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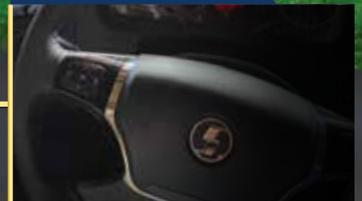


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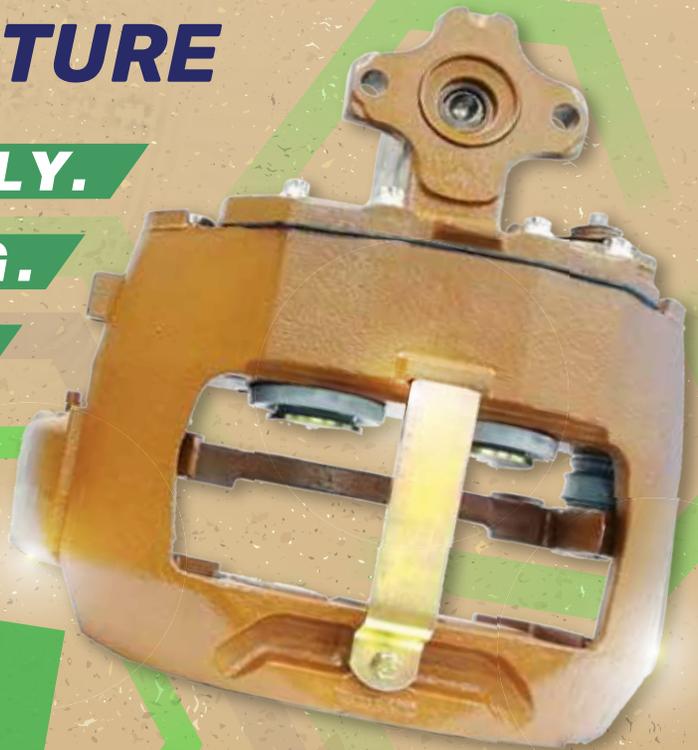
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EURO III

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AG.

Chassis
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Hub Reduction

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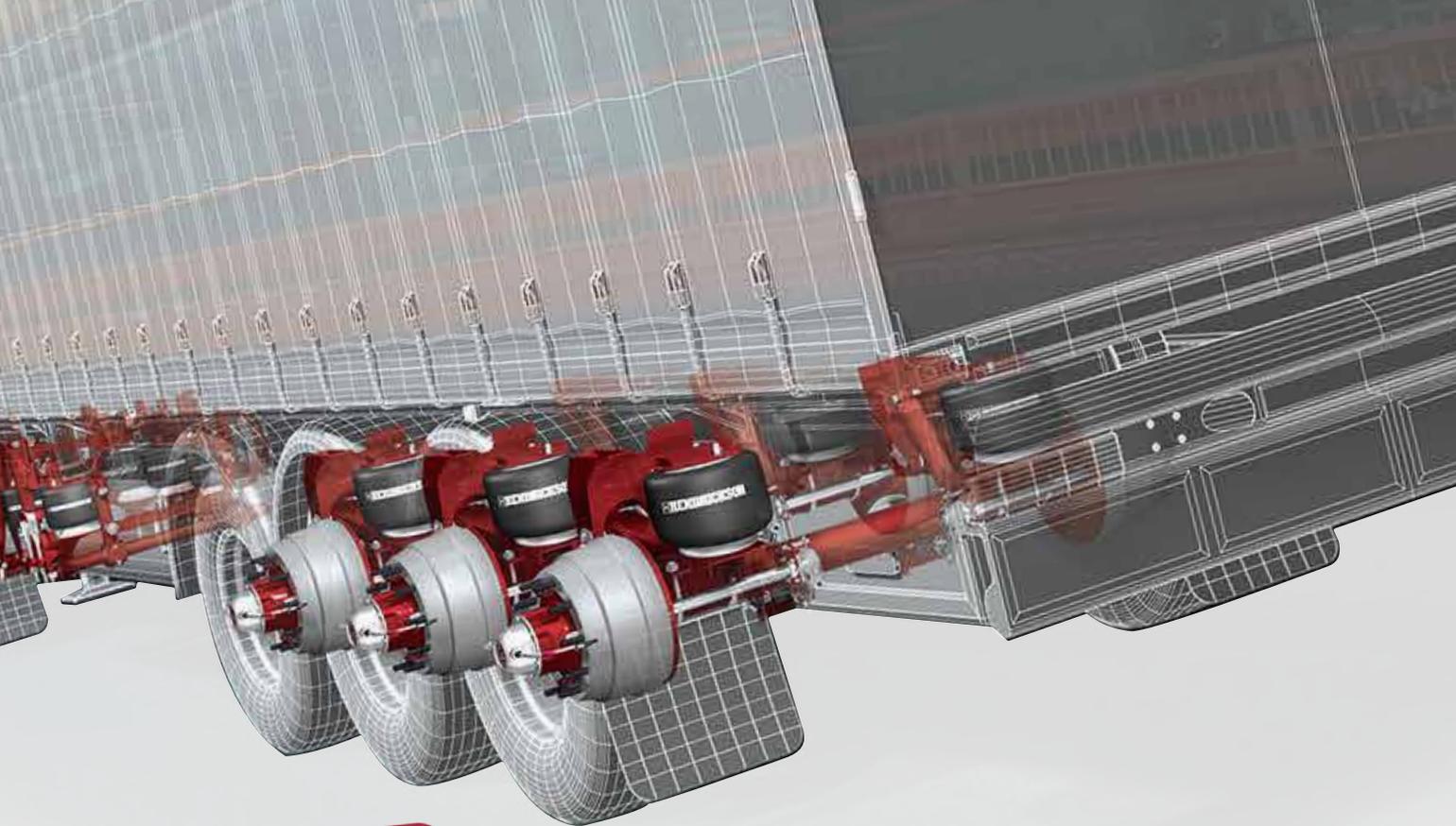
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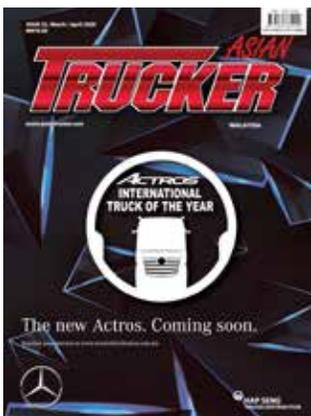
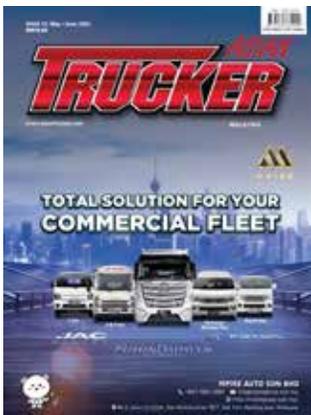
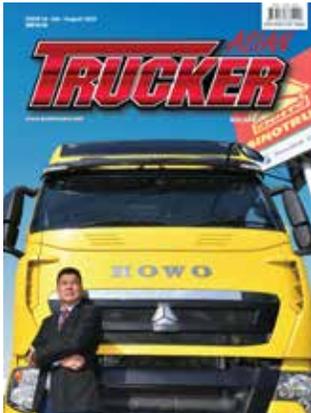
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Telling them Apart

From far or when approaching them from behind, one might not be able to identify the brand of a truck. The trailer may block the view or the features seem very similar from a distance. For those not in the industry, all trucks may be even the same as they don't know what the brands are all about and that there are trucks better suited for specific missions than others. When one really looks into this matter though, one will notice that the differences for each brand are quiet significant and distinct.

Take for instance the both Swedes: Scania and Volvo. As you can read in our cover story, sustainability is a big issue for the brand. The Ecolution partnership

is something I will write more about in the future as this is something that is picking up in the industry. Meanwhile, and I don't need to tell you, Volvo stands for safety. The company just celebrated 60 years of the three point seat belt being part of the safety package in their trucks.

Then you have the Japanese trucks where the design of the grille has special meanings. For instance, the six corners of the UD hexagon each stand for a design concept whereas the six inlets on a Isuzu represent the six continents the brand is represented in. Hino's logo depicts a sunrise and the horizon while the front of a Fuso derives its styling from Japanese comics, Anime.

Another interesting group of brands come from China. Here, the name may have a bit more implied meaning, like Eastern Wind, while the design may have different underlying thoughts. Some may say that the Chinese trucks all look the same, but I strongly disagree. There are some very distinct models around being imported from China.

In many cases, very striking colour schemes are used for truck fleets. Knowing the owners or operators, I can sometimes deduct what brand of truck is coming my way just by looking at the paint job. Mixed fleets are not uncommon, but many operators seem to prefer a split between two or three brands.

I find it fascinating to look beyond the technical specifications of a truck. And just like with any other technology, I am not sure we actually need to fully understand what is inside. For example, I have no idea how my phone works. I just know it does and how I make it work the best for me. The next person may not be using the same phone in the same way and may not get the best results out of the apps. I imagine it is the same with the trucks we find on offer. However, just like with phones, the truck brands will give us a hint at what they are good at.

In this issue you are holding I have put together, what I hope, a broad and insightful collection of articles. There is the hand-over of a large fleet as well as a report on a trip that was only two kilometres long. I cover local stories as well as news from other parts of Asia as I think that these would be of value to you. Some brands and people you will read about have been featured often as I would like to tell a continuous story. Others pop-up here and there throughout the years. I am currently watching "Midnight Diner" and the appearance of the characters follows a similar pattern. Eventually, I am also recognising who does what in the transport industry and how they roll. I am sure their customers will know where to look as they recognise them for what they are: specialists in their field.

Stay safe, drive safe

A handwritten signature in blue ink, appearing to read 'Stefan Pertz'.

Stefan Pertz
Editor, Asian Trucker



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Isuzu Handover Ceremony Kicks Off Merdeka Celebration For Rompin Enterprise Transport Sdn Bhd

Isuzu Malaysia handed over three units of the Isuzu ELF Light Duty trucks to Rompin Enterprise Transport Sdn Bhd during the ceremony. These units, which are new additions to the company's current fleet of commercial vehicles, are slated to be used for the distribution and delivery of Petronas LPG cylinders in Negeri Sembilan.

The handover ceremony was attended by Atsunori Murata, Chief Operating Officer of Isuzu Malaysia, who graciously conveyed his utmost appreciation to Rompin Enterprise Transport Sdn Bhd and LPG Petronas Dagangan Berhad for their trust and preference for Isuzu trucks to strengthen their operational and distribution needs. With the economy steadily regaining its momentum, Murata is confident that this procurement will serve the company well by fortifying their logistics management.

Later, to commemorate the special occasion, Murata presented a symbolic mock key and an appreciation gift in the form of an Isuzu Miniature Truck to Dato' Chew Kam Tu of Rompin Enterprise Transport Sdn Bhd. Witnessing the auspicious handover was Pramela A/P Vallinayagan, General Manager of LPG Petronas Dagangan Berhad.

In conjunction with Merdeka Day celebrations, aside from the Isuzu handover ceremony, Rompin Enterprise Transport Sdn Bhd also took the opportunity to launch the company's official website, Facebook page and WhatsApp line, in addition to launching their new E-wallet program. **T**



Recently, Isuzu Malaysia Sdn Bhd successfully held a handover ceremony to commemorate the procurement of Isuzu ELF Light Duty trucks by Rompin Enterprise Transport Sdn Bhd. The trucks were procured through Ultra Gallant Sdn Bhd, an Isuzu authorised dealer based in Seremban, Negeri Sembilan.

Rompin Enterprise Transport Sdn Bhd is an authorised distributor of Petronas Liquefied Petroleum Gas Cylinder (LPG). Founded by Managing Director Dato' Chew Kam Tu, the company was established in 2001 in Bahau, which quickly grew over the years to include various business ventures in new locations such as Seremban and Nilai.

The handover ceremony, which was organised in conjunction with the company's Merdeka Day celebrations, took place at Rompin Enterprise Transport Sdn Bhd's headquarters in Seremban.



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Mitsubishi Fuso Launches New eCanter with Advanced Safety System

Mitsubishi Fuso Truck and Bus Corporation (MFTBC), one of Asia's leading commercial vehicle manufacturers under the Daimler Trucks Asia umbrella, is pleased to announce that it will introduce a new all-electric light-duty eCanter truck with enhanced safety features. The upgraded eCanter will be launched in Japan in August, with further introductions in Europe as well as the Asia Pacific region planned in the following months.

The new eCanter in series production now comes standard with advanced features to better support safety on the road:

- The Advanced Emergency Braking System (AEBS) detects vehicles ahead, as well as moving pedestrians, through the millimeter-wave radar installed in the front bumper. The AEBS activates braking and warns the driver when risk of collision is detected.
- The Electronic Stability Program (ESP) constantly monitors the postural stability of the vehicle with a sensor and controls the wheels' motor output and braking force when there is risk of rollover or skidding at a curve.
- The Lane Departure Warning System (LDWS) detects lane deviations through a white line recognition camera. When the vehicle deviates from a lane without a turn signal, the system emits an alert to the driver and displays a warning on the dashboard.

Driven by an electric motor, the emissions-free eCanter is MFTBC's answer to the increasing need for environmentally conscious transportation. With less noise and vibration compared to diesel-powered vehicles, the eCanter is the ideal solution for urban delivery services that are scheduled late at night or early in the morning. The vehicle can be charged during the night-time as well, which may boost operational efficiencies. Since its global launch in 2017, the eCanter has been in active operation on delivery routes in Japan and around the globe, winning high evaluations from customers worldwide.

"As the need for environmentally-friendly logistics continues to grow on a global scale, Mitsubishi Fuso is contributing to this cause as a pioneer in electric trucks. Already, our many customers are operating our electric

trucks worldwide. The new and improved eCanter is testament to our commitment to Japan and its society as we work towards achieving a CO2-neutral portfolio in the country by 2039," said President and CEO Hartmut Schick)

About the eCanter

The eCanter is an electric light-duty truck developed by MFTBC as a solution to environmental problems in cities such as noise, exhaust gas and CO2 emissions. Over 160 eCanter units are in operation globally and with their cumulative driving distance exceeding two million kilometers. The eCanter, which falls under the 7.5-ton gross vehicle weight class, ensures a range of about 100 kilometers per charge. The electric drive system carries a motor (maximum output: 135 kW; maximum torque: 390 Nm) and six high-voltage (370 V, 13.5 kWh) lithium-ion battery packs. With quick-charging stations, the vehicle only takes approximately 1.5 hours to fully recharge. **F**

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and aim to serve 300 million shoppers by 2030. Redzuan mentioned that performance, reliability, fuel economy and safety of the vehicles, along with excellent after sales service as some of the reasons why Foton was the ideal choice for transportation of the company.

Mpire Foton Asia is the official distributor of Foton vehicles in the Malaysia. Speaking to Foong, he told Asian Trucker that Mpire Group is expecting to deliver the vans in batches nationwide later. He further revealed that all these vans are tailored to suit Lazada logistic drivers' daily working schedule and requirements. "The vans come with nationwide after sales support and roadside assistance and with warranty for five years or 150 000km km mileage, whichever comes first," he said further.

The trucks with the Foton badge have been recognized for their cost efficiency, robust cargo capability and high-performance engine, which the international market has observed. Thus, it is hoped that the vans will help Lazada's team to attain the best profitability for distribution operations through powerful performance, meeting the nation's logistic demand with protection, and create job opportunities for people. In view of the current situation, Mpire equipped the vans with Provided with Nanion 3D coating, a coat that releases nanoparticles into the cabin air to help disinfect the air and thus keep the drivers safer, as well as a SOS emergency program for drivers.

Before drivers could take the wheel of their new vehicles, KG Lim, Head of Sales of Mpire Group, explained technical details and briefed on after sales information of the vehicles. The drivers of this first batch were then seeing driving their vehicle out to report for duty.

