictured left), has also taken a liking to the job. There are two things coming together: Rajandrapillai observes that the only time that accidents are reduced was "During MCO, but that is to be expected. Any other day I can see that the number of broken down vehicles is increasing." Meanwhile, his son has tried a few things working for others, but found that the job satisfaction is not there and that he would rather drive a tow truck for his father's company. This may be good news for fleet operators as this truck, dubbed "Bumblebee" by some will continue to stand ready for any broken down truck to be cleared along the PLUS highway. **F**

On Tow – Getting the Trucks to the Workshop

You need a tough and powerful truck to tow other trucks when they have broken down on the highway. This MAN is fits the bill and we got in its tow for an exclusive interview on how RCAS Towing operates.

It is certainly bad news when you hear that your truck has broken down on the highway. The good news is that this super-MAN is there to tow it out and get it to a safe place where it can be fixed. We met with Rajandrapillai A/L Vasupillay, Director, RCAS Towing (Pictured in the middle), whose favourite trucks among the 15 vehicles in his fleet is this MAN Truck. Founded in 1982 in Bandar Sunway, RCAS reflects on the founders name, an abbreviation for Rajandrapillai Crane and Auto Service.

"I did not like going to school and preferred to work. I worked as a mechanic in a workshop and the owner used to let me ride along in their tow truck. That is how I got to like this business," he told Asian Trucker.

The core business of RCAS Towing is to provide their service to PLUS highways. RCAS Towing and PLUS go way back: when RCAS Towing started, PLUS did not have own tow trucks and depended on contractors to handle the rescue of broken down trucks "When it comes to highway management, PLUS aims to keep the lanes clear from all obstacles and to clear any broken down vehicles as quick as possible. Since the 80s, I have been their service provider. I guess I have done a good job!" Rajandrapillai quipped. PLUS maintains a control centre from where the entire road network can be monitored. In case of a broken down truck, PLUS will be able to identify the location and dispatch the tow truck. The first order of business is to tow any broken down vehicle to the next exit and out of danger. "Once we exit the highway, I will then talk to the fleet owner who will instruct me where to tow the vehicle." Rajandrapillai earns his keep from pre-negotiated rates from PLUS as well as from the service provided to the fleet owner, which may appoint him to do the towing to a final location for repairs.

Not only is the owner of RCAS Towing unique as he has spend decades now towing trucks, but the MAN truck he is using is truly a one-of-a-kind too. A friend of Rajandrapillai is an importer of forklifts and seeing the truck in Hong Kong, he asked for this vehicle to be brought to Malaysia. In 2015, the MAN




Punctures Happen at Times When You Really do Not Want Them to Happen!

If it does when you are carrying 38+ passengers who are happily going 'balik kampong' they would not be very pleased!



So not only will OKO give the driver and passengers protection against the commonest puncture types; drivers also report a quieter and more comfortable ride with OKO fitted.

Of course when expensive New Tyres are mandatory, you want to get the most from them. OKO will stop punctures, help the tyres last longer and make the used tyre carcasses more valuable to re-tread companies. This is because OKO conditions the tyre to maintain a higher level of flexibility compared to tyres not treated by OKO.

OKO is made in the UK since 1978. The company makes Tyre sealant products for bicycles, motorbikes, ATV's, heavy trucks and buses right up to Caterpillar type machines and is currently sold in about 80 countries worldwide. More information and contact numbers/email can be found at www.okomalaysia.com 

Or you can be proactive and fit OKO Truck & Bus puncture free sealant, that will seal any tread area puncture up to eight milometers. As you drive. No stopping or a risk of a run flat. The seal is permanent and is much stronger than a traditional puncture repair. Each puncture will use very little OKO and so multiple punctures can be taken care of.

How does it work?

OKO is a viscous fluid that coats the interior of the tread area and will stop air permeating out of the tyre when it is hot. Therefore the tyre will retain its recommended pressure for longer.

Tyres will therefore run cooler and so last longer. Tests in Canada showed OKO reduced tyre heat by just over 11 percent.