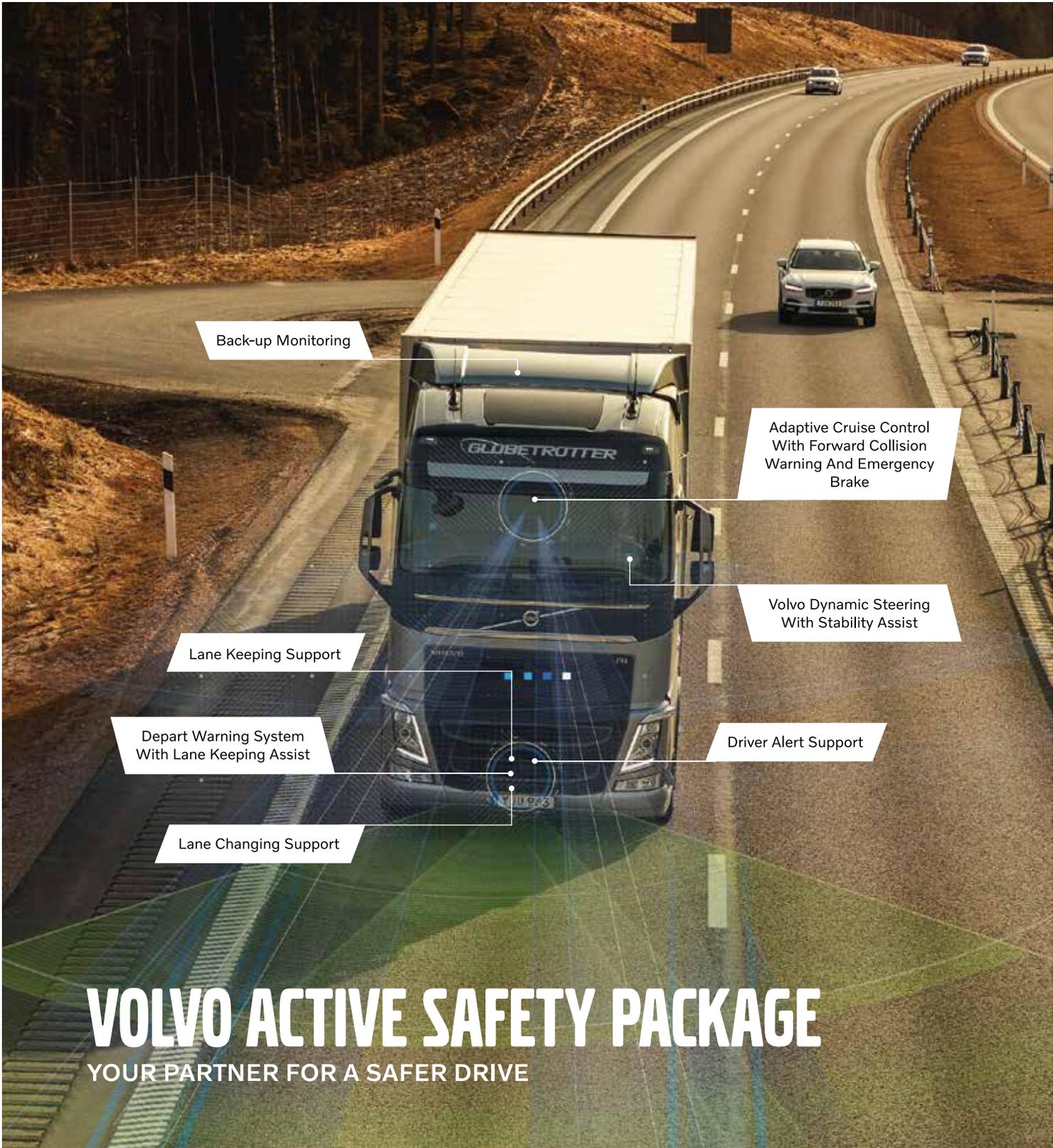
Foong summed up the event by saying "The handover is a reflection of the company's on-going commitment to the quality, safety and performance of our vehicles and we are indeed very happy that Lazada has once again placed their trust in Foton for the best profitability and sustainability of their business." **T**

Lazada Group Fancies Foton

The first batch of 152 Foton View C2 Panel van for central region has been delivered to Lazada Group.

It is not every day that such a big order leaves the assembly line and it was indeed a proud day for the buyers and sellers alike. Picking up the keys, Lazada Group's management was welcomed back for a handover. The event was held at the Foton 3S centre Glenmaries Shah Alam on 8th August 2020 with participants from management and drivers. To commemorate this occasion, a flag off by Mr Afiq Redzuan, Lazada Group's Vehicle Ownership Program Senior Manager and Sd Foong, Group Senior Manager of Mpire Group was held during the handover ceremony.

Founded in 2012, LAZADA Group` is the leading eCommerce platform and flagship platform of the Alibaba Group in Southeast Asia. Today, Lazada Group is present in six countries including Indonesia, Malaysia, Singapore, Philippines, Thailand and Vietnam. With the largest logistics and payments networks in the region, Lazada is a part of consumers' daily lives in the region



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Volvo Trucks. Driving Progress





The Lion is Roaring in Port Klang

Having set up a workshop in Port Klang, the German brand expands its network and now offers easy access to service and maintenance in an area with high truck population.

Back in February 2020, Mr. Thilo Halter, Head of Area, MAN Asia Pacific told Asian Trucker that "We need to be close to our customers and a workshop in Port Klang, where there are a lot of our customers, is crucial." In summary, Halter promised that this event marks the beginning of a new era for MAN in Malaysia. MAN Truck and Bus (M) Sdn Bhd (MAN) then appointed Andrew O'Brooks as its new managing director, who will lead the execution of several strategic initiatives for Malaysia including opening up its retail outlet here in Port Klang.

Previously, customers would either have to make their way to the Rawang workshop or use the help of MAN's mobile workshop. Despite the pandemic of Covid-19, O'Brooks and his team remained committed to customers in Port Klang and its vicinity by opening the MAN Port Klang doors on 6th of July 2020. MAN Port Klang has the capacity to take in six Prime Movers at any one time in three lanes.

Located in Lingkar Sultan Mohamed 2, the newly opened facility offers ample of parking space for trailers. MAN Port Klang is powered with MAN Diagnostic tools and host of tools, equipment meeting MAN standards. Here, MAN offers Complete Service including overhaul and MAN-Cats III including programming (for diagnostics). Total built up area is 20 000 square feet on a total area of 91 000 square feet.

Open six days a week from 8.30am till 6.00pm, the facilities offer a lot of comfort for the drivers bringing in their vehicles and customers needing consultation. An air-conditioned Customer Lounge where light snacks and beverages are served for customers are part of the concept. Meanwhile, drivers will be delighted to know that there are facilities, such as showers and prayer rooms, for them as well. Gated and guarded with CCTV, the Lions ensure that trucks are kept safe from theft or tampering at all times.

Besides being a service centre, the workshop is also home of a part storage with parts counter sales. Housed here too is one unit of the mobile service truck that will be dispatched to assist trucks having broking down on the roadside. Staff of the Mobile24 breakdown support are based in the premises too. 



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Sixth Award in a Row for Hengst Filtration

Fluid-management module for Daimler HDEP engines wins the Aluminium Die-Casting Competition

For the sixth time in a row, Hengst Filtration, headquartered in Münster Germany, won first prize in the Aluminium Die-Casting Competition sponsored by the Gesamtverband der Aluminiumindustrie e.V. (GDA) (German Aluminium Industry Association): The expert jury awarded first prize to an oil-coolant module for Daimler AG's Heavy-Duty Engine Platform (HDEP) engine; the module was developed and produced by Hengst at the Nordwalde site. The award ceremony was held in Nuremberg as part of the "Euroguss" industry trade fair.

The aluminium casting, manufactured by Hengst, is the heart of the oil-coolant module for the Daimler AG Heavy Duty Engine Platform. The World Engine (inline 6-cylinder, 12.8 - 15.6 liter displacement) will be used in heavy commercial vehicles of the various group brands, such as Mercedes-Benz, Freightliner, EvoBus, and Fuso, as well as a number of agricultural and construction machines. The requirements imposed on the Hengst developers were correspondingly complex: The task at hand involved implementing a high variant diversity and integrating numerous functions, with installation space comparable to that of the predecessor module, and saving space to boot.

Thanks to the thin-walled die-cast aluminium it was possible to achieve a consistent lightweight construction. In addition, the casting meets the most rigorous requirements imposed on leak-tightness and compressive strength, and it is designed as a lifetime component.

The module developed for the HDEP engine is flanged onto the crankcase and it includes the oil filter, heat exchanger, valves, sensors, connections, and a coolant pump. In this regard Hengst relies on a completely integrated media routing system without hoses and pipes for raw oil, pure oil, and coolant. The component consists of more than 50 parts, saves installation space and weight, and with its minimal flow resistances it also contributes to fuel efficiency and lower emissions. Thus, not only was the weight of the unmachined part reduced by 18 percent, the weight of the die-casting mould was also reduced by 44 percent.

"Receiving this award again is a great honor for us; we are really pleased. It impressively demonstrates that Hengst is one of the leading companies in the industry, in development and in manufacturing.", explains Dr. Andreas Dworog, Group Director Advanced Development at Hengst. "It confirms our strategy of combining development, engineering, and production expertise under one roof. It enables us, in cooperation with vehicle manufacturers, to develop innovative concepts that are ready for series production in a short time."

The die-cast component is manufactured in Hengst's in-house aluminium foundry in Nordwalde (Münsterland) – one of the most modern facilities of its type worldwide. The near-net-shape component produced in the foundry meets the most rigorous quality requirements for precision and purity. **F**



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IVECO in Malaysia – An Update

IVECO might have been a player in the background in Malaysia for a while, but they would like the market to rest assured that the support is still there and the brand is ramping up again.

During a joint press conference which was held on 28 April 2015 at the Saujana Hotel Resort in Kuala Lumpur, FA Trucks introduced the wide range of vehicles for Malaysia and presented five new key product lines from the IVECO portfolio: Daily light commercial vehicle and International Van of the Year 2015, the Trakker off-road truck, Eurocargo medium truck and the Stralis, which won the Truck of the Year 2013. Lastly the 682 heavy commercial vehicle are another addition to the range distributed here. The product offering was completed with a full range of after-sales and financing, which take advantage of Federal Auto's local presence in the country.

However, IVECO and FA Trucks have agreed that their cooperation is not aligned strategically and that it would be best for the truck maker to seek help in the country from another distributor. According to spokespersons in IVECO'S regional office, the two partners are currently making the necessary preparations for the separation. IVECO is working with MIDA (Malaysia Investment Development Authority) to identify the best partner to take over distribution, and ideally, local assembly. The process is ongoing and making progress, even though the pandemic has slowed things down.

IVECO has ensured a smooth transition with continuity to the parts and service support to its customers and owners of IVECO trucks can rest assured that there will be no disruption. The former IVECO showroom has

been leased out to Aeroline Autotech (M) Sdn Bhd, which is an official service centre. A second spare parts dealer and service center can be found north of Kuala Lumpur, Radifleet Sdn Bhd. Both providers are the key contacts for the IVECO Daily fleet in the country, of which most are ambulances. There are, according to IVECO, approximately 500 vehicles currently on the road in Malaysia.

IVECO can count on a range of trucks produced at its manufacturing plants in China for the region's markets, as well as the high-specification products imported from its European plants (Italy and Spain). With this product line-up, IVECO'S management is confident that the brand has what it takes to be a serious contender in the market.

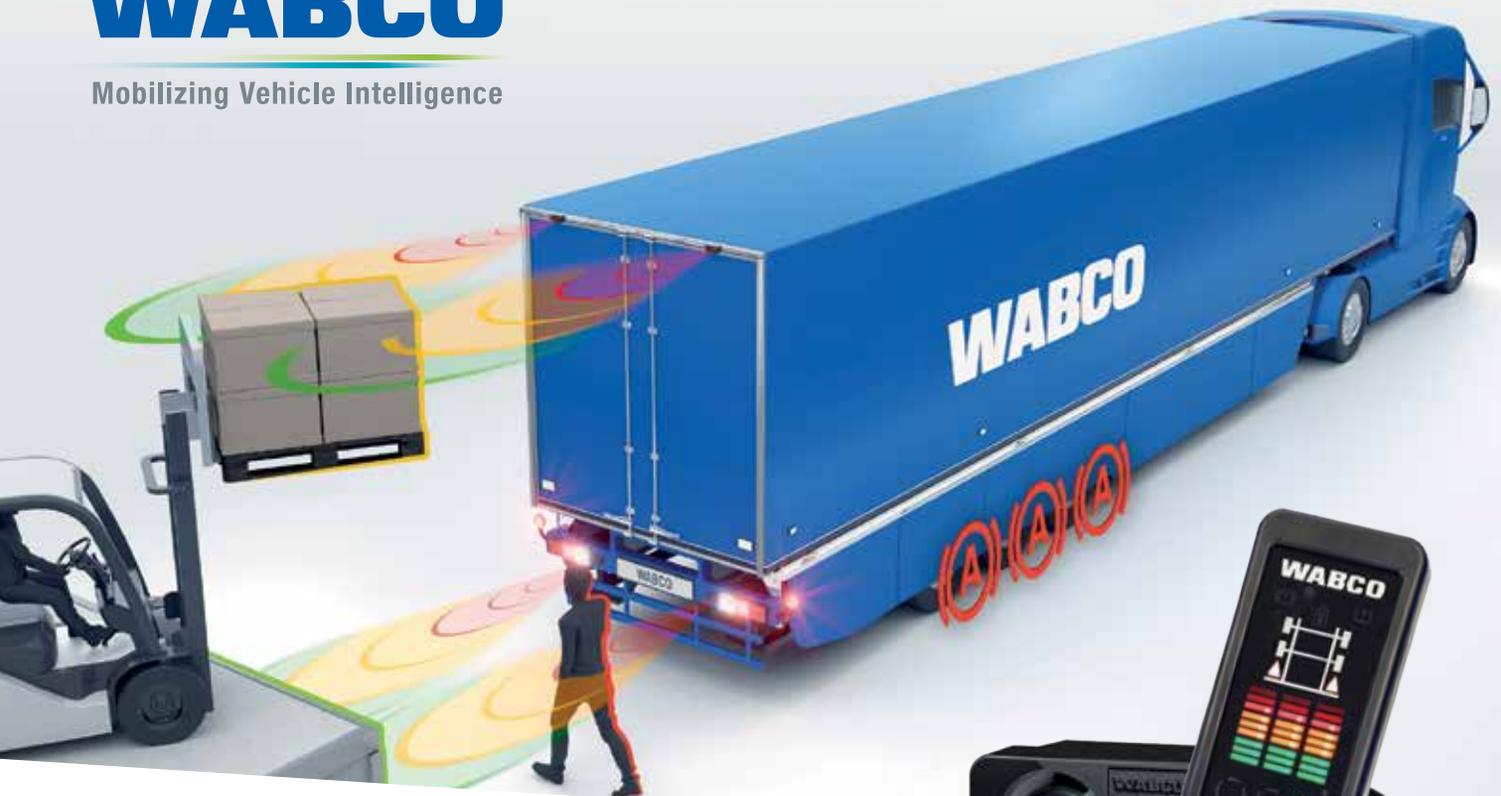
IVECO'S management is confident that they have the right product offering to match the specific requirements of a variety of applications, and that this will attract the right distribution partner. It is evaluating the best scenario to ensure the future of the brand in the country, taking into consideration the different production facilities it operates in the region and in Europe. In terms of engine technology, IVECO is ready to address any requirements as the brand has drivetrains including Euro III to Euro V.

With the year nearing its end, IVECO is now working on several strategies on how to approach various markets, based on scenarios involving restrictions and easing of them with regards to the pandemic. **F**



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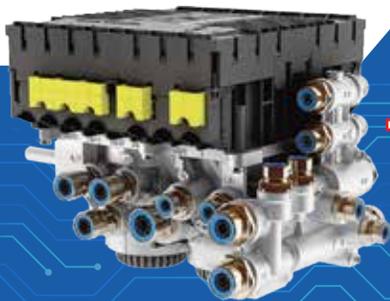
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Hap Seng Opens Workshop in Prai

Covering the northern region, the newly opened workshop is closing a gap in the market, strengthening the presence of the brand in the country.

On September 25th, several groups of stakeholders were invited in batches to witness the opening of the new workshop in Prai. Located in PT 4644, Jalan Jelawat, Seberang Prai, 13700 Prai, Pulau Pinang, the facilities are now open for business and ready to welcome customers to service the Mercedes truck population. A ribbon cutting ceremony officially opened the workshop.

The session was split into two separate topics. First came the official opening of the facilities with an introduction of the capacity, and a future outlook, followed by an in-depth introduction of the new Actros. The truck, recently launched in the Kinrara office of Hap Seng Trucks Distribution, was shown to selected fleet owners in a bid to bring the vehicle to them, rather than they having to travel for the launch.