OKO Truck & Bus grade will keep protecting against punctures for between 100 000 to 120 000 kilometres before being topped up if the tyre is still with suitable tread depth. Typically steering axle tyres achieve a 30 - 40 percent tyre life increase and drive axle tyres 20 percent.

Hua Jing disc brake & air suspension products to upgrade your safety and comfortability

For Dangerous Chemical Transportors, Safety is the top priority, the combination of HJ disc brake and air suspension not only meet the needs of customers for safety, but also bring drivers a more comfortable driving experience.

ADVANTAGES:

1. COST EFFECTIVE

Modular design, easy installation and maintenance.

2. GOOD STABILITY

Advanced air suspension system to ensure flexible contact with the ground.

3. EXCELLENT ANTI-VIBRATION PERFORMANCE

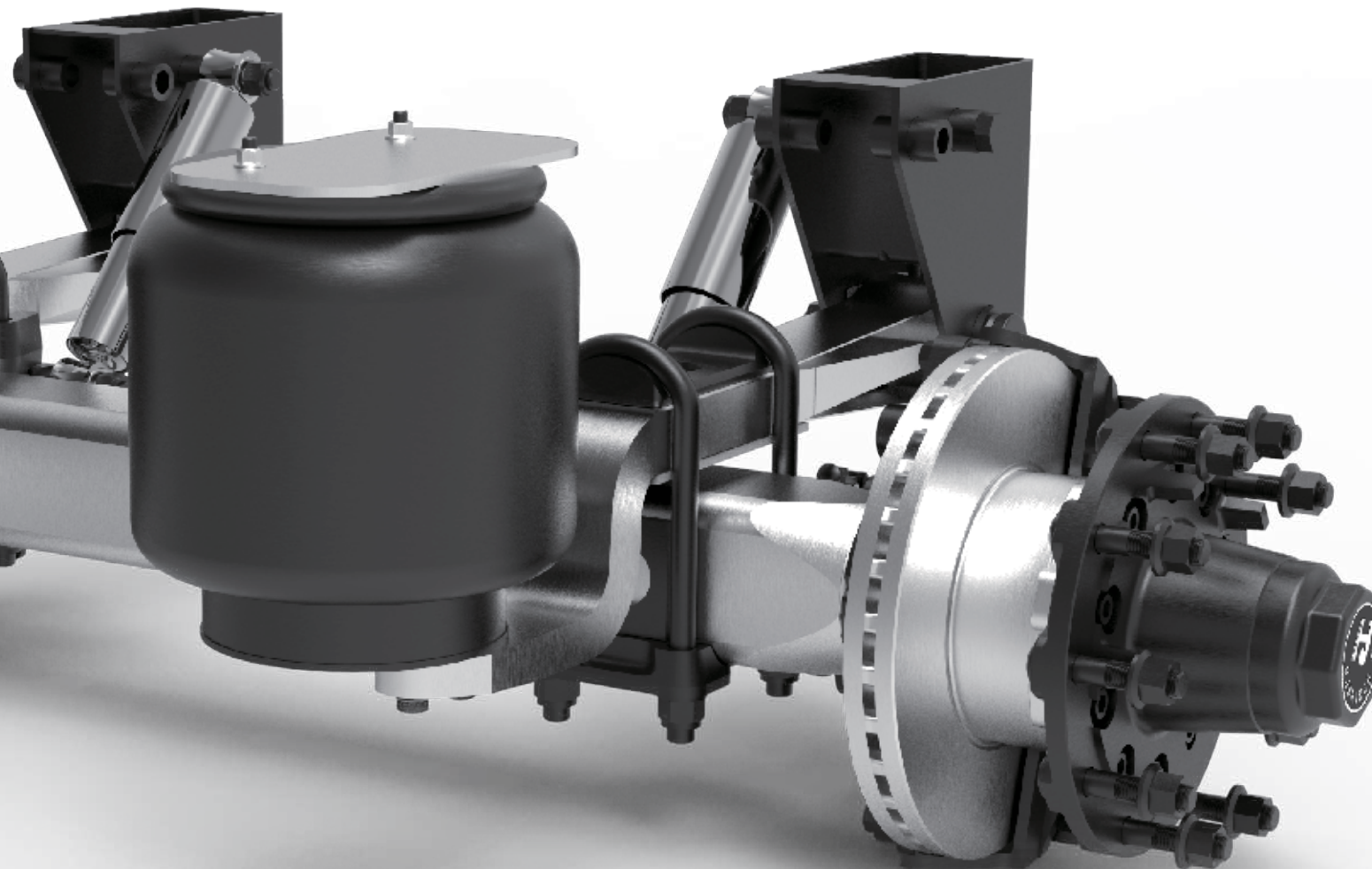
Effective absorption of vibration generated by vehicles, especially for dangerous chemicals and precision commercial transport vehicles.