Although it has been a tough year so far, Hap Seng Trucks Distribution's management believes that the expansion is not only timely, but also necessary. The workshop takes up 15 000 square feet of space and has 5 bays to service trucks coming in for maintenance, service and repairs. The branch in Prai is the eight branch under Hap Seng, with a ninth to be added in Johor Baru by the end of this year. **F**



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Volvo Trucks. Driving Progress





Isuzu Malaysia Delivers Over 270 Trucks to City-Link Express

Isuzu Malaysia Sdn Bhd (Isuzu Malaysia) announced a recent momentous delivery of 277 units of various models including light duty truck, medium duty truck and Prime Mover to key customer City-Link Express (M) Sdn Bhd (City-Link Express), facilitated and completed through its dealer Jumbo Arena Sdn Bhd (Jumbo Arena).

Part of the light duty trucks are equipped with the Isuzu Safety Plus platform, which extends four important safety features including Anti-lock Braking System (ABS), Electronic Brake Force Distribution (EBD), Anti-slip Regulator (ASR) and Supplemental Restraint System (SRS) Airbag.

With this truck delivery, City-Link Express becomes the first Malaysian customer to own the Isuzu Safety Plus in its fleet after the recent launch of the safety platform by Isuzu Malaysia on 1st September.

An official vehicle handover ceremony marked by ribbon-cutting and mock key presentation was held recently at Dataran City-Link Express in Jenjarom, Selangor. It was attended by the senior management and key support teams of Isuzu Malaysia, Jumbo Arena and City-Link Express.

The celebrated event was also made more significant with the flagging-off of several of the new City-Link Express trucks to symbolically augur in auspicious business growth.

Koji Nakamura, Chief Executive Officer, Isuzu Malaysia said, "We are extremely delighted to deliver the new Isuzu trucks to City-Link Express, one of our long-term valued customers in Malaysia. This delivery signifies Isuzu's commitment in supporting City-Link Express on achieving its business objectives despite the current environment.

City-Link Express was founded four decades ago in 1979 as Malaysia's first courier company. Today, it is one of the leading integrated express, last mile delivery companies

with a prominent brand foothold. The delivery of the new Isuzu trucks is envisaged to further strengthen City-Link Express' existing fleet and to support the growth of its business operations in Malaysia.

Commenting on the reason for buying the new Isuzu trucks, Ronald Tan, Chief Executive Officer, City-Link Express (M) Sdn Bhd shared, "The exponential growth of e-commerce and increased consumer spending online that we have seen in recent years have spurred the demand for courier delivery services.

"City-Link Express has been a trusted courier delivery company for decades and we continue to be fully committed to quality services by ensuring our customers' goods reach the intended destinations on-time and in good condition.

"To further support the growing volume of our deliveries, it is important that our fleet of trucks are reliable, safe and easy-to-maintain. In our line of business, we need trucks that can go the distance with us, as well as on having attentive and quick-to-respond aftermarket support. These are very important as we are in the business of speed and meeting delivery deadlines safely.

"We have been using Isuzu trucks for 10 years now and have been very satisfied on all these aspects, thus the decision to procure the additional trucks."

"The user-friendliness and drivability of Isuzu trucks make our drivers' job easier too. This results in less fatigue and downtime, and increased productivity and efficiency. In return, this has helped us in retaining the good drivers we have, as well as in attracting new recruits," added Tan. **T**

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Trusted Brand, Steelbro Helps Give InterCargo a Lift



With its headquarters in Bintulu, Sarawak in East Malaysia, InterCargo has emerged as one of the region's most successful forwarding, transportation, warehousing, equipment rental and shipping companies.

From humble beginnings, the company started as a courier service provider in Bintulu old town in 1987. Two years later the first contract to transport 50kg bags of urea was signed, and by 2017, founder and Director Alan Lau celebrated the company's 30-year anniversary as a thriving enterprise.

Today, the operation has expanded throughout Sarawak with branches in Bintulu, Sibu, Miri and Kuching and has a dedicated workforce of more than 200 staff. With its extensive warehousing, vast range of transportation equipment, and logistic solutions, InterCargo is well placed as one of the leading transportation companies in East Malaysia.

Among the services it offers, InterCargo assists customers with custom clearance, air and sea freight forwarding, transportation, shipping, warehousing, heavy lifting and installation, jacking and skidding, and equipment rental.

Alan Lau, Founder and Director, is still responsible for day-to-day operations and formulating the group's strategies and policies. He continues to strive for improvement by constantly upgrading his fleet of vehicles and facilities to meet the ever-changing environment.



The team at Intercargo saw the unique benefits that adding sidelifters to the fleet would bring to the business. The units are able to load and unload a container on the ground instead of on the back of a trailer.

When the company decided to invest in more sidelifters, it made sense to partner again with the trusted Steelbro brand. "In July 2020 we took delivery of another first-class product, with a quality maintenance programme," says Lau.

"Apart from being a trusted brand, we chose Steelbro for the durability of the sidelifter frame chassis structure, safety features that the product offers, and also great customer service."

"The Steelbro sidelifters have been very efficient, saving time and money. They help to minimise the use of our skeleton trailers, and are convenient for our clients to unstuff and stuff the containers particularly when a client's site does not have loading bay".

"Sidelifters also offers us better options when comes to container handling with sensitive cargos."

The SB450 sidelifter model was engineered by Steelbro to cope with environments where conditions are extreme and call for a highly durable sidelifter unit with a strong lifting capacity. The environment and conditions in Malaysia sometimes require a more rugged unit such as the Steelbro SB450 which can handle transfers of containers weighing up to 45 tonnes easily within a safe working envelope.

According to Lau, Intercargo use their sidelifters to handle 20' and 40' standard container, high-cube containers, 20' and 40' reefer containers, open top containers, iso tanktainers. Their sidelifters are used for short as well as long journeys, to and from the port.

"Over the past years, we have received increase volumes and demand for sideloader container lifting. Many of our clients find it much easier and faster for them to operate, especially when there is limited space for a conventional crane to operate." The organisation has even rented out its sidelifters to other companies when they break down.

Lau understands the importance of product lifetime value and choosing the right equipment. He says, "Investing in high quality equipment from a brand name you can trust has always been important."

His impressive fleet of equipment includes a family of six sidelifters, including the only 20Ft model in Bintulu, from New Zealand based manufacturer, Steelbro. These include some of Steelbro's earliest models, the MK6 and the SB402, which are still in operation today and demonstrate the quality and durability of these products. Intercargo is looking to add to its sidelifter fleet in the coming months.

Other equipment includes 20' and 40' container trailers, lowbed and high bed trailers, goose neck trailer, lorry mounted crane, pole trailer and modular multi-axle trailers.

Operators have been impressed by the units as well. "They say it has improved the way they do their work. They are easy to operate, even for a beginner. One of our experienced operators often says 'container haulage is way faster than before, and easy to manoeuvre,'" says Mr Lau.

Currently there is no Steelbro Service centre in East Malaysia and technicians will come over from West Malaysia. Intercargo also send their workshop operators to West Malaysia for training on how to service the units.

Looking forward to the next 30 years, Mr Lau adds. "We always thought this brand would bring us forward with future business opportunities."

Company Snapshot

Intercargo was established on 6th August 1987 in Bintulu, Sarawak, Malaysia. The business is customs authorised and licensed to deal with forwarding and shipping business in Malaysian Airports and Seaports.

Since incorporation, the operation has expanded throughout Sarawak with branches in Bintulu, Sibul, Miri and Kuching with over now a 200-strong workforce. According to Lau, the aim is to provide the best logistic solutions to their customer and continue to strive for improvement by constantly upgrading the fleet of vehicles and facilities to meet the ever changing business environment. 



Isuzu Malaysia Launches Elf Range with Safety Plus Enhancements

Isuzu Malaysia launched the enhanced ELF light-duty truck range that comes equipped with Isuzu Safety Plus platform featuring a combination of crucial safety system upgrades, plus with B20 biodiesel compatibility and greater warranty benefits to meet the current market demands and to deliver more efficient transport solutions to truck operators in Malaysia.

The enhancements are available in 18 variants of the ELF, which ranges from 4-wheeler to 6-wheeler. With the introduction of the newly enhanced trucks, Isuzu now offers the widest light-duty truck range equipped with the comprehensive Isuzu Safety Plus platform and other relevant features to help truck operators run a safer, more productive and sustainable business.

“The enhanced ELF range with Isuzu Safety Plus truly represents a thorough evolution to delivering more superior levels of safety and performance that many truck operators seek in order for them to effectively navigate their business in today’s market environment,” said Koji Nakamura, CEO of Isuzu Malaysia.

The ISUZU Safety Plus platform is supported by four main safety features which include Anti-lock Braking System (ABS), Electronic Brake Force Distribution (EBD), Anti-slip Regulator (ASR) and Supplemental Restraint System (SRS) Airbag.

This enhanced ELF range with Isuzu Safety Plus is the first in its segment that offers the full benefits of Isuzu’s S.E.E Technology, which signifies the three core aspects of Safety, Economy and Environment. Here, safety is derived from being a market leader in introducing both active and passive safety features, economy from the extensive warranty offered and environmental care from the B20 biodiesel compatible technology.

“With Isuzu’s S.E.E Technology at its core, the enhanced ELF range with Isuzu Safety Plus corresponds to today’s truck operators’ need for efficiency, safety, cost savings and lower carbon footprint – everything delivered in a dynamic, versatile and reliable light-duty vehicle,” shared Koji Nakamura.

Featuring active safety aspects for maximum protection, the ABS safety feature in the Isuzu Safety Plus platform efficiently reduces the risk of skidding by preventing the wheels from locking up during braking on slippery surfaces. It helps to maintain traction with road surface, thus giving a more secure directional stability and solid handling for the driver.

Paired with the ABS is the EBD which functions by automatically distributing the ideal brake force for all wheels based on the weight of the load, road condition and speed. This feature maximizes stopping power by enabling a precise brake force distribution, giving the driver greater vehicular control.

The Isuzu Safety Plus benefit is further amplified by the ASR function, which has an on/off option that can prevent the wheels from spinning during slippery road conditions and cornering by increasing road traction. This increases the life span of the tires too.

In addition, a vital passive safety feature included in the ELF range with Isuzu Safety Plus is the SRS Airbag which reduces impact and injuries to the driver in the event of a head-on collision with a stationary or moving vehicle or object.

On top of that, the seat belt system presents two key functions to ensure utmost safety. Firstly, the Seat Belt Pre-Tensioner operates by retracting the belt instantly and removing the slack in the belt to firmly secure the driver. Secondly, the Seat Belt Load Limiter releases the webbing force gradually so as to not exert too much pressure on the driver’s chest, thus minimizing bodily injury in the event a frontal accident occurs.

Customers who purchase the enhanced ELF range with Isuzu Safety Plus will get to enjoy extended warranty coverage of 5 Years or 200 000 km, whichever comes first. This extensive warranty coverage is one of the best in the market, demonstrating Isuzu’s commitment in extending solid and long-term support to its Malaysian customers and helping them to lower their overall operating cost. 

Increased safety creating cost savings

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"I know for a fact that Scania Ecolution way of working help save fuel for my Scania trucks while reducing the CO2 emission into the environment. That makes me feel good knowing we are reducing the impact to the environment while it looks good on my OPEX figures as well," stated Ryan Chong.

Better Together: New Truck Generation and Ecolution

As a concept, Scania's Ecolution has been talked about for a few years now. With the launch of the New Truck Generation, the Swedish brand now has a powerpack in their offering that is showing how environmental protection does not exclude profits.

The protection of the environment is a topic Scania talks about a lot. And they take action to assist transporters to become greener. As a foundation, Scania's Ecolution is a concept that aims to reduce emissions and to move goods in a more sustainable, more environmentally friendly way.

Arriving in Malaysia last year in March, the Scania New Truck Generation has now been put to the task for over a year and buyers are able to give comprehensive feedback. The truck, as hardware, may be just what the Ecolution needs in order to fulfil its promise. The new way of thinking coupled with the latest in truck technology may result in positive impacts and they are better together.

Having reported about both, we wanted to find out more about how Scania's customers benefit from the combination and what they have learned from applying the principles of the Ecolution.

Newcomer Focused on DG

The Industrial Gas supply market share in Malaysia has always been held by the multi-national corporations, with many local companies competing for a slice of this market. Established in September 2016 and fully operational within the third quarter of 2019, Ace Gases Marketing Sdn Bhd (Ace Gases) came into this market with a strong showing of highly skilled management and support staff with abundance on working experiences.

Helmed by Mr Ryan Chong Ann Tsun, a shareholder taking the lead as General Manager, Ace Gases started operating their first Nitrogen generation plant in Cyberjaya in 2018 and completed their Carbon Dioxide (CO2) manufacturing plant in Kerteh, Terengganu in close proximity to the Petronas Gas Facility, in October, 2019. Ace Gases is the subsidiary of Kelington Group Berhad.

Focused Growth (or Steadfast Growth)

Ace Gases was set-up to supply Industrial Gas to the list of Kelington Group Berhad's clients. The company is currently actively present in three



Serving customers made up of resellers and direct ones, Ace Gases needed tanker trucks to haul the CO2 from Kerteh to their destination according to set scheduling and strict timing. Hence, the purchase of three units of Scania New Truck Generation for transporting their own manufactured CO2 in specially built tankers and one unit of the same to transport Oxygen.

business segments: setting-up Nitrogen, Hydrogen and Oxygen plants for customers, Liquid CO2 manufacturing and the manufacture of dry ice, and electronic gases trading. While both plants were being erected, Ace Gases were busy by utilizing their many years of experience in the industrial gases market in establishing known contacts with the aim of turning them into customers through trading with imported gases. This measure kept them afloat for almost three years and served as bridging financial support before the manufacturing operations were activated.

Standard Operating Procedures

Serving customers made up of resellers and direct ones, Ace Gases needed tanker trucks to haul the CO2 from Kerteh to their destination according to set scheduling and strict timing. Hence, the purchase of three units of Scania New Truck Generation for transporting their own manufactured CO2 in specially built tankers and one unit of the same to transport Oxygen.

Most of Ace Gases' customers are based in West Coast of Peninsular Malaysia, namely Penang, central Selangor, Ipoh,

up to Johor and cross the border into Singapore. Mr Alan Lim Chui Boon, the Operation Manager is directly responsible for keeping a well-oiled operation while keeping OPEX manageable.

"Transporting the CO2 with the powerful Scania New Truck Generation G410A6X2NA tanker has been smooth and safe for both the drivers and other road-users. I am glad that we decided on the Scania trucks. I believe the Scania trucks justify the increase in the capital expenditure (Capex) because I am confident that in due time, they will bring down the operating expenditure (Opex) even more," Chong.

The Scania New Truck Generation purchase was a no-brainer according to him, as it was the brand that almost all the businesses in this particular market are using. So, using Scania trucks with the after-sales services that complement them becomes the standard operating procedure (SOP). Averaging 15 000 kilometres per month, the Scania trucks have been giving excellent uptime and with the Scania Repair & Maintenance (R&M) to safeguard the trucks, Ace Gases is assured of immediate attention with genuine parts to boot.

"As an undergraduate in Mechanical Engineering, I nurtured the discipline that was taught to me so that I will excel and graduate with Honours. As an employee in multinational companies in the Industrial Gas and Chemical industry, I kept the discipline so as to acquire knowledge and experience for my future. Now, as a businessman, I am instilling discipline into my fellow colleagues and staff so that they too will excel in their undertakings and for the benefit and ultimate growth of Ace Gases Marketing Sdn Bhd," Chong said further.

The New Truck Generation Advantage

Ace Gases took delivery of Scania New Truck Generation prime movers in October 2019 and started hauling Ace Gases' largest custom-built liquid CO2



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tankers in the Malaysian market with ease. Apart from the powerful Scania New Truck Generation G410 enhanced engine these Ace Gases Scania trucks offer added advantage of safety features such as the improved response from the braking system (EBS), Automatic Emergency Braking (AEB), Lane Departure Warning (LDW) and Adaptive Cruise Control (ACC), and the enhanced award-winning rollover Side Curtain Airbags, which is a first in Malaysia.

For the drivers, a very comfortable fully adjustable seat is placed close to the door and the ergonomic dashboard with touchscreen and a large windscreen with extended view give clear visibility from all angles.

The Scania New Truck Generation is equipped with advanced powertrain and aerodynamic solutions that consume an average of three percent less fuel. This results in better savings in fuel cost with less Carbon Dioxide (CO₂) emission.

“With all these technologically-advanced features in place, the drivers will find it much easier to fulfil the KPIs that are set for them and will inspire them to perform well. The next step would be to have a fleet of Scania trucks with dedicated drivers cum caretakers that will be responsible for fuel efficiency and keeping the trucks uptime to its maximum,” said Chong.

Purchasing the Scania trucks was made simple by signing up with the financing that Scania Credit offered. The packages that Ace Gases took were flexible and worked well with their financial standing.

The Ecolution Way of Working

Chong is impressed by the way all the services that follows after receiving delivery of the Scania trucks.

“The Scania R&M is not just about repairing a broken-down truck but about foresight and taking care of a would-be situation before it even happens. This is why I believe Scania is very different from any other truck brand in the market because. Their after-sales service executives do not tire from contacting us to



find out if they can assist us in any way they can. It's about continuous and consistent monitoring of the condition of their customers' Scania trucks, making sure that the common problems that all operations go through, do not happen, period," said Chong with confidence.

Being a numbers man, Chong knew that investing in the Scania Fleet Management System (FMS) was a great option to subscribe to. The data collected has helped him groom his drivers into adopting a positive attitude and towards the right way to drive the Scania Trucks. The Scania trucks are presently exceeding the targeted 2.5 kilometre/litre by 0.3 kilometre/litre. His next target is 3.0 kilometre/litre and very confident of achieving it with the Scania Ecolution.

"I know for a fact that the Scania Ecolution way of working helps save fuel for my Scania trucks while reducing the CO2 emission into the environment. That makes me feel good knowing we are reducing the impact to the environment while it looks good on my OPEX figures as well," stated Chong.

Achieving Sustainability with Scania

The future is looking very bright for Ace Gases and even better for the future generation. Scania Ecolution has shown Ace Gases the way to care for our planet while being rewarded with better sustainable profitability for it. All it has to do is follow Scania's noble example and Ace Gases will reduce its carbon footprint significantly for the benefit of all.

The Ecolution of an Established Transporter

When Mohd Sidek was given the opportunity to start his own LPG sub-distributorship in Senai by his elder brother Omar Amzah, Managing Director of Amzah Mohd Trading, little did he know that he was going to

be a successful businessman with more room to grow further. It was the trust that he had built over 15 years through sweat and tears for Amzah Mohd Trading, established in 1992 that gave Omar the confidence of supporting him set up Mohd Sidek Amzah Enterprise in 2014. Being a sub-contractor to Omar exposed him to the business risks that his brother goes through but with continuous success, Mohd Sidek proudly purchased his first Scania truck G360LA4X2MNA to handle the transportation of the LPG cylinders from the Petronas refinery in Pasir Gudang to serve the exclusive Petronas LPG distributorship of Amzah Mohd Trading for the Senai zone in Johor state.

"We purchased our first Scania truck back in 2018 and the truck has been performing excellently with the best uptime. This truck has been travelling a minimum of two trips from Pasir Gudang to Senai for 26 days continuously in a month. With the Scania truck, we have peace of mind in knowing that our LPG transportation is smooth and safe," said Mohd Sidek.

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"Transporting the CO2 with the powerful Scania New Truck Generation G410A6X2NA tanker has been smooth and safe for both the drivers and other road-users. I am glad that we decided on the Scania trucks. I believe the Scania trucks justify the increase in the capital expenditure (Capex) because I am confident that in due time, they will bring down the operating expenditure (Opex) even more," said Ryan Chong.

"With the guidance of the Scania's Executives I began to understand that every calculated motion that Scania make with all the after-sales services contract that I subscribed to will be to increase my profitability via fuel economy, lowering my cost of operations and reduction of Carbon Dioxide (CO2) emissions into the environment. Hence, the more uptime from my Scania trucks, the more successful my business becomes," concluded Mohd Sidek Amzah.



The company became one of the few logistics company in Johor to sign up for Scania Ecolution as part of its greener footprint and has since noticed a minimum of 5 percent savings in terms of the truck's fuel consumption and reduction of Carbon Dioxide (CO2) emissions. To date, Mohd Sidek Amzah Enterprise has reduced its Carbon Dioxide (CO2) emission by 1 230 kg which is equivalent to planting approximately 55 trees that has been flourishing for the past one year.

Mohd Sidek further added that as a truck driver himself, he understood the value of having the right vehicle for a successful business. Scania was naturally his first choice as it is a premium brand that prioritises both safety and performance especially when the truck will be transporting 21 pallets or 735 LPG cylinders during each trip.

"Having our own truck was a dream come true and is the key to expand our business as we can be more independent and plan our schedule better. Scania trucks are considered to be premium and have received many recommendations by truck drivers in the industry," added Mohd Sidek.

Trust in the After-Sales Services

"Assisting Mohd Sidek Amzah Enterprise in accommodating the necessary requirements and regulations of its business has definitely been a pleasure. I'm proud of being able to provide him with our contract services for our trustworthy products world-renown for its vehicle optimisation, fuel economy





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storage options, and enhanced safety features such as the award-winning rollover side curtain airbags, which is a first in Malaysia.

“Scania Ecolution is important to us because as a relatively small player in the market, we are still able to be competitive with the bigger boys partly due to the cost savings from lower fuel consumption. And more importantly, Scania Ecolution helps us to reduce our carbon footprint which means we are able to reduce our impact to the environment.”

Their Ecolution Way of Working

“Ecolution works! Sidek Amzah has joined us on a journey. They now see the value of a close partnership with us. To make sure their fleet of Scania vehicles keep running efficiently and without disruptions, they now subscribe to our comprehensive R&M package. They get the full benefit of the Scania Services portfolio: Maintenance with Flexible plans, FMS Control package, Scania Assistance, Scania original spare parts, Fleet Care and more. Sidek Amzah will see improved uptime of their Scania fleet and reduced operational cost. This is just the start,” said Thor Brenden, Services Director, Scania Southeast Asia.

and reduction of Carbon Dioxide (CO₂) emissions. In his line of business, the constant level of high performance, safety and dependability are imperative at all times,” stated Kana Devanathan, Service Sales Executive, Scania Malaysia.

He also signed a Scania Repair and Maintenance contract, FMS and Scania Ecolution contracts for the New Truck Generation.

“All these after-sales services are designed to ensure smooth and hassle-free operations of my Scania trucks, keeping it on the road almost all the time. Since I am always on the move doing marketing, I monitor the trucks and drivers’ performance with my handphone and one of my dedicated staff will also monitor the same through her desktop. All in all, the after-sales services contracts are worth the investment as they work in sync in support of one another and have proven to reduce my cost of operation,” said Mohd Sidek.

The New Truck Generation Delivers

Seeing that his investment in the Scania truck is paying off, Mohd Sidek acquired another Scania New Truck Generation G360A4X2NA that was delivered on 15 June, 2020. He was truly happy after taking this truck for its maiden trip to transport the LPG cylinders, to and from Pasir Gudang.

“It drives like a dream with a cabin that will put other brands to shame. The truck itself is enhanced and very powerful. Safety features such as the improved response from the braking system is also a plus point for Scania’s New Truck Generation. Everything has been designed for the comfort and safety of the drivers,” stated Mohd Sidek with a big grin.

The New Truck Generation is equipped with advanced powertrain and aerodynamic solutions that consume an average of three percent less fuel. So, better savings in fuel costs with less Carbon Dioxide (CO₂) emission. Other features of the New Truck Generation include new chassis design, extended

Mohd Sidek will continue the Ecolution partnership to further reduce operational cost and carbon emissions, while exploring further improvements. Improvements that can only be identified and implemented when Scania work together with their customers.

Given that the truck travels 26 days in a month, Mohd Sidek had to ensure that the protection of the environment is also taken into consideration. The company became one of the few logistics companies in Johor to sign up for Scania Ecolution as part of its ambition for a greener footprint. They have since noticed a minimum of five percent savings in terms of the truck’s fuel consumption and reduction of Carbon Dioxide (CO₂) emissions. To date, Mohd Sidek Amzah Enterprise has reduced its Carbon Dioxide (CO₂) emission by 1 230 kg which is equivalent to planting approximately 55 trees that has been flourishing for the past one year.

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“Mohd Sidek like most operators in the transportation business are prudent but our approach via Ecolution gave him the belief that we are sincere in helping him reach the sustainability level in his business. Fast forward to today, Mohd Sidek was so impressed with our way of working and now really believed that we are a Total Solutions provider/partner and that we stand by our commitment,” said Daniel Tan, Sales Director, Scania Southeast Asia.

The Bright and Green Future

Mohd Sidek always believe that building a business based on trust fortifies it and mutually beneficial for all parties involved. In a few short years Scania has been able to impress upon him as a trustworthy company and delivers everything that was promised.

“In the beginning, I did not really understand what Scania Ecolution was, but kept my faith in Scania based on the after-sales services that had benefitted me all along. With the guidance of the Scania’s Executives I began to understand that every calculated motion that Scania makes with all the after-sales services contracts that I signed will be to increase my profitability via improved fuel economy, lowering my cost of operations and reduction of Carbon Dioxide (CO2) emissions into the environment. Hence, the more uptime from my Scania trucks, the more successful my business becomes,” exclaimed Mohd Sidek

“Great news that one of our good customers, Mohd Sidek Amzah, recognizes the value in the partnership we have established through our products and services in general over the years and our Ecolution partnership in particular. Together we can achieve greater profitability for the operator as well as a sustainability win for everyone. With these confirmations of the service agreements, we will continue to support in the best way and reinforce our partnership,” stated Anders Liss, Region Manager-South & Country Manager-Singapore, Scania Southeast Asia.

And with the recent promotion of Amzah Mohd Trading to being a stockist, Mohd Sidek Amzah Enterprise has been promoted from a sub-distributor to a full-blown exclusive distributorship for Petronas LPG for Senai, Skudai and Kulai. I am working very hard to increase the sales of the LPG and looking to secure more trips for my Scania trucks with the hope of adding more New Truck Generation for my LPG distributorship. And I am very happy with Scania’s commitment and the Scania Ecolution way of working that will undoubtedly act as a catalyst towards the rapid growth of my company,” concluded Mohd Sidek Amzah.

“The wins from Scania Ecolution way of working, starts by making sure that the vehicle was specified correctly for the specific application and/or operational requirements. Coupled with the right maintenance agreements, and Data Driven Services like Fleet Management System to assist Driver Training & Coaching; the Scania truck is primed to provide greater uptime for the business and lesser CO2 emissions.” “So it is only natural to think about the New Truck Generation as the starting point.”

In-depth Ecolution

One of the issues with Ecolution is to find the right truck for any mission. The question then becomes: How does Scania determine which model is the best for a client? Each customer’s business have specific requirements depending on the industry and application that they belong to. Scania will specify the right truck specifications based on that information.



This information is usually gleaned from a collaborative process between Scania and customers in the early stages of pre-sales discussions.

As a transporter, one would imagine that Ecolution works best with the right type of truck. As the foundation of Ecolution is the idea to be move into a more sustainable way of doing business, Ecolution works with any type of truck as long as the truck is specified correctly and is operated using the Ecolution way of working. This way of work serves to reduce fuel consumption and reduce CO2 emissions during operations; in a partnership.

Paradigm Shift

Here we hear the stories of two transporters representing a broad customer base for Scania. While greenwashing may be an issue for some industries, the idea of going green may be something that more and more transporters embrace for the right



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reason. As a trend, it emerges that specific types of client is placing more emphasis on being "Green". There are generally two types of customer. The first one are logistics providers – Scania's customers carrying other customer's goods. The other one are original manufacturers who carry their own goods. Logistics providers have some customers who have sustainability targets and expect their business partners to help reduce the carbon footprint together. Then some original manufacturers also have sustainability targets and expect Scania to work with them to reduce the carbon footprint too.

What about Mixed Fleets?

Scania prides itself in the provision of heavy trucks. Certain industry segments however require their operations to also run MCV and LVE, which then would have to be from brands other than Scania. Since the truck specification is only one of the many aspects of Ecolution this may not diminish the results of applying the concept. The Ecolution way of working – a partnership towards sustainable transport system – is all about continuous improvements of a wide range of areas. The approach needs to be focused on key areas that can vary from time to time. These areas are ranging from driver performance to vehicle performance.

The execution to solve varying challenges needs to be done holistically and also systematically. Sometimes driver training and coaching is deployed to help improve coasting, other times it can be specifying an auxiliary component to help with idling for example or cab coolers. Both Scania and Ecolution customers will then hold each other accountable for reaching the targets set – just like challenging ourselves to improve. "No matter what the challenges are, we are in this together all the way," said Brenden.

Cost or Reward

Applying the Ecolution concept is obviously also a cost factor to some extent. However, if one reduces fuel consumption, it will definitely reduce the cost of the operation. While at the same time, contributing to the environment. Some customers have used the savings to be reinvested into other areas of their business in order to grow. "Right now, it is about taking small steps. Scania is in the heavy commercial vehicle industry. Therefore, they cannot comment on LCV or MCV, but in general, we all can do our part to save our environment and planet. so of course Ecolution will be a good start by any good company. Hopefully, our customers can inspire more to follow," Tan concluded. 



Mobile Assets Make for Easy Work

A HAMMAR takes away the headache after being integrated into the fleet of trucks moving time sensitive goods.

It may not be the most obvious customer for a HAMMAR sideloader, but Bumimas Food manufacturing Sdn Bhd (Bumimas) has very good reasons to make use of the specialised equipment. In this exclusive interview, Brandon Lim, Group Sales Director, Bumimas Food manufacturing Sdn Bhd.

To move their own goods, Bumimas has a fleet of five prime movers and 20 trailers at their disposal. Recently, a HAMMAR sideloader was added to the vehicle park. Lim is a strong supporter of the idea of buying top end machinery and to have them added to their assets as brand new items. The trucks have been delivered recently and he also insisted on the sideloader being fresh from the factory. "It is very simple: we cannot afford to have breakdowns or delays. New trucks and trailers are more dependable," Lim elaborated.

Catching up with demand now, the haulage is department is busy at the moment moving about 2 000 containers per month. Earlier, Bumimas outsourced the haulage. However, the management was not happy with the arrangements as services were not always available. "Sometimes, we also had issues with deliveries and loading or unloading could be delayed. People are busy and may face constraints to fulfil all orders, we understand that,

but we cannot have this impact our own company." With the changing requirements of the company, increased volumes in import and export, an inhouse haulage department was set up.

Bumimas operates a number of factories and some of them do not have loading bays where trucks could back into for stuffing and unstuffing. In addition, several locations that Bumimas' drivers often frequent do not have a lot of space and leaving trailers for some time may not be the most practical solution. Thus, the HAMMAR sideloader is the perfect solution in Lim's view.

Having used a second hand unit for trials, Lim and his team found that the HAMMAR sideloaders are extremely stable and do not sway a

lot when moving the containers. Containers moved by Bumimas are heavy, with some weighing up to 30 tonnes. Lim emphasises that the HAMMAR sideloader not only looks sturdy and safe, but is, in fact, a very solid unit, that gives the operators confidence when handling containers. It is this confidence that is needed as the sideloader is in constant use, with daily usage of up to 18 hours and 15 – 20 containers moved.

“Drivers also claim that this is the best brand of sideloaders,” he relayed. There is no apparent swinging when loading the containers. Given that not all freight yards or depots may have paved grounds, solid positioning of the trailer is important. The last thing that anyone would want to happen is that a sideloader would tip and take the truck with it in the rollover. Following the purchase of the sideloader, Lim sees that his business is running much smoother.

When asked if he would recommend others to also use sideloaders, he says that he would, with an emphasis on them being HAMMAR’s. “We feel very confident with the unit. There was a minor issue recently, but the service team of HAMMAR sorted this out very quickly and we could continue our work in no time.” The best seal of approval he could possibly give though is the revelation that the company will be adding a second HAMMAR at the end of this year, complete with new Volvo trucks.



Company in Focus

Intercargo was established on September 29, 1998. The company specializes in the supply cold storage products & dry food products. KYT distribution and marketing of temperature controlled Halal frozen food products such as meat, seafood, poultry, fruits and vegetables as well as chilled dairy and non-dairy products to domestic markets throughout Malaysia. Products are shipped out to the world and timely deliveries to the ports are crucial. **F**



ASIAN TRUCKER DRIVERS CLUB

UPDATE



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Safety Briefing on the New Actros

Members of the Asian Trucker Drivers Club gathered in Port Klang to learn and experience about the safety features of the new Actros



The idea is simple, the impact is big: In order to fully utilize the safety features on a truck, one would have to understand them. For this reason, Asian Trucker invited members of the Asian Trucker Drivers Club for a safety briefing. Hosted by Hap Seng Trucks, the workshop took place in the workshop in Port Klang. The session was split in two segments: Theory and practical application.