4. LIGHTER WEIGHT

Lightweight design to improve transport efficiency and vehicle life span.

5. COMFORTABLE DRIVING

Vehicle running more smoothly, driving more comfortable, reduce driver fatigue.



Various Applications could be chosen

- 12T Enhanced type can match with
- 10T standard type can match with
- 10T lighter type can match with



Side wall trailer



Fence Trailer



Skeleton Trailer



Express Trailer



Dangerous Chemical Transporters



Aluminum alloy tank truck

Disc brake axle + air suspension \neq All road conditions are applicable



Mud, Gobi, easy dirt road



Puddles and bumps



Mines, gravel fields



Overload unbalance loading

HJ DISC BRAKE AXLE ADVANTAGES

.High temperature resistance, cracking resistance ,20% longer life than other brands.

.Achieve excellent braking ability to enhance security.

.Longer maintenance period.

.Save maintenance cost and improve performance.



HJ AIR SUSPENSION ADVANTAGES



Trailing arm spring with greater toughness:

Brand guarantee, stronger bearing capacity to effectively reduce axle bearing pressure.



Built-in limit shock absorber:

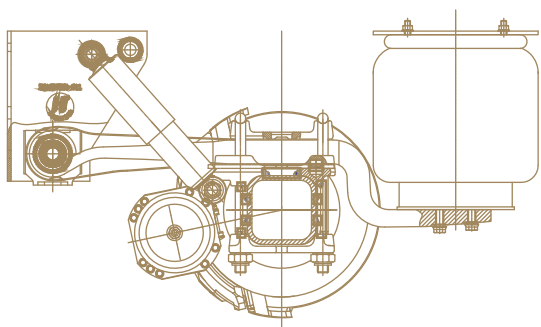
Built-in limit device to reduce the difficulty of parts assembling.
Effectively ensure air bag stroke, improve shock absorbing performance.



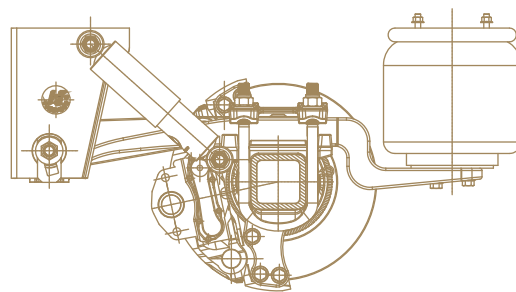
International branded customized airbags:

Built-in buffer blocks ensure smooth running ,20% more service life than domestic airbags.

HJ DISC BRAKE AXLE + AIR SUSPENSION DATASHEET



10T standard type/12T Enhanced type



10T Lighter type

Configuration Portfolio	Disc brake axle			Brake Size			Air suspension	
	Axle model	Axle tube (mm)	SP track TR (mm)	430*45	Wheel rim size	P.C.D (mm)	Suspension model	Air suspension Height (FH)(mm)
12T Enhanced Type	HJD12F08P10 HJS12F07P10	□15	1840 2040	430*45	12R22.5	Φ335	HJ12A1A0	360-545
10T Standard Type	HJD10F08P10 HJS10F07P10	□15	1840 2040	430*45	12R22.5	Φ335	HJ10A1A0	360-545
10T Lighter type	HJD10W08P13 HJS10W07P13	□12	1840 2040	430*45	425/65R22.5	Φ335	HJ10A1A0	365-420

Requirements for optional axle of disc brake



Tractor		Trailer	
		Disc brake +EBS	Disc brake +ABS
Disc Brake	+EBS	Excellent	Medium
	+ABS	Excellent	Medium
Drum Brake	+EBS	Medium	Not recommended
	+ABS	Forbidden	Not recommended

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Email: huajing-1@hj-machine.com

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GD Factory ADD: By 106 National Way , Jingtou Industry Park, Jingtou Town, Fogang County,

Guangdong Province, China

GUANGDONG HUAJING AUTO SPARE PARTS MUNUFACTURE CO.,LTD

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Website: www.hj-machine.com



automechanika

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messe frankfurt



Lifting Your Goods: JAC FORKLIFT

Many may associate the JAC brand with their light duty commercial vehicles. Being a major player, they actually have more to offer. JAC FORKLIFT is a subsidiary company of the JAC MOTORS GROUP, one of the Top 500 enterprises in China. As one big and professional forklift manufacturer for nearly 20 years, they are a leading forklift manufacturer brand in China. Their annual production and sales volume is more than 15 000 sets. Of these, about 5 000 sets are exported to more than 90 countries and regions.

JAC FORKLIFT strives to becoming a leading enterprise in both domestic and international market. To do so, the company is taking “enchanse strength, overcoming weakness , cultivating feature, and constructing adavantages” as the guiding principle for the research and development of the material handling equipment. The unprecedented development speed makes JAC well-known in the industry.

JAC is dedicated to strict quality control and constant management improvement, because of which, JAC has been awarded as “Recommended Brand for Export”, “The Most Competitive Brand in Market”, “Enterprise for Exemption from Export Inspection” and the “National Quality Award” respectively by China Chamber of Commerce. The Ministry of Commerce, General Administration of Quality Supervision,



Inspection and Quarantine of the People's Republic of China and China Association for Quality successively, noting that JAC products' quality and management had reached the international advanced level.

JAC's vision is "Better Products, Better World" and the goal is to "Serve the global market, Benefit mankind." JAC FORKLIFT has become a competitive forklift producer, both at home and abroad.

The latest product line-up includes 1 to 18 ton Diesel forklifts, 1 to 6 ton electric forklift, 1 to 7 ton LPG forklift as part of their portfolio. Apart from that, JAC FORKLIFT also manufactures warehouse equipment such as electric stackers, electric pallet trucks, tow tractors, reach trucks and a wide variety of other applications.

"We believe that our high quality and performance products are the ideal choice for users all over the world. We warmly welcome your inquiry," a JAC FORKLIFT representative told Asian Trucker. **F**



A Electric Forklifts

S Series

CPD1500255 1.5-2.5T CPD45005 4.5-5.0T

J Series

CPD131618J 1.3-1.8T CPD2025J 2.0-2.5T CPD3035J 3.0-3.5T CPD10131618205A 1.0-2.0T

Three Wheels

B Internal Combustion Forklift

J Series

CPD10151820253035J 1.0-3.5T CPD17020253035J 2.0-3.5T

H Series

CPD10101518202530353040H 1.0-4.0T CPD101015182025303540506070H 1.0-7.0T CPD45005H 4.5-5.0T

Heavy Vehicle

CPD050070050100H 5.0-10.0T

Rough Terrain Forklift

CPD120135160180 12.0-18.0T CPD25R/CPD35R-2WD/4WD 2.5-3.5T

C Warehouse Trucks

Hand Pallet Trucks

BF SERIES1050 1.0-2.0T

Power Pallet Trucks

CPD1315 1.3-1.5T CPD202530 2.0-3.0T

Power Pallet Stackers

CPD1015 1.0-1.5T CPD10131520 1.0-2.0T

D Tractors

Electric Trucks

CPD030 2.0-3.0T CPD0304500 2.0-4.0T CPD000250 20.0-25.0T BDD100030 1.0-3.0T

Reach Trucks

CPD13150 1.3-1.5T CPD15L 1.5T CPD1620 1.6-2.0T



BAS Mining Trucks – The Mining Specialist

The mining industry is a highly specialist sector which sets unique criteria, expectations and requirements with regard to haulage. BAS Mining Trucks have some answers to these demands.