With a full house, the members were welcomed by Yong Kin Yew before heading into the first part of the program, which dealt with the theory of safe driving and how to use the safety features on the new Actros. The classroom session was followed up by a 7-Point walkaround to further underscore the learned material and to internalise the material covered. The program was rounded off by a short test drive so that the drivers could experience the driving comfort and safety features of the vehicle first hand.

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.

Not only were drivers happy to be seeing each other again after a break from the regular events hosted by Asian Trucker, but they praised the effort made to make Malaysian roads safer. May commented that, indeed, they should know about all the features on how to be a safer driver, but they might also forget certain aspects. The refresher was welcomed as a timely reminder on how to be a better driver. Meanwhile, Yong praised the attendants for their zeal and ambition to be better, safer drivers. He hopes that the program will help the truckers to be more confident in the use of the safety functions found on their trucks. **F**



A Privilege, not a 3D Job

This trucker has side-stepped into a new career and found that driving a truck is a very fulfilling occupation. Many may be happy to see a departing compactor truck, but there is more than meets the eye to this job.

SWM Environment operates a yard in Seremban. It is here where we met with Yusni Bin Haron, a 45 year-old driver, who can easily be mistaken for an ambassador for the profession. Having made a transition from being a factory supervisor to become a truck driver, the father of four children has proved his mettle and is now imparting his knowledge as driver trainer for the entire truck fleet of SWM Environment in Negeri Sembilan.

AT: Tell us a bit about yourself, your professional background.

Yusni: I previously worked as an Operator in a textile processing factory in Nilai. There I worked for 16 years, but in order to improve the standard of living of the family, I decided to make a career change. I learned how to drive

heavy goods vehicles and succeeded in passing the truck driving license test. Shortly after I saw there was a job offer by SWM Environment.

I applied for the job and was given the opportunity to start as a compactor truck driver in 2013. After only a week of driving a compactor truck, I was re-assigned to drive Roll On Roll Off (RoRo) trucks. I have been a driver for six years and was then promoted to Driver Coach in 2018. I have held this position until now to give training for all SWM Environment drivers on best practices in operating company vehicles. This includes safety aspects while driving company vehicles and operating other machinery. In 2014, I was awarded "Excellent Worker" by the company.

AT: What do you like most about being a truck driver?

Yusni: I am very happy working in



Also, the industry needs more trained drivers and it is not easy to fill vacancies that there are. There are certain times when the lack of crew while on duty is a challenge for me in ensuring that assignments are carried out normal and without delay. Therefore, I also work together with my crew to carry out the task so that the assigned task can be solved well without any disruption. This is important as I don't want to tarnish the reputation of my employer.

Our routing changes daily, so I don't have a route that I would call my favorite. Sometimes it is not easy to find a good spot for our lunch breaks. We need bigger space to park the compactors and food needs to be affordable for the crew.

AT: What can truckers do to improve their image?

Yusni: A truck driver needs to have very good discipline and be very responsible. In fact, other jobs besides the driver also need these two aspects in order for the task to be performed perfectly and brilliantly. When truck drivers behave in such manner, they meet the needs of companies and customers, thus giving a good impression. When we talk about reliability, in our case we have to collect 1 200 bins a day and we cannot miss any as that would surely lead to a complaint.

AT: What made you switch to be a driver trainer?

Yusni: I have been recommended and encouraged by the SWM Environment Operations Seremban Branch to make a switch for the position of Driver Coach. Initially, I was not placing high hopes at that time to earn the post. However, I did my best during the interview and was accepted to the post.

As a Driver Coach, I emphasize the safety aspects of prudent driving to truck driver friends as well as field workers. These workers have to be careful at all times when performing a task. I also motivate them to do the job well and perfectly.

AT: What do you do in your free time?

Yusni: I have a garden and I grow fruits. I have 13 Durian trees, six Rambutan trees, Mango and others. This is where I spend most of my time, it relaxes me and being outdoors is healthy. 

SWM Environment as a truck driver because of the systems in place here. The environment is very organized and systematic. Work schedules are prepared in advance by management and I can manage my work time and be with family members well.

Work is well structured and drivers have a lot of responsibilities that they have to fulfil: pre-drive checks and ensuring that the trucks are in perfect working condition for example.

In addition, co-workers are also considered family members and are always readily helped when on duty so that the task runs smoothly. Company assets and the public perception should be taken into account especially involving the safety of human lives while on duty.

AT: What is it like to drive a compactor and what do you not like about being a truck driver?

Yusni: Sometimes, the public is not very supportive. Everyone wants to have their garbage taken away, but there is little understanding about our requirements. For example, some roads are really narrow and when people then park their cars in a way that it is hard for us to go through, it can be frustrating. It is then when we have to be extra careful as damage to a car would certainly make people angry. Even in unpleasant situations it is important that we, as truckers, are always polite and never lose our temper, no matter what.

The 1st In Its Class. The 1st In Malaysia.
GRAN MAX **AUTOMATIC TRANSMISSION** PANEL VAN
Invention made to last. Keeping your business moving since 2018 & BEYOND.



Muhammad Fahmi, Senior Manager Corporate Planning, Product and Marketing of Daihatsu Malaysia shared some insights. "The Gran Max Automatic Transmission Panel Van was brought into Malaysia after careful consideration and research. Several factors were crucial for this move to bring in this variant." According to him, there were a number of reasons. The demand for passenger carlike driveability experience in a commercial vehicle was one that deserved special attention. The call for this was answered with the automatic transmission offered here.

A First of Its Kind, Leading a Segment

The Daihatsu automatic transmission panel van is an invention that is made to last and we take a look at the performance of the vehicle two years after this milestone introduction to the Malaysian market.

It has been two years since this variant has been launched with this new feature. It is time to take stock on how this has impacted the market and what users think of the vehicle. The Daihatsu Gran Max, the first ever automatic transmission panel van within the light commercial segment was introduced on 3rd September 2018 to the Malaysian market. Not only was it the first in its class, but also the first such vehicle in Malaysia.

Especially for You

Daihatsu produces the vehicle in Indonesia, however while our neighbouring country is housing the production, the Gran Max is only sold with manual transmission there. The Gran Max in Malaysia stands out as it is the only one with automatic transmission availability for commercial segment export markets. Currently, there are no other brand distributors in Malaysia that offer the automatic transmission option for the light segment panel van.

A market trend that could be observed was an increased number of females in the LCV segment as a result of their ambitions in entrepreneurship. In connection with this, the local business demographic (i.e. younger generations) is a contributing factor to the demand for the swift little compact van.

"Daihatsu Malaysia sees increased demand as most users preferred the easy driveability and handling, especially braving daily traffic jams and narrow streets when driving in the inner urban centres," he continued. Practicality for the user is a must in Malaysian traffic and road landscape. An automated transmission is extremely helpful as it allows for the driver to concentrate on the traffic, rather than the operating of her or his van.

Generation Transport

From the sales reports, Fahmi deduced that the Gran Max Automatic

Transmission Panel Van is especially well received among the locally owned, independent small businesses community, e-Commerce logistic and delivery companies. "It is a compact vehicle with just enough cargo space to fit and run their daily operation errands. Yet very practical and easy to handle on the road no matter the distance," is one summary, representative of this demographic.

Having done some trend analysis, Fahmi expects that the sales of Gran Max (AT) is to increase in the near future. This is traced back to the boom of local entrepreneurship post COVID-19. Many have discovered how a small van can help them with their start-ups, especially those moving goods or their home-made wares.



The year has clearly been a rollercoaster for the commercial vehicle industry. Putting in writing what everyone experienced, the 1H 2020 Market review sourced from MAA for the first half of 2020 on 24 July revealed that smaller vehicles are showing stronger reactions to market forces.

Impact of Covid-19 on Vehicle Sales

- The first six months achievement for commercial vehicles was lower at 37.9 percent in registered units due to COVID-19 compared to the same period last year.
- It was the pick-up sub-segment that suffered the biggest drop at 34.1 percent, followed by trucks and panel vans.

Gran Max Poised to Ride on Growth

Although stricter vetting by financial institutions on applications to obtain hire purchase loans can be observed, as banks are very cautious during this period of uncertainty, Daihatsu sales registration has been picking up. Being ready with the right product to respond to the shift in user demographics, business has since recovered and can be coined as almost back to business as usual (BAU).

As transport is classified essential services, the Gran Max fleets on the road have continued to run. Consequently, vehicles have been coming in for regular

services. For Daihatsu this has also been consistent as drivers need to take into consideration their vehicle uptime. "The service intervals were hardly interrupted as commercial vehicles were allowed to operate even during the enforcement of MCO till current RMCO and thus clocking in the kilometres," Fahmi said.

Clearly, the Gran Max has proven to be a versatile and dependable companion. Even during a disruptive event such as a pandemic, it is the one thing that business owners may not have to worry about. Going forward, one can expect that there will be much demand from young companies, which will surely appreciate that they don't have to adjust to much when transitioning from a car to a panel van.

The Brand in Focus

In Japan, the company looks at a 113 year-long history of manufacturing and distributing of Daihatsu passenger and commercial vehicles globally. In the local market, It has been 40 years since the brand was established in Malaysia. Over the years, the brand has built an extensive network of 21 sales outlets and 30 service centres available nationwide.

Carving a niche, the Daihatsu brand is regarded as the predominant player / benchmark brand in the light commercial vehicle segment. It is the preferred choice mainly for logistics company, professional services, government bodies and agencies, utilities and maintenance, as well as SMEs.

Daihatsu has built a solid reputation. With a proven track record based on number of sales and fleet companies as customers under their belt, the brand has now firmly anchored its legacy as a tool for the transport industry. Currently, this is passed on from one generation to another. It has been 10 years since the Daihatsu Gran Max was introduced. The underlying Japanese concepts of reliability, dependability and consistency throughout the years have been the driving force behind the growth of the brand and the businesses it calls its clients.

During our interview, Daihatsu Malaysia expressed that the management is especially thankful for the trust and positive feedbacks received from owners – especially for choosing and trusting Daihatsu as their repeat, additional and replacement vehicle for both fleet and individual purchase. **f**

Good Reasons to opt for a Daihatsu Gran Max

- Mobility First** - Practicality is the key concern of this vehicle. The availability of Auto Transmission makes this a perfect vehicle for urban areas. Size and manoeuvrability of the van allow for express delivery at multiple locations within urban areas which requires access to short-term parking/drop-off unloading zones.
- One Size Fits All** – The Highlight of the Gran Max is its storage capacity and easy access to cater to increased deliveries of small packages and parcels.
- Comfort in Every Way** – Driver's comfort and compact car-like driver handling is an important aspect as the vehicle is addressing the needs for an increased population requiring more deliveries within urban areas. Thus, Gran Max's comfortable space and ergonomic design is especially fit to outsourced contract drivers and SME owners.
- Economical Operating Cost** – Powered by a 1.5L engine, the capacity might be small-scaled, however, this only means that it serves as a fuel cost efficient power plant for the Gran Max. As fuel prices and journey frequencies are expected to increase, the compact, yet powerful engine is countering this.
- Reliability, Durability** – Anchored on the Gran Max' proven reliability is the established network of sales, aftersales service, parts and maintenance available nationwide. Customers can rest assured that their service and maintenance needs are easily met.
- Versatility** – As each business is unique, options for customisation of the Gran Max include up to 17 body applications to fit every business needs.



but this is a good thing. There are no distractions for the driver while the instruments and switches are easily readable and reachable.

Lots of storage space, the bunk bed and the overall use of the space in the cab make it a comfortable workspace. The sitting position offers a good view of the road with numerous mirrors giving the driver information about the surroundings of the vehicle. There is a good reason for Sinotruk to have put emphasis on the design of the cab: a driver that is more comfortable will drive more fuel efficient.

Hi-Tech Vehicle

While made in China, the T7H has a number of components built in that are from renowned brands. One will find ZF Steering and oil pump, engine based on MAN-tech, Continental VDO display and electrical control modul, clutch control system, complete braking system and transmission control system, braking connector, MANN+HUMMEL air filter, BEHR intercooler and SKF 1 500 000 km maintenance-free bearing

The engine is a modular design that reduces parts by 25 percent and reduces component failure rate. It is made using aluminium castings to reduce engine weight and compacted graphite iron material (GJV450). Compared with cast iron this results in higher strength by 75 percent, hardness 45 percent increased, fatigue strength 1 times higher,

Sinotruk T7H Testdrive

Hailed as one of the best trucks made in China, Asian Trucker went on a test drive with the T7H.

Putting their money where their mouth is, Loo Lian Khing, General Manager, Sendok Group, arranged for one truck to be ready for an exclusive test drive. The purpose was to showcase the vehicle and to give impressions on the driving comfort and performance. A short tour from Sendok's headquarters to Bentong and back was plotted. The route was designed to include heavy traffic, highway and a stretch of hilly roads to resemble daily operations although the truck did not have to pull a trailer.

Appearance Matters

Bearing the HOWO label, this truck has certainly seen an improvement in the styling of its front and it has morphed into a very good looking truck. Standing ready in the driveway, the vehicle looks solidly built and sturdy, ready to get to work. It is a very neat, un-cluttered design which also results in a drag coefficient as low as 0.55.

Engine running, there is no rattling or noises that would suggest that this truck is a cheaply designed and constructed truck. The impression of this vehicle being a serious contender for market share is re-affirmed as soon as one climbs into the cab. Opening the door, operators will notice the solid construction of the cab, which meets Swedish regulations, something that makes the T7H stand out among other Chinese brands.

Command Centre

One will immediately notice two things when entering the cab of the T7H: lots of space and lots of lighting. There are overhead lamps and spot lights build into the door to make sure the ascent into the cabin is as safe as possible at night. The dashboard is uncluttered and functional. One can call it no frills,



density 50 percent less and higher stability. With this, the brand can guarantee one million kilometres without deformation. The T7H can be configured to be in 4X2/6X2/6X4 drive trains and engines ranging from Euro III: 350/390/430/480/540.

Smooth Ride

We took the T7H with 430 horses out for a ride and while the truck was without trailer, one could tell that the prime mover would have no issues pulling cargo. Equipped with Automated Manual Transmission (AMT) the truck pulls away with ease. One will immediately notice that the truck is immensely quiet inside. Seats are comfortable and there is plenty of storage spaces. Lights, electric windows and other essential controls are within easy reach. Another point worth noting is the air conditioning, which is extremely powerful, which many will appreciate in the hot climates here.



Hitting heavy traffic on the highway, even crawling along the road is easy as the driver can concentrate on the traffic, thanks to the AMT. Mirrors and a good view from the driver's seat allow for safe maneuvering in heavy traffic where the driver would have to pay attention to cars cutting in without consideration for the bigger road user.

One on a stretch of empty road, the T7H pulls away with smooth gear shifts. At higher speeds the cabin remains quiet with the aircon on high making the most noise that is heard. From what can be observed during the short drive is that this vehicle is well suited for long distances as well as haulage operations.

While there are many good features to be pointed out, there are some issues that the makers could have addressed better. In particular, the passenger seat is not air suspended, which will make a difference in certain operations. Also, the curtain rails and curtains would only cover the side window, not the windscreen or the window in the back of the cabin. If this is meant to be a sleeper cab, then the curtain rails should go all around. While extremely functional and no frills, the interior lacks a little bit of ambiance, being a true workhorse. Drivers will surely take care of their own sprucing up of their workplace.

Results

T7H 6x2 AMT test drive with Asian Trucker from Klang to Bukit Tinggi Bentong and back to Klang:

Total distance 143km

Diesel consumption 32.9 litre

Average 4.34km per litre **T**





A MAN's Home is Where You Want it to be

When this Swiss couple took their early retirement, they wanted anything but being stuck in one place. Having travelled half around the globe, they ended up being grounded in Malaysia, a tropical paradise during a pandemic.

The tropical idyll of Kuala Dungun may be a stunning backdrop to set up your motorhome and for a while this has been a safe haven for a Swiss couple that got stranded here during the Movement Control Order (MCO). Mrs Margot Fischer and Mr Jürg Tanner, having driven all the way from Switzerland are full of praise for the little homestay that they found on the east coast of Malaysia, but they are now also faced with a far-reaching decision as to what to in case the travel restrictions are not lifted.

Getting Ready for the World

Both being passionate travellers, they previously used their annual leave of about two to three weeks to explore different countries. They decided that, at some point, they wanted to go on extended travels, one with an open end and no return ticket. "To do so, we agreed on taking early retirement as early as possible. About 10 years ago, we started the planning about how we are going to do this. We started with a very broad scope," Tanner introduces the idea of being on the road for a long time.