For example, the mining industry demands very strong and durable materials: it involves the haulage of large quantities of ore, minerals, coal and overburden and requires high rimpull. BAS Mining Trucks delivers when it comes to strong and durable trucks that are ideally suited for the mining, quarrying and construction industries.

Mutually Beneficial Interests

The mining industry is very demanding. Both on people and materials. Therefore, operators need full support when they carry out their work. The equipment must therefore offer them optimum comfort, a perfect overview and awareness of their workplace, maximum protection of health & safety and complete user friendliness. This all leads to high productivity at the highest degree of safety and at the lowest cost per tonne. BAS Mining Trucks, understands that. "We enable companies to boost the efficiency of their operations while

optimising the facilities placed at the workers' disposal. We call this 'the new efficiency,'" a BAS Mining Trucks spokesperson told Asian Trucker. The knowledge, skills, products and passion of BAS Mining Trucks can even make the interests of their customers and the interests of BAS Mining Trucks reinforce each other. In every partnership they take responsibility, both socially as well as financially, with respect to people and environment.

Stronger Together

BAS Mining Trucks is part of BAS Holding, a rapidly growing international family owned company. BAS Holding is an umbrella



people and the environment. BAS Mining Trucks vows to bring your company to the next level. In short, BAS Mining Trucks provides the mining industry with trucks that embody innovation, co-operation, sustainability and the future.

The Trucks

The trucks the company develops are unrivalled in their effectiveness for projects involving substantial distances. The trucks provided by BAS Mining Trucks offer the perfect solution for distances ranging from as little as 1 km to as far as 250 km between loading zone and dump zone. The trucks offered by BAS Mining Trucks offer low purchasing, maintenance and fuel costs.


The Support

“At every stage of your business processes, you can rely on BAS Mining Trucks to make a meaningful contribution,” a promise made by BAS Mining Trucks. This begins as early as the design stage. In-house design engineers study your objectives and on-site work processes, painting a detailed picture of all opportunities and limitations at your location. This enables them to provide unexpected solutions and products that perfectly fit your needs and will help your business to enjoy a safe and reliable haulage solution at the lowest cost per tonne. These dedicated professionals make an active contribution, which ensures that the delivery of one or more trucks is always accompanied by an extensive range of services. At BAS Mining Trucks, they aim to do more than just deliver trucks: to provide a complete implementation of the trucks, including specialist staff training. When required the brand offers the services of an expat to take up a long-term role at your site, ensuring optimal training of both drivers and local mechanics. This person in charge also remains in contact with the head office of BAS in the Netherlands and organizes for instance the necessary parts supply.

The Core Values

Due to the nature of the activities, safety and sustainability are high priorities in the mining industry. Sustainability entails efficient and responsible action with regard to people and the environment, as well as the deployment of durable equipment and materials that will stand the test of time. At BAS Mining Trucks, these issues play a key role in all of the decisions made during the conduct of business operations.

Global Service

Wherever in the world you are, BAS Mining Trucks provides repair and maintenance contracts, guaranteed truck availability and original Volvo and BAS parts. In mining, uptime is key. With a globally guaranteed uptime, you can be assured that your trucks will have high availability. BAS Mining Trucks offers additional services such as parts shipping including customs formalities and truck and parts insurance so that you will be protected from any inconvenience. 

organisation comprising of a variety of independent companies. These businesses carry out a wide variety of activities, all of which specifically serve the needs of entrepreneurs in the transport sector. This unique combination of activities makes BAS a reliable and multifaceted partner with global expertise.

Powerful Innovations

BAS Mining Trucks is poised to be setting the new standard for performance, productivity and efficiency. At BAS Mining Trucks creates powerful innovations. They shape partnerships between mining companies, suppliers and BAS Mining Trucks. They pay a lot of attention to





Paul McMahon Director

MBS Transport Refrigeration Supplies New to Used Units

MBS Transport Refrigeration Ltd offers refrigeration units from new to used that can meet the needs of all users.

MBS Transport Refrigeration Ltd, (MBSTR) is Europe's leading supplier of used Thermo King & Carrier units for the road transport industry, selling over 1000 units a year. Founded in 1998 by Directors Paul McMahon and Stephen Burns, MBSTR has grown steadily since its inception. The company turnover is now in excess of £6m. The Board of Directors was enhanced by the appointment of Cevat Kont in 2014.

Units for Sale

MBSTR has more than 150 Carrier & Thermo King units in stock for trucks & trailers. Many of these are featured on the company website. The stock varies every week and includes:

- New units – some from cancelled orders
- Nearly new units – some of these are from customers who have changed from multi-temp to single temp or vice versa and so the need to change units
- Regular used units – these are mostly 5-10 years old but still good to reinstall
- Units for parts only

Director Cevat Kont stated, "We prefer customers to visit the warehouse to inspect units before buying – especially for the first deal – but under the current Covid-19 restrictions we can send photos and videos of any units of interest.

The Head office is in Glasgow, Scotland and the warehouse is in Rotterdam, Netherlands. Located only minutes from the largest port in Europe this allows easy transport links to any port in the world. www.truck-refrigeration.com

Semi-Trailers & Seafood

In addition, MBSTR also buys and sells semi-trailers from its base near York, England. Semi trailers are available with and without the fridge unit. The website for this side of the business is www.frigotrailers.co.uk.

MBSTR has a sister company that sells live shellfish – blue lobster/brown crab/razor clams - to Asia and Europe. www.scottish-seafood.com

Contact

Cevat Kont – Director – is based in Rotterdam and speaks, English, Dutch, Turkish, German & French – cevat@truck-refrigeration.com

Paul McMahon – Director – is based in Scotland and speaks English (quite well for a Scotsman) & Spanish – paul@truck-refrigeration.com



Pooling of Resources

While most businesses view others in the same business as competitors Stefan Pertz believes that there are ways that they could cooperate to everyone's benefit.

If one does not constantly improve one's business, the competition will sooner, rather than later, overtake and chip away market share. It is the job of the management to put in place ways to ensure that an organisation constantly looks at ways to improve profitability, user experience, brand perception and internal processes.

In Isolation

Some things are very specific to each company. No matter how hard an outsider would look, there is no way how someone not deeply involved would be able to understand the workings of a business. There are things that one cannot and should not discuss with the outside world either. These are matters that should not be discussed in a forum.

Power of Many

However, there are business matters that can be discussed that would be beneficial to a larger audience outside the business. For instance, many commercial vehicles use the same tyre sizes. Why not form a purchasing conglomerate and leverage on the increased bargaining power to ask for better prices?

Another idea could be a shared workshop. If companies using the same brand of vehicle were to set up a shared workshop, they could better utilise the investment, staff and again, leverage on increased bargaining power.

Associate It!

With associations representing interest groups, a lot can be achieved. What I see though, is that not all industry players become members of associations. I wonder if they

are afraid to give up autonomy or if they don't see the value of joining an association.


Rented, not Owned

Some equipment might be crucial to perform specific tasks, but it may not be in use all the time. If other companies need the same equipment, shared, rented equipment might be an answer. Instead of having items on the asset list, these then become expenses only when the equipment is needed. Scheduling might be an issue, but such considerations should be easy to address.

Schooling and Training

A lot of trainers and educational institutions offer courses. Typically, there is a minimum number of participants. I don't think it is a problem if there are representatives of several companies attending as they will all apply the gained knowledge differently. This way, the cost of a course could be split. Besides, there might be an opportunity to share knowledge and information among the participants, thus further improving the experience.

Public Forums

Yes, there are a lot of groups on social media. However, I have yet to see a moderated and professional community platform for the transport industry that is open to all and offers expert advice. Maybe I have not found it, but I am confident that if one were in existence, it would be a great resource to have. Just like you can go to a forum online to find out why your Outlook is not working and what to do to kick it back into live. 



Dieseltchinc Completes Expansion

Mission accomplished! The last two and a half years were marked by further growth of the Diesel Technic Group. With the largest investment in the company's history of more than 30 million euros, the corporate headquarters in Germany and in parallel the logistics capacities in the subsidiaries have been expanded.