The discussions were based around that idea of doing the travels independent and long term. In this case, long term, meant more than six months. Looking at the maps, the two realised that they may be visiting countries that may not be sunny all year around or that may have snow. This resulted in the requirement to have a bit of space to weather a storm or to be stationary for a period of time and to have amenities to make life comfortable. "Having a bit of space also allows us to rest in case someone is not feeling well." Further elaboration lead to the realisation that there may not always be a highway and that a gravel road might be the best that there could be in certain countries. "We want to go to places where we can go off-road and we love deserts. This meant that we require a four-

wheel drive," Size and flexibility were discussed for about a year before the couple arrived at the conclusion that a passenger car would be too small and that it is a truck they need.

Putting the Cart Before the Horse

"We admit, we did it all the wrong way around," Tanner admits. Everyone else would start with making their driving licence, then purchase the chassis and finally have



a specialist fit a living cabin. They started with picking the maker of their living cabin. Of the good dozen of specialists shortlisted, they wanted was someone that is having their business within a 2.5 hour driving radius, which excluded certain specialists in Holland for example. Another criteria was the ability to accommodate the own design the couple had come up with. Visiting a trade fair for four-wheel drives and relying on recommendations from others that have build similar vehicles, they chose their supplier.

Hi-Tech or Simplicity, New or Used

Once they had that cabin sorted, the order for the chassis was placed in August 2013. Here the community is highly divided. Some insist on having an on vehicle that does not sport a lot of electronics and is therefore easier to repair. The idea is that even in the most remote locations a more mechanical vehicle

can be fixed by any mechanic or the owner. With a hammer. "We are no mechanics and we admit to that and as such, we admit that we understand the basic fundamentals but may not be able to fix things ourselves." The other camp is gravitating towards buying a brand new vehicle. Visiting a used truck dealer, Fischer and Tanner realised that there could be a long wait and search for a used vehicle as there is very limited supply of used vehicles with the desired specifications.

Having a set departure date sealed the deal and the couple opted for a new vehicle. Time was of the essence as in 2014 there were new emission norms to be implemented and new vehicles would have been equipped with exhaust treatment systems to comply with EURO VI norms. This would have meant further considerations on the journeys as AdBlue would have been needed along. "Our truck is still a EURO V and we can run it anywhere. It was the right decision to buy the vehicle new and at that time."

Finally, they needed to obtain a truck driving license, for which they passed the exams in autumn within a spell of 2 1/2 months. Both passed the test and were ready to hit the road. "Most of our friends called us brave and even admired us, while others said that they could not understand our ambition." While friends and family were always very supportive, Fischer's work colleagues grappled with the decision to leave a well-paid job before one would have reached the peak of a career.

Special Cabin

Unlike trucks that are sold by the dozen for fleet operations, a motor home is usually customised to a large extent to meet the requirements of the owners. In this case, what the two wanted was a fixed bed. Most of the times, space is created inside the vehicle by having a bed that is stowed away. In the case of this vehicle, the bed was to be installed as a fixed one, with a thicker, more ergonomically mattress. "If we were only going to travel a few weeks, then one of the thinner ones would have done, but since this really is our home for years to come, the comfort when sleeping is extremely important," Fischer said.



On board one also finds a kitchen and bathroom. "We want to be autonomous for extended periods of time." Solar panels, large fresh water, fuel and waste water tanks support this ambition and are must haves while the washing machine they insisted on being installed is rather unique, even among the long term travellers. Tanner said that "Malaysia is an easy one as there are coin laundrettes everywhere, but there are countries where getting your laundry done is not as easy."

Adding comfort, the driving cabin was specified as a L-Cab whereby the sleeping space was converted into part storage and one extra seat. Perceptually, this made the cab feel more spacious and more comfortable during long drives, while the extra seat accommodates a guide, which is a legal requirement in some countries. Prominently displayed on the vehicle and the shirts worn by the duo is a cartoon, depicting a moose and a duck. "This was given to us by a long time friend of ours, who is a hobby cartoonist has drawn it for us. The moose, representing the MAN, is strong, yet still distinguished animal while the duck (the travelling couple) rests safe and comfortable."

The Journey so Far

To break in the vehicle and to get used to the lifestyle, Fischer and Tanner did trips around Europe, but each only lasting a few weeks. The final test was a three months trip to the Sahara dessert in Morocco. With these trips, the vehicle had already clocked in over 35 000 kilometres. The purpose of these trips was also to see if there are any issues with the vehicle that needed fixing while still in countries with superb support frameworks.

Setting out in April 2018, the couple went from Switzerland through the Balkan's through Greece and Turkey, heading to Iran via Georgia and Armenia and eventually arriving in Dubai by ferry. Departing Dubai, the journey continued back to Iran and then through Turkmenistan, Uzbekistan, Kyrgyzstan, Tajikistan and Kazakhstan. Continuing on, the MAN took them through parts of Russia and Mongolia and China. Travelling through Laos, Cambodia and Thailand, the Expedition came to a stop in Malaysia with the pandemic having the world in its grip.

Welcome Everywhere

Service stops are not to be skipped. Having downloaded the details of the MAN service network, the duo always knew where to go in case of a needed stop. "With a global service network supporting the truck, we were confident that we will be able to have any issues addressed. In the Athens workshop, as well as en route in uzbekistan, we even found German speaking staff, which we

had a lot of good interactions with. The chap in the MAN Uzbekistan workshop was really nice and most helpful." Stops at workshop could be as simple as a stop to fill up water or a regular stop for a service.

Tanner exclaimed that the MAN workshops they have made a port of call have always been extremely helpful and that this was giving them further confidence that they had made the right choice with the truck purchase. Being somewhat of an exotic vehicle though, he thinks that extra care might have been provided as workshops would be happy to see such vehicle too, as opposed to working on the usual ones. Workshop staff however showed a different attitude towards the vehicle and their owners as opposed people in remote villages: although one would be happy to see a truck of the brand one represents, the interest stopped at the door to the living cabin. "Staff of workshops never wanted to see the inside of our living quarters while we have had too many people asking if they could see inside when we camp somewhere. Eventually, we decided that the living room is off-limits."

A new vehicle should also be running smoothly for a few years. However, the extreme conditions were taxing



what is coming next. "We have been on the road for a long time. And there is one thing we have learned: there is a difference between all the bad stuff that is being reported in the news and the joy and pleasure we experienced being on the road. At no point have we felt threatened or in danger, people have always been curious and kind towards us. It is a question of how you want to live your life." That said, Tanner said that they could not have been stranded in a better place than Malaysia as both, the government and the local people are very supportive of stranded tourists. "We are in touch with other travellers in other parts of the world and some have decided to abandon their motor homes as their situation is not as pleasant."

Although Malaysia has been a safe haven for the duo as well as the truck, eventually, they would have to leave the country. "We monitor the situation closely, but it is not very pleasant right now as we don't know where the journey will take us next. But to sum things up, we would do everything exactly the same way again if we had to go back to the very start a few years back and even now, where Malaysia has been our second home during the time of the pandemic." Hoping for a solution to their immediate problems, the next order of the day will be to go to the MAN workshop in Johor Baru, where a new set of tyres is waiting for them as well as more people eager to meet these travellers. **F**

even for this rugged vehicle and in the middle of the journey in Iran, a faulty switch caused some concern when a message in the dash came on. Having consulted internet forums and having visited the MAN workshop in Ashgabat, Turkmenistan as there is no official dealer in Iran, the issue remained elusive. Even after a check that seemed to have settled it, the warning light came on again and the next stop was to be in Barnaul, Russia. Here, mechanics worked tirelessly through the night to find the problem. As it turned out, a soldered connection had broken in a switch, which the dedicated MAN mechanics isolated by eliminating other issues and eventually swapping the switch with an old, used one.

Stuck in Paradise

And this is where this story takes on a new spin. We need to remember, that the two set out to explore the world and sold their brick and mortar as they wanted to be free, independent and not grounded in one location. Covid-19 had other plans and barely a week into their tour of Malaysia, they had to deal with the new reality: The Movement Control Order. "We could have returned to Thailand, were we could stay with a friend in an apartment". When MCO was declared, a major issue arose. The instructions were to "stay at home".

But would staying at a 'home' of this type, simply parked on a beach, satisfy the police? The Swiss couple had their doubts. "We wanted to ensure that we are seen to be adhering to the rules and supporting the fight against the virus." Hence they decided to rent an Air BnB apartment and made their way to Tanah Rata to wait out the MCO." Although the drive till then had some obstacles, they duo never expected such a situation. At times, situations also needed defusing as some locals were afraid that they had just come from Italy. "We were not prepared for this, but we could also explain that we have been away from Europe for many months. A lot of praise has to be given to the police as they have always been very friendly, professional and understanding." Although the couple could be fully autonomous, they have not been able to make full use of their mobile home in the last months.

Uncertain Immediate Future

Having spent several years planning their travels, it is not surprising that Fischer and Tanner are now very anxious about the current situation as they don't know

Vehicle Focus

The base model used to convert this MAN TGM 18.340 came in the following specifications:

Engine : D0836LFL65
EURO V, 1 250 Nm,
340 hp / 250 Kw
Wheelbase: 4 500 mm
Overhang : 2 325 mm (Before
Modification)
Suspension: BB
Gearbox : ZF 12 AS 1210 OD
Part time four-
wheel drive MAN
TipMatic

Fuel tank: Custom made, left
454l, right 385l
MAN BrakeMatic (electronic
brake system) L cab, 2 240
mm wide, 2 280mm long
Living cabin 5600mm long

Jalan-jalan yang baginya larangan terpakai pada waktu-waktu yang dinyatakan pada waktu pagi dan petang.

1. Semua jalan di dalam Pusat Bandar
2. Jalan Tun Razak
3. Jalan Yew
4. Jalan Sungai Besi dari sempadan Kuala Lumpur hingga Lebuhraya Kuala Lumpur - Seremban
5. Jalan Lapangan Terbang Lama
6. Jalan Istana
7. Lebuhraya Mahameru
8. Jalan Segambut
9. Jalan Kuching
10. Jalan Ipoh-dari bulatan Kampung Baru hingga Jalan Tun Razak
11. Jalan Sentul
12. Jalan Kampung Bandar Dalam
13. Jalan Gombak - dari Jalan Kampung Bandar Dalam hingga Jalan Pahang
14. Jalan Pahang
15. Jalan Semarak
16. Jalan Daluk Keramat
17. Jalan Ampang
18. Jalan Loke Yew
19. Jalan Kuchai Lama-dari Jalan Kelang Lama hingga simpang jalan sambungan ke Lebuhraya Kuala Lumpur - Seremban
20. Jalan Pantai Bahru
21. Jalan Bangsar
22. Jalan Damansara-dari Jalan Kepong hingga Jalan Semantan
23. Jalan Semantan
24. Jalan Maarof
25. Jalan Tenteram
26. Lebuhraya Kuala Lumpur -Seremban-dari Jalan Sungai Besi hingga Persimpangan Bertingkat Salak
27. Jalan Kampung Pandan
28. Jalan Syed Putra
29. Jalan Kelang Lama-dari simpang Jalan Syed Putra hingga simpang Lebuhraya Persekutuan

Jalan-jalan yang baginya larangan terpakai, menghala ke Pusat Bandar pada waktu-waktu yang dinyatakan pada waktu pagi dan mana-mana satu hala pada waktu-waktu yang dinyatakan pada waktu petang.

1. Jalan Kepong
2. Jalan Ipoh - dari bulatan Kepong hingga Jalan Batu Caves
3. Lebuhraya Karak
4. Jalan Gombak-dari Jalan Kampung Bandar Dalam hingga sempadan Kuala Lumpur.
5. Jalan Genting Kelang
6. Jalan Cheras - dari Jalan Pudu hingga Jalan Tenteram
7. Jalan Sungai Besi - dari Jalan Kuchai Lama hingga Lebuhraya Kuala Lumpur - Seremban
8. Jalan Katang Lama - dari Lebuhraya Persekutuan hingga Jalan Kuchai Lama

Pagi : 6.30 pagi hingga 9.30 pagi
Petang : 4.30 petang hingga 7.30 petang

PANDUAN MASA DAN LALUAN LARANGAN BAGI PENGGUNAAN KENDERAAN BERAT DI PUSAT BANDAR

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Guide for time and route restriction for heavy vehicle use in town (PDRM)

Ban of Heavy Vehicles from Entering Expressways During Peak Hours

Heavy vehicles (HVs) potentially have significant negative impact on traffic conditions. One aspect is their impact of increasing traffic congestion, increasing road user risk and increasing air and noise pollution in congested morning and evening rush hours, in and out of the city limits.

In a bid to ease traffic congestion, some expressways have banned heavy vehicles from certain stretches. The restriction of vehicles on specific roads is stated in Section 70 and 71 of the Road Transport Act 1987. For the time being, the restriction applies on expressways and city roads from 6:30am until 9:30am and from 4:30pm to 7:30pm. The type of HVs allowed on the road depends on axle loads, which is subjected to specific regulations, which refers to Weight Restriction Order – Federal Order (WRO).

Heavy vehicles had been identified as one of the main contributing factors to traffic congestion along the identified routes, especially during peak hours. The situation is made worse when these heavy vehicles are stranded on the highway because of breakdowns or accidents. Heavy vehicle breakdowns may pose hazards to other road users, especially during rush hour. An increase in the proportion of HVs on roads during peak hours may lead to an increase in vehicles' speed differential of average speed reduction and travel time increase.

Here some of the tips for operators and drivers:

- Plan and schedule your journey to comply with peak hours entry and exceed bans within the city limits.
- Maintain vehicles well to prevent breakdowns which can worsen traffic congestion and pose a hazard to other road users. Follow established regulations on heavy vehicle banning on peak hours and days especially during festive seasons

In terms of safety, segregation is always the best practice in order to reduce potential risk of collisions between heavy vehicles and other road users, especially small cars and motorcycles.

MIROS' studies during Ops CNY 2020 show the strategy for heavy vehicle banning was successful in reducing almost 50 percent of heavy vehicles on the road.

The capacity design for urban expressways is 2250 pcu (Passenger Car Unit) per hour at the speed limit of 90 km/h, where the pcu for passenger cars is 1 and pcu for HV is 3. In other words, a HV is equivalent to three passenger vehicles in design analysis. During peak hour, the presence of 10 percent HV would reduce the road capacity by 675 pcu. The operating speed during peak hour will reduce by at least 10km/h. Related studies conducted by MIROS over the passed few years are as follows:

Chapter on heavy vehicle volume and banning strategies in research reports conducted yearly for OPS Bersepadu effectiveness during Hari Raya and Chinese New Year. For example:

- MRR No. 290: Effectiveness of OPS Bersepadu Chinese New Year 2017: An Evaluation Study – Norainy et al. (2019)
- MRR 03/2012: Evaluation of the Effectiveness of OPS Bersepadu Hari Raya 2011 – Jamilah et al. (eds) (2012)
- MRR No. 243: A Study on Commercial Vehicle Speed and Its Operational Characteristics – Ho et al. (2017)

Tyre Efficiency is what Matters Most Now

One of those who switched from high performance retreads to average new tyres? How did it go?

Over the last 10 years, many fleet operators have made the switch from high performance retread built onto a high quality casings to an average performance new tyre. The outright price difference is far too obvious and too tempting to not make the switch.

We spoke to Goodway Integrated Industries Berhad (GiiB) about this and they told us that "Our studies found that many of these customers have reverted to their original way of using a high quality tyre and high performance retread." This is also a similar trend in Europe where the focus on high performance retreading is returning. It has been proven that it can save up to 30 percent of your tyre cost when using the right new tyre and the right retreading.

Other than using the right products, proper air inflation and maintenance is required to ensure that you get

the most out of your tyres. This will deliver up to 10 percent of savings to your truck operations.

All in all, every little savings will add up and eventually add on to your bottom line. Not to mention the cash flow ease that will help your business.

On the retread end, GiiB's flagship Supercool retread products are sure to help deliver its portion of savings to you. Ensuring that your fleet operations is using the right product for the given application. As there are many applications, sizes and various casings, it is recommended that you speak to our authorised retreaders to assist you.

The good news for anyone operating in a number of countries is that Supercool retread materials are available in more than 65 countries worldwide and is made available to the best managed fleet of the world. 



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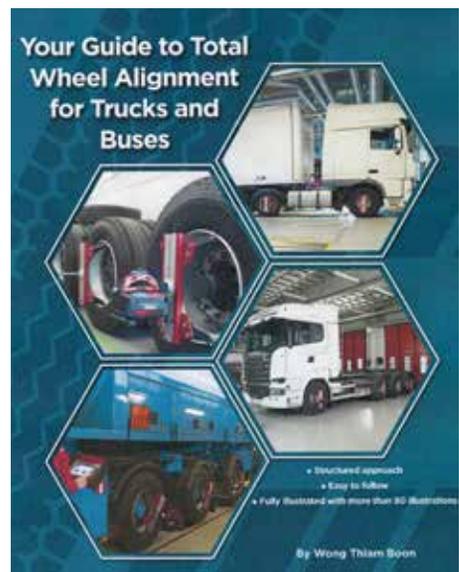
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"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious about their transportation business. The industry had to wait far too long for a resource like this and I am excited to see TB Wong's knowledge now being available to the market."

Stefan Pertz,
Editor, Asian Trucker Malaysia
Editor, Asian Buses

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TRUCKER**





Moving Abnormal Heavy Loads

When oversized and extremely heavy loads need to be move, you need to call in an expert with special equipment.

When we think of road transport, one of the first associations is with containers, small parcels or bulk. There are, however, items that are either too long or too heavy for a regular transporter and that is when an expert needs to be called to the task. Such an item was moved on Saturday, 5 September and Asian Trucker was witnessing how such project looks like in practice.

Calling Upon Specialists

With over 40 years of experience, Aman Logistik (Aman) provides total logistics services to meet the needs of its clients. Specializing in heavy and abnormal loads, AMAN is able to provide customized solutions ranging from heavy haulage, heavy lifting and positioning to installation, as well as ro-ro and barging operations in Malaysia, Singapore and the region. Aman's services are focused but not limited to the Oil & Gas, Infrastructure (railways LRT/MRT, highways), Power & Energy, Industrial and Construction sectors. The longest cargo transported by AMAN in Malaysia was over 100m long, and the heaviest cargo was 1 500 tons.

Adopting a Safety First objective in all its projects, AMAN continues to upgrade its fleet of equipment and invested in four units of Volvo F16, and two units of Scania R580 in the past year. Aman also has its own gantry crane and hydraulic cranes with lifting capacity ranging from 20 tons to 800 tons capacity.

Taking Two to Transport

In this case, a part of an oil rig was to be moved from the fabricator to the port, where it was to be joined onto another "skid" and then shipped off. The assembly which was to be moved weighted 150 tons and was loaded onto a special trailer to be moved. One of Aman's Volvo trucks completed the transport solution. The first part was to get the skid out of the yard of the fabricator, then over to the port. A mere two kilometres away, this would take two hours. The move starts in the early hours of the morning in order to minimise impact on others.



A Very Unique Type of Truck

Huge, extremely heavy goods need a different kind of “trailer”. A self-propelled modular transporter is a platform vehicle with a large array of wheels. Often called just SPMTs, they are used for transporting massive objects such as large bridge sections, oil refining equipment, motors and other objects that are too big or heavy for trucks. Trucks can however provide traction and braking for the SPMTs on inclines and descents.

A typical SPMT has a grid of computer-controlled axles, usually axles across and 4–8 axles along. When two (or more) axles are placed side-by-side, this is called an axle line. All axles are individually controllable, in order to evenly distribute weight and steer accurately. The axles are coordinated by the control system to allow the SPMT to turn, move sideways or even spin in place.

Teamwork and Communication

There are a number of parties involved in the move. Police would have to block traffic, Tenaga National would have to be involved and Aman’s team would be in touch with everyone to ensure smooth going. With such a big object blocking not only the road, but also the line of sight, it is imperative that everyone knows their position, the exact route and what difficulties lie ahead. Communication is key as the driver of the truck may not be able to see all the obstacles. At the same time, the team is to be kept small in order to minimise movements around the rig as that could lead to complications.

Before the move commences, a final briefing takes place with all members being taken through the route again, what tasks have to be performed and where the bottlenecks are. First, Aman’s team moves the rig out of the yard moving the SPMT. Once outside, the Volvo truck is attached to the SPMT to pull it to the port. It is one of four such Volvo trucks Aman received last year (Asian Trucker reported). Support vehicles are sequenced in a specific order to allow for rapid deployment. A forklift is on hand, moving between the SPMT and the truck to assist with the coupling of the two once the yard has been cleared. Each team member has a specific task and is in constant contact via walkie talkie.

While a road may seem wide for normal trucks, in the case of equipment such as this, very quickly the space runs out. The team has to ensure that there are no obstacles, that the SPMT with the rig on it is not driving off the road and into marshy shoulders, thus risking the load to tip over. The job is about precision, not speed. The convoy stops frequently to ensure that no damage to load or the surrounding will occur. In the confined spaces of the yard and intersections it is every centimetre that counts.

If it has to Go, it has to Go

Along the route, there may be obstacles that need to be removed. For instance, powerlines, street signs and other vehicles on the road. In preparation for the move, Aman will scout the route and identify any obstacle that would need to be removed. Tenaga Nasional will have teams on site to disconnect powerlines that are hanging across the streets the transport will take. Police personnel will block traffic, managing the flow and thus ensuring that the heavy transport can move to its destination. Once the transport has passed through, all powerlines will be re-connected, street signs put back in place and traffic will be allowed to flow freely again.

Driven

Truckers all have their specific challenges in their daily jobs. Hauliers will need to work odd hours, couriers are under pressure to deliver on time and long distance truckers will always need to find the right driving style to reduce fuel consumption. The pressure on the driver for the ultra-heavy transports is a different one. While the job may be completed in a matter of a few hours, the demands are high. Not a single mistake can be made, it is about going slow and with great care although the goods moved are not precious cargo in the sense of the word. There are even special protocols on how such rigs are to be lashed, secured and moved. The truck deployed by Aman may be very powerful, but it is the skill of the driver and the team around him that ensure that the rigs and the surroundings are safe. With such an unusual load, spectators are not uncommon and these add to the factors Aman needs to deal with.

Making it look Easy

With over four decades of experience and plenty of other jobs completed, the move appears to be an easy task. However, this is not the case as there is an immense amount of preparation needed for a task like this. Culminating in the move, Aman will sometimes have as many as a dozen meetings with the clients and all other parties involved to ensure that everything goes well. Preparation is key and it is absolutely vital to know, check and doublecheck measurements, timing, route and the layout of the terrain with detailed documentation leaving no room for errors. 



DAF CF Electric



The DAF CF Electric is a fully electric 4x2 tractor, developed for distribution applications in urban areas with single or double-axle trailers and GVWs up to 37 tonnes. The truck is based on the DAF CF - 'International Truck of the Year 2018' - and operates fully electric, thanks to VDL's E-Power Technology. The core of the intelligent powertrain is a 210 kilowatt electric motor, which receives its energy from a lithium-ion battery pack with a total capacity of 170 kilowatt-hours. The CF electric has a range of approximately 100 kilometres, making it suitable for transporting high volumes within urban distribution.

The DAF CF Electric was named Green Truck Logistics Solution 2019 in June last year, a prestigious award for the deployment of promising, emerging technologies for innovative, sustainable logistics in Europe.

Technical Specifications 4x2

Weight tractor : 9 700 kg
 Electric motor : 210 kW
 Torque : 2 000 Nm
 Battery capacity : 170 kWh
 Range completely charged vehicle approximately: 100 km
 Fast-charging batteries 35 minutes (bij 300kW)

Business Base

The use of the CF Electric has helped customers to determine the business case of an electric truck and experience what its use means in daily practice. Where in the first few weeks, they only used a limited part of their CF Electric's 100 kilometres of range, some transport operators now drive around 250 kilometres a day with the vehicle. It is a matter of planning your trips cleverly. The ability to quickly charge the batteries - with the right equipment fully charged in just over 30 minutes - means that additional kilometres are available quickly if required.

Expanded Portfolio

Since the end of 2018, DAF CF Electric 4x2 tractor vehicles have been in operation for inner city distribution at leading Dutch and German transport companies and supermarket chains. While DAF has commenced limited sales of its CF Electric tractor in The Netherlands, Belgium and Germany, four fully electric 6x2 chassis are now entering a field test for refuse collection applications. The 3-axle vehicles provide high payload (GVW up to 28-tonnes) and - thanks to a steered trailing axle - excellent manoeuvrability; a huge advantage for waste collection vehicles operating in dense urban areas. **F**





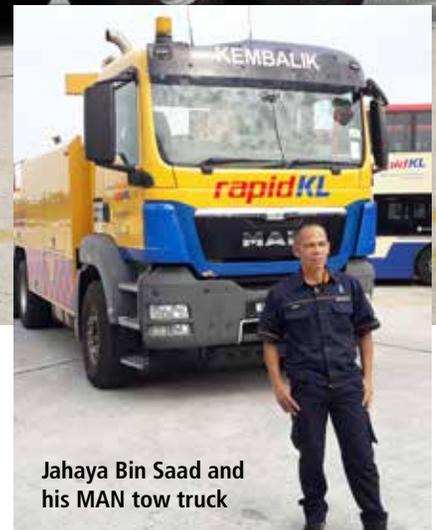
Sometimes, a Little Help is Needed from the Big Brother

Although they may not clock in the kilometers like their long haul brethren, city buses may also have breakdowns. That is the time when the big brother, the tow truck needs to come and give them a lift.

Prasarana operates over 1500 buses, of which around 700 are stationed in the Klang Valley, with the balance plying the routes in Penang and Kuantan. These buses are supported by depots in which workshops are housed as well as rescue teams and tow trucks. There are four tow trucks in total, always on standby to pull out any bus that has broken down. Three MAN tow trucks are delivering the bulk of the towing with one being permanently based in Penang.

On average, a bus would run between eight to 11 hours every day. Drivers are slotted into three shifts with the rush hours also being the busiest for the bus operator. Mohd Khalid and Amir Rahimi share insights into the rescue operations. He explained that it is not accidents that usually require the tow truck to go out, but issues with the cooling or air system. "Accidents do happen, but they are not the main problem." Every day buses can break down and as per Prasarana's calculations, the number of tow trucks is sufficient to handle this volume of incidents.

Should a bus break down, the bus captain will report the issue to the control centre. A rescue team with a mobile workshop will attend to the vehicle first. Only if the repair cannot be carried out on the road, the rescue team will call for a tow truck for an extraction. Buses are stationed in four depots: Maluri, Shah Alam, Batu Caves and Balakong. "Any bus that breaks down will be taken back to their respective depot where we have workshops. The most important task is to clear the road as a broken down vehicle will surely cause congestion." "As people are all stressed, they will not be very understanding and just honk at us," said Jahaya Bin Saad, driver of the MAN tow truck. As managing traffic is not their job, Prasarana coordinates the flow of traffic with the police in case of a breakdown or accident. "This adds another layer of communication, but is helping us a lot to get the immobile vehicle back to the workshop." Using a fleet management system, locating the buses that need towing is made easy though as the location can be identified with pinpoint accuracy.



Jahaya Bin Saad and his MAN tow truck

Tow truck drivers will have to undergo special training. "We have a special training module we need to complete, plus on the job training," said Jahaya. However, the fact that tow truck drivers need special skills is exactly what attracted him to do this job, beyond a passion for big rigs. Seven years of driving the MAN truck has revealed the true talent of the vehicle: effortless climbing of steep hills and plenty of power to tow buses.

Purchasing decisions for trucks are based on tenders. Having passed the technical evaluation, Prasarana decided to purchase the MAN vehicles as the truck was deemed to be the most economical. "The only thing I am missing is a trailer brake as a bus being towed is pushing the tow truck quiet a bit when going downhill. This also means I need to adjust my driving style between going to the site empty and coming back with a bus in tow," Jahaya said. One consideration for tow trucks is compatibility: towing a bus may be difficult as the hook may not fit precisely. **T**

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Award Winning Road Safety with a Guardian in the Cab

Modern technology can make good drivers better and safer. However, finding the right application is crucial as not all drivers are the same when it comes to the way they drive.

Vocational drivers spend most of their working hours on the road. Hence, road safety is most critical to their livelihood and wellbeing. However, behavioural factors, for example impatience, recklessness or personal lifestyle and external pressures, such as tight delivery schedules can lead them to drive dangerously, putting themselves and other road users at risk. Companies have a part to play in influencing the conduct and safety of their drivers. The cost of an accident goes beyond vehicle damage. It can also lead to the loss of an employee, endanger the public and affect the company's reputation.

Employer's Responsibility

Hence, it is to the company's benefit that their employees drive and deliver the goods and services safely to their customers, and at the end of the day, return home safely to their families. Committed to keeping their drivers safe on the road, Bok Seng Logistics Pte Ltd has adopted a three main approach. Firstly, they have placed an emphasis on education and training to ensure that drivers are competent and constantly reminded to perform their job safely. Secondly, leverage on technology to anticipate potential risks on the road and rectify bad driving behaviour and fatigue. Lastly, recognition is given to ensure that their drivers would always be motivated to drive safely. Here we focus on the technology aspect.

Pilot Project

Guardian South East Asia (SEA) has been a supplier to Bok Seng since 2016 and Steven Tan, Senior Manager, Health and Safety has some very good results to share following a long-term study of the system. Of the over 100 trucks,

ten were designated to test the Guardian (SEA) fatigue management system. At the time, this was the first pilot of its kind. "We were supported by the government and we were excited about this. We believe in the use of technology and at the same time, safety is our main concern. The Guardian SEA system is exactly what we need to combine these two," Tan said.

One may ask why a fleet running in Singapore would need a fatigue management system. Tan explained that "Although Singapore does not have long routes, but there are a lot of stops here and the number of stops, plus the number of trips every day are causing the drivers to get tired."

Targeted Use of Tech

What Tan and his team found is that drivers of different age groups show different patterns in their driving. While older drivers may be more experienced but get tired faster, younger drivers may show a more aggressive driving style. Hence, Bok Seng equipped trucks operated by younger drivers with a system that would monitor their behaviour. "Based on the reports, we take corrective measures and what we have seen is that there has been a drastic improvement. However,



The management team at the same time is very supportive of Tan's efforts to further increase the number of truck fitted with the Guardian system as the drastically reduced number of accidents has resulted in improved uptime, lower insurance premiums by as much as eight percent for 2020 and trucks being in a better state overall.

"The system has proven its worth. However, you cannot rely entirely on technology, it is complimentary. For instance, we have sports days and health days where we give our drivers fruits to encourage a healthier and therefore safer lifestyle." Older drivers may be very experienced when it comes to driving, but they may show signs of fatigue faster and Tan agrees that one will need to do anything they can to help them counter that. Technology, according to them, can only assist, but not take over completely.

More and Better

Having successfully demonstrated that the Guardian SEA system works and can reduce operation cost, Tan is also looking into other systems offered by Guardian, such as blind spot cameras. Asked about the investment level, Tan cautioned that cheaper systems do not give a user the data needed or the support that is required to make most use of the system. For instance, Guardian has command centre that will contact a fleet operator immediately when an incident has been detected. Tan recounts an incident where a driver was showing signs of drowsiness having taken medicine. "You should not let a low-price lull you into a sense of safety." **T**

this is not what is needed for the older drivers. Also, such reports are not immediate. To counter fatigue, you need to have immediate and instant alerts. And these are given by Guardian." Typically, drivers over 50 will be piloting trucks equipped with the Guardian system.

Guardian's application is highly sophisticated. So much so that the system will be able to detect the use of mobile phones while driving. This is not only a safety issue, but the use of handphones can quickly cost a driver his ability to earn a living: getting caught results in the deduction of 12 points from the 24 a motorist has. "It only takes two such offences and you lose your licence. This way, we also protect our drivers from economic harm." As the system uses a camera installed in the cab, Guardian had to think ahead and anticipate tampering with the sensors. They developed a system that will detect if the camera has been covered and give an alarm to the fleet manager, who can then contact the drive to ask for the removal of the cover.

They are Lovin' it!

After initial scepticism towards the system, the drivers now love it as a driver is rewarded with incrementally increased bonuses for each year of driving accident-free.

Company Focus

Bok Seng Logistics Pte Ltd, part of the Bok Seng Group, is backed by more than 45 years of experience, an ISO 9001:2015, ISO14001:2015 and OHSAS 18001:2007 certified company, and having attained bizSAFE Star status, is in the business of providing total logistics services since 1975. Bok Seng Logistics main business activities include Integrated Logistics Management and Project Logistics Management.

Along with the Safety Journey, Bok Seng Logistics Pte Ltd had continuously raising safety and health expectation, which is driven from top management and today, Bok Seng had achieved several awards which listed below:

- 1) WSH innovation Bronze Award 2016 for Logistics and Transport Sector
- 2) RoSPA Gold Award 2018
- 3) RoSPA Gold Award 2019
- 4) bizSAFE Enterprise Exemplary Award 2019
- 5) Certificate of Merit for Safest Logistics / Transport Company in Annual SHE Award 2019
- 6) RoSPA Gold Award 2020 and
- 7) RoSPA Fleet Safety Silver Award 2020

Working closely with clients, they will tailor and structure their services to meet the logistics needs including warehousing and distribution requirements resulting in efficient management, delivery, trucking and distribution of goods at competitive costs, enhanced service level and improved productivity. Project Logistics Management includes heavy haulage, heavy lifting, positioning and installation, specialized movers, marine logistics and tug and barge Operations. In Project Logistics Management, Bok Seng is a specialist in the management of projects with complex logistics needs, employing project management techniques to custom design packages meeting the specialized needs of the clients. This could be in infrastructure developments such as power plants, petrochemical plants, mass rapid transport, bridges/tunnels, modules and electrical houses for oil, gas and marine related projects, total plants transfer, transformers, machineries, reactors, or elevators and escalators installation.



Biforst: Powered by Sunshine

In an effort to reduce the carbon footprint of their fleet, Biforst Logistics has come up with a highly innovative, yet revolutionary concept of fixing solar panels to their trucks' bodies.

As if on cue, the dark clouds of a thunderstorm in the morning made way for the powerful rays of the sun on the afternoon of the 18th of September when Biforst Logistics Sdn Bhd (Biforst) launched their first five vehicles equipped with solar panels. Officiating the pilot project was Yang Berhormat Menteri, Tuan Khairy Jamaluddin, Minister of Science, Technology and Innovation.

What may look as easy as screwing ready-made solar panels onto the box of a truck is actually the result of a full year of research and development. Dato' Paduka Hamie Appala Nakkiah, Group Managing Director, shared insights with Asian Trucker and emphasised that he is willing to share his knowledge with any other operator as this initiative is about saving the planet and we have to, collectively, make an effort.

"Initially, we also thought it was an easy fix, whereby we would just mount the panels and have applications of the truck powered with it. However, when we started experimenting with this system, it soon became clear that we would need a hybrid system whereby the solar panels deliver the energy to the battery, the battery in turn then powers either the air conditioning in the cabin or the cooling unit of the reefer box," he explained.

Cost is estimated to be between RM 20 000 and RM 50 000 (LCV and Heavy Duty), however, the ROI is calculated to be significant. Within three to five years, the panels and the charging infrastructure on the trucks will have paid for itself. Calculations within Biforst have shown that truck idle up to 30 percent of time. With the solar panels on the roofs, the trucks will use less fuel as applications can be powered through sunlight while the engine

does not need to be running when the drivers sleep in the cabin. First feedback from the drivers has been more than supportive as the pilots no longer have to bear the noise and vibrations of the engine when sleeping.

Estimates show that the carbon footprint per truck can be reduced by between 3 650 Kg/year to 14 600 Kg/Year (LCV / Heavy Duty) while between 1400 and 5 600 litres of Diesel per truck will not be burned idling. The five trucks on display were the first ones to be equipped with this system and are now on active duty. Biforst will eventually fit out all the trucks with the system. The schedule calls for 30 trucks to be refurbished to meet the timeline of 100 percent of the 500-strong fleet being fitted with the system by 2022. "Look, we have sunshine all year around. It would be a mistake not to try to make use of this." The impact has been more significant than one may think. Following the initial installation, Biforst will now change the design of their trailers, which are mostly purpose built, to suit the sizes of solar panels.

The obvious benefits are that the company will have drivers that are better rested and trucks that use up less fuels. However, the advantages extend as Biforst is dealing with MNCs, many of which are listed and therefore have to make an effort to reduce their carbon footprint, which extends to the use of transporters. Pointing out that this is only one of many innovative ways Biforst is using technology, Hamie stresses that the two most important aspects of today's transportation business is to reduce the use of natural resources and to ensure that drivers are happy and healthy.





How Huajing Attained Substantial Growth in the Year 2020

Global professional trailer parts solution supplier HJ axle/suspension/landing gear/parts shares insights about their success they had this year.

The year 2020 is an extraordinarily challenging year with a pandemic causing major disruptions to domestic and the global markets. Being the second largest manufacturer of semi-trailer parts in China, Huajing, the company is also faced with unprecedented pressure and challenges. However, everyone in the company was united and determined to fight through the tough situation and continue with the same zeal to this very moment. On February 10, 2020, Huajing became the first trailer parts manufacturer to resume production in China after meeting necessary safety standards and best practice, providing rapid replenishment for the market inventory, and ensuring timely delivery to both domestic and foreign customers.



In April 2020, affected by the pandemic, Huajing's overseas orders began to drop. Fortunately, the domestic market demand surged unprecedentedly due to the new GB7258 regulations imposed by the Chinese government. With advanced product technology, consistent quality, Huajing has expanded their cooperation with domestic leading trailer manufacturer CIMC. Huajing is supplying 9T, 10T and 12T disc brake axles with air suspension for CIMC's dangerous goods vehicles, fence trailer and side wall trailer. Demand of domestic

market enabled Huajing workshops to run at full capacity, covering up the sales decline from overseas markets, thus providing sufficient support by the time the export markets started to recover in the 3rd quarter.



Embedded in the cooperative spirit "quality, recognition, improvement, renovation", Huajing is committed to the research and development of air suspension and disc brake axle technologies with huge investments. Top quality products and timely delivery helped Huajing to steer through the storm of this pandemic.

In July 2020, Huajing embraced the recovery of overseas order, especially in American and African markets. The sales in those areas increased by 40 percent compared with last year, which generated a healthy growth for the company's overall sales. With 19 years of efforts and dedication, Huajing Axle has always adhered to a goal-focusing on quality and serving the market.

Huajing entered the East Malaysia market in 2005, offering 32T and 36T bogie suspension for the logging trucks. From there, the brand gained access to the peninsular Malaysia in 2013, proving its quality superiority by selling complete kits with combinations of American type 13T/14T/16T axles together with mechanical suspension and air suspension. Competition in the Malaysian market is tough: Huajing survives and thrives in this market by offering an exclusive three year product warranty, satisfactory after sales experience and excellent product quality.



One challenge in the Malaysia market is that there is a wide range of types of vehicles, and each vehicle type requires individual setting and installation. In order to better serve the market, Huajing's technicians make continual efforts to research and analysis different vehicle configurations. They also discuss design and installation plans together with trailer manufacturers, to find the best customized solution for customers.

Aiming to better serve the local market and to improve localized services and operations, the company currently recruits sales and after-sales management talents in Malaysia.

The goal of the Huajing team is to provide services to the market, create value for customers, build a respectful company honoured by the market and customers, and make each employee of Huajing be rewarded and respected. Welcome to join us!



RECRUITMENT AS DETAIL OF

We are **HIRING**

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Local sales and after sales management (full time)

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1. With over 5 years experience in trailer parts industrial, good understanding of the Malaysian trailer parts market, knowledgeable in trailer parts.
2. Excellent organizational and administration skill
3. Excellent phone and face-to-face communications skill
4. An ability to approach and engage with clients
5. Good computer skill in word and excel

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Eicher First to have All CVs Linked

Eicher becomes the first company to offer 100 percent connected vehicles in the commercial vehicle industry in India.



Leading commercial vehicle manufacturer, VE Commercial Vehicles Limited (VECV) today announced a giant step towards modernising the CV industry with its industry-first proposition of 100 percent connected vehicles across its entire product portfolio, powered by their connected vehicle solution – Eicher LIVE. From 1st August, 2020 onwards, the trucks and buses built on the EUTECH6 platform will be equipped with pre-fitted hardware that would enable them to be completely connected while on the road along with industry first ecosystem. Logistics costs in India are amongst the highest in the world. Almost half of the operating costs of trucks and buses is accounted for by fuel. This solution will help extract maximum possible fuel efficiency with savings of up to 10 percent in fuel costs. The low asset utilisation or limited hours the trucks and buses run every day, is another key reason for high operational costs in India. However, with improved infrastructure and the advanced commercial vehicles in BSVI range, it's possible to run more. This solution will significantly improve uptime & logistics efficiency, hence the revenue-earning potential for Eicher customers. Being constantly connected, commercial vehicle owners will be able to maximise the potential of earning and saving, while improving service levels to their customers.

100 percent Connected

Eicher Trucks & Buses come with a host of intelligent features that will enable a three key benefits for the customer including fuel-efficient operations, superior uptime enabled by the industry-first Eicher Uptime Centre support, and segment-specific benefits such as enhanced logistical efficiency in ecommerce & passenger safety in buses. Commenting on the announcement, Vinod Aggarwal, Managing Director & CEO, VE Commercial Vehicles said, "The unique proposition of connected vehicles is a significant step towards modernising the CV industry. Starting with Eicher Live, then the uptime centre and now with 100 percent connected vehicles, we are closing the

loop on providing a connected ecosystem for tomorrow, which is driven by the BS VI wave. These offerings will not only reduce the operational cost by maximising fuel efficiency but will also increase revenue through improved asset utilisation with superior uptime. It will also offer better safety and logistical efficiency to our partners and customers."

On expanding the technology across 100 percent of the vehicle range, he added, that "Large fleet customers who have high demands of fuel efficiency, safety and driving behaviour as critical elements will be able to maximise their productivity and profitability. This technology will not only benefit the big logistics players but also the last mile vehicles as effectively." Eicher's advanced telematics system is fully integrated with the vehicle's electronics and is engineered as an integral part of it. With the new emissions era of BSVI, the telematics system leverages the several sensors fitted in the vehicle and converts the large amounts of data to enable deeper insights, thereby creating a unique value proposition for customers. On one end, it is connected to the CAN, the electronics backbone of the truck and hence has access to vehicle data generated by sensors, ECUs and any exceptions through fault codes. On the other side, it's connected with Eicher's unique support solutions, such as Uptime Centre, Fuel Management services and segment-specific solutions.

About VE Commercial Vehicles Limited (VECV)

VE Commercial Vehicles Limited (VECV) is a joint venture between the Volvo Group and Eicher Motors Limited. In operation since July 2008, the company includes the complete range of Eicher branded trucks and buses, VE Powertrain, Eicher's components businesses as well as the sales and distribution business of Volvo trucks within India. VECV's vision is to be recognized as the industry leader driving modernization in commercial transportation in India and the developing world. 



How to Hire Truckers?

I got hired, left jobs and in my current capacity have taken on young talents and saw some of them leave Asian Trucker for various reasons. I know all about hiring office staff. But how would I hire a driver?

To some extent one learns how to hire staff in school. One module that I had during my studies dealt with human resources. Naturally, that was rather broad and not very specific. Till now, that was all that is needed as the knowledge applied for office jobs. Not that I need to hire any drivers, but I am musing about the mechanisms of how to hire truck drivers.

Go Where?

If someone were to task me with hiring a trucker, I would not know where to start looking. Hiring someone for the office is easy as there are many platforms, traditional and modern (digital that is). Besides that, there are headhunters, who can be tasked to hire specific individuals. Plus, there are job sites specialised on youth, certain professions or fields. However, I do not know of any platform where truck drivers can either offer themselves to be hired or companies posting their vacancies. Sometimes I see printed banners hanging at the gates of factories announcing "Jawatan Kosong: Pemandu Lori". There could be a job portal aimed at drivers, but I am not aware of it.

Evaluate How?

Now that one has found someone applying for the job as a trucker, how would I go about evaluating his / her skills? One needs to have a valid driving licence. And then what else is there to look for? In the case of white collar staff, there are certs and graduation papers, maybe even a recommendation letter from a previous employer. I don't think we can even check in any database if a driver has been booked for any offences or if there had been insurance claims to give an indication of the attitude of the driver. What do companies do then? Just let the driver work for a week and see how it goes? Trust instincts?

Members of our own Asian Trucker Club are eager to get their hands on attendance certificates. I guess that is one way of showing that they advanced their skills.

What's the Reason

One should not stay too long in a job or job hopping is not a good sign. That is what one considers when hiring office staff. Most of the time it is the advancement of a career that would prompt someone to move to another company. Or maybe a spouse made a career move and had to relocate, thus forcing the other to also find a new job. As I understand it, the wages for truckers are based on trips and the pay for each trip is pretty much the same throughout an industry sector. There isn't much if a career if one is a trucker as it is a one person department, really. Then what is it that motivates a driver to make a move to another company? The only reason I can see is to make more money by moving from say haulage to dangerous goods, but that would also come with more stress and higher demands towards skills and knowledge.

And Off they are

Does one sit a driver down for an evaluation, a chat to find out the reason one is leaving? Lots of memes on social media tell me that staff joins because of the brand, but leaves because of the boss. Do companies even care where the driver is going next? A driver handing in the termination letter could be someone with a real bad attitude on the road. Would one not want to warn others not to hire such person? Are companies recommending drivers in case a driver might need some help? Perhaps this could be something we discuss in more detail in our magazine, but I would need your help for that to understand the hiring and firing of drivers. **F**

Josam Cab and Frame Straightening at Hino Soonlee, Bangkok

Rising demand to enhance efficiency, repair quality and profitability in truck workshops and collision repair market, together with the encouragement of Hino Motors Thailand, Hino Soonlee, a well-known and large automotive group consisting of three Hino dealerships, started internal negotiations to approve a capital investment for the first authorized Hino Body and Paint workshop in Thailand.

After consultations and several months of feasibility studies, the very first Hino Body and Paint workshop was commissioned in 2018, inclusive of a fully equipped Josam cab and frame straightening repair area. From the onset of planning and construction, Josam's team was involved and offered consultation, planning and operational assistance during the construction and set up period, including on-site equipment / repair method training and support to ensure Hino Soonlee maintained best OEM repair quality standards.

trained staffs, the frame was repaired in a few days and vehicle was back on the road within couple weeks.



Before



After Repair with Josam Equipment



Josam continued to support Hino and has carried out onsite training on the correct use of Josam equipment and repair process throughout 2019, ensuring that the Hino Soonlee's technical team are totally competent to achieve customer satisfaction.

One successful and challenging case was the extremely damaged chassis of a Hino truck that was deemed unrepairable. With the installed Josam equipment and

In 2020, the two parties shifted focus to educate and support dealer's Body and Paint operational and management team to improve their internal policies and process leading to increased profitability. Josam conducts ongoing dealer supports and assist Hino Soonlee in developing internal process control and reporting systems. After couple months of implementation, the workshop's productivity and efficiency became improved and Soonlee's achieved higher income and profit accordingly.



As a result of the success at Hino Soonlee, the dealer prototype for Hino Body and Paint was shared among other Hino dealerships, who were motivated and have started the consideration of including heavy duty body and paint repairs to their existing workshops using Josam cab and frame straightening equipment. **F**

Isuzu Malaysia Celebrates Malaysia Day with Exclusive Photo Contest



Recently, Isuzu Malaysia Sdn Bhd held a prize-giving ceremony to award the top three lucky winners of their 'Isuzu Truck Cares for Malaysia' Facebook Photography Contest. This contest, exclusive to Isuzu customers, was organised in conjunction with Malaysia Day celebrations, ran on the company's official Facebook page from 18 August to 16 September 2020.

The contest was also an avenue for Isuzu Malaysia to demonstrate their heartfelt appreciation to loyal customers for their utmost support.

The contest, titled 'Isuzu Truck Cares for Malaysia', encouraged Isuzu commercial vehicle customers to share photographs of how their trucks have been serving the country on a day-to-day basis as the whole nation tackles with the unforeseen changes brought upon by the Covid-19 pandemic and the Movement Control Order (MCO).

The winning entries were then selected through a voting process via the Isuzu Trucks Malaysia fanpage, in which followers of the page were allowed to cast their vote on their most favoured images.

The Grand Prize winner, Nur Othman bin Suratman, from Sabah, went home with a Petronas Gift Card worth RM1 000, and Isuzu ELF 60th Anniversary Miniature Truck and a gift bundle. **F**

FAW Ranks 9th at China's Top 500 Most Valuable Brand 2020

China FAW Group Co., Ltd. (FAW), one of China's oldest and largest automobile manufacturers, was named the number one brand in China's automobile industry and the 9th most valuable brand in the country, according to the Top 500 Most Valuable Chinese Brands 2020, released by the World Brand Lab in Beijing on Aug 5.

According to the list, FAW becomes the only automobile company at the Top 10 list with the brand value of 338.556 billion yuan. FAW has ranked first in China's automobile industry for 17 consecutive years.

In recent years, FAW