The investments have flowed among others into the new test centre, the heart of the Diesel Technic Quality System. Next to extended testing and modern measurement capabilities under laboratory conditions, this offers also an own electronics test laboratory as well as fast prototyping via 3D printing. In order to improve the product data quality, investments were also made in the inhouse photosystem. Here, 360° product pictures can be created which subsequently find their usage in the product search in the Partner Portal.

New shuttle technology for an efficient intra logistics

A further step was the expansion of the logistics centre at the main location Kirchdorf in Germany. Due to the increased logistics capacities, an optimised item availability as well as a faster delivery are achieved. A real highlight is the new, fully automatic small parts warehouse with shuttle technology which enables the multiplication of the picking performance.

Sustainable customer benefit through high-grade investments

Consequently, the Diesel Technic Group specifically expanded three key customer benefits with their major investment. On the one hand, distribution partners can look forward to a higher availability of around 41 000 articles. On the other hand, they benefit in the long term from a reduced delivery time thanks to an increased efficiency of the intra logistics. Moreover, repeated investments in the Diesel Technic Quality System guarantee a consistently high quality level as well as a continuous product optimisation. **T**

Thermo King and BPW Announce Collaboration



On June 9, 2020 Thermo King and BPW announced the collaboration of both companies to develop a new economical and ecological refrigerated trailer solution.

Thermo King and BPW combined their research and development expertise to transform the way refrigerated trailers are powered. Since autumn 2019, both companies have worked together to create a sustainable power solution for refrigerated trailers that will not only be environmentally friendly but also bring transport companies substantial cost savings.

"For decades, Thermo King has considered it our responsibility to lead the refrigerated transport industry and always deliver solutions that our customers expect from us," said Francesco Incalza, president of Thermo King Europe, Middle East and Africa. "We're leaders in electrification, we have the largest range of zero and low-emissions solutions in all segments

of the market. Our customers value us for our commitment to the continuous advancement of the industry. The partnership with BPW perfectly reflects this approach and brings us closer to meeting our 2030 sustainability goals and combatting exhaust, CO2 and noise pollutions in our industry."

Thore Bakker, General Manager Trailer Solutions & Mobility Services at BPW, adds "In times of climate change with new traffic regulations in urban areas, the transport industry is more than ever challenged to find new ways of doing business economically and ecologically. Together with Thermo King, BPW is addressing the urgent problems of refrigerated transport, whose refrigeration units are still powered by a separate diesel engine today. By combining our competences as technology leaders for freight transport solutions we can make temperature control systems more environmentally friendly through new energy concepts in the trailer. This will also have a positive implication to the Total Cost of Ownership of the freight forwarder along the transportation supply chain." **T**



IVECO Presents the New IVECO S-WAY R Racing Trucks

IVECO started the 2020 racing season with the official presentation of the new IVECO S-WAY R racing trucks specially prepared for Team Hahn Racing and Team Schwabentruck. The event was held on Saturday 16th May 2020 on the test track at IVECO's heavy-duty truck manufacturing and R&D centre in Ulm. Due to the current situation, the presentation was attended by a small group of participants in compliance with safety measures and hygiene regulations.

Drivers Jochen Hahn from Team Hahn Racing and Steffi Halm from Team Schwabentruck put their new trucks through their paces on the test track, demonstrating the vehicles' powerful performance. The event was also

livestreamed on IVECO's Facebook page, so that the teams' sponsors, colleagues and fans were able to view the presentation, a short look back at the very successful 2019 season and a preview of the upcoming truck racing season.

The presentation of the IVECO S-WAY R trucks follows five months of development and testing. The new racing trucks benefit from all the advanced design and engineering features of the IVECO S-WAY range launched in 2019 – from the cab that combines functionality and comfort to the optimised aerodynamics that reduce the Cx drag coefficient by as much as 12 percent and deliver up to four percent fuel savings. **F**

Scania's Breakdown Service Gets an Upgrade



Four new service vans were handed over to Scania on 5th June 2020. The Toyota vans were fitted with a modular racking system from Italian specialist company "Syncro-System. Making best use of the space inside the vehicle, the modular systems are designed to fit a variety of vans and trucks.

"We are the regional distributor of the Syncro-System. With that, we not only sell the modules, but also consult on how to best configure them and we also install them into the vehicles for our customers," said Andrew Choe of Servcar during the hand-over.

The intelligent system allows to be fixed into vans and trucks without mayor modifications of the vehicle's structure. Mechanics on the road can depend on having smart tools on hand to carry out repairs. Power sockets provide 220 Volts as we well as 12 Volts supply for smaller tools while a vise can be folded out to become a workbench. New modules can be added at any time, according to the needs to the mechanics in the field.

Installation took about two weeks and according to Scania, the company is currently looking at upgrading their entire fleet of service vans in Singapore and Malaysia. **F**



maintenance-free operation of the bearing points and prevents machine failures due to lack of lubrication. Expensive central lubrication systems are no longer necessary. Dirt and impurities can no longer adhere to the bearing points, and this minimises wear. In addition, less grease and oil escapes into the environment, a result of which the annual consumption of over 35 million metric tons of lubricant, as measured by RWTH Aachen University, is reduced. Another advantage: the injection-moulding method used to manufacture the plain bearings is especially cost-efficient.


igidur Q2E: A lubrication-free World for Heavy Machines

In a test, the new high-load bearing withstands up to 130 MPa.

In construction machines, agricultural machines, utility vehicles and offshore installations, plain bearings often have to cope with extreme conditions such as heavy loads. igus has therefore further developed its lubrication-free two-component bearing iglidur Q2E. The material iglidur Q2 ensures a tested high degree of wear-resistance, and a hard polymer shell protects the heavy-duty bearing.

Dirt, impacts and high edge loads. Bearings in construction equipment, agricultural machines and offshore installations often have a hard time and have to cope with extreme conditions. Durable materials and dirt-resistant components are therefore called for. igus has now upgraded its iglidur Q2E heavy-duty bearing for exactly such scenarios of use. igus is expanding its range of bearings for heavy-duty applications and closes the gap between existing bearings and solutions made of metal and composites. The bearing consists of high-performance plastics and is therefore completely lubrication and corrosion-free. The absence of lubrication allows


The combination is the secret

Two materials in an encapsulated design ensure that the bearing can cope even with the most extreme edge loads. This is because the iglidur Q2E has a hard polymer shell and a tribologically optimised core composed of iglidur Q2 as the material. When used for a plain bearing with a diameter of 20 millimetres, this material is also very dimensionally stable and wear-resistant even under high loads of up to seven metric tons. Functioning as a protective sheath, the shell makes the bearing very sturdy and ensures that it has a longer service life. igus has proven this in its own in-house test laboratory. In the swivel test, the material withstood a radial load of 130 MPa. iglidur Q2E is initially available for shaft diameters of 20, 25, 30 and 40mm. 

Keeping the World's Freight Moving Efficiently and with Zero Emissions

Terminal tractors are a vital component in a smooth logistics chain. They ensure that valuable loads find the right transport at the depot or other reloading points. Since this means moving containers and van trailers back and forth, the drivelines in these tractors must be powerful and respond reliably. ZF's CeTrax central drive for electric vehicles offers manufacturers the right solution for every need. So impressed with the technology, Terberg, a long-standing ZF customer, has already integrated CeTrax in its YT203-EV electric terminal tractors and BC202-EV electric body carriers. With the CeTrax electric central drive, ZF has introduced to the market a zero local emissions drive solution for depots and other logistics centers. CeTrax is built on a plug-and-drive approach.



Mechanical integration into existing vehicle platforms can be done with minor changes to the chassis only. Axles, statics or differentials can be untouched. This allows ZF to work with manufacturers and retrofitters that want to switch from the existing conventional platforms to electrically-driven versions. CeTrax handles even the most challenging shuttle jobs and is released with a maximum output power of 300 kW. At the same time, the drive offers considerable weight advantages and an outstanding degree of efficiency. Since the scope of supply for the system includes drive control and inverters, manufacturers get an optimally tuned complete solution when it comes to performance, efficiency and service life. In addition, the electric central drive responds almost silently and even conforms to the legal noise parameters at night, ideal for operators who need to plan additional shifts at peak times. 

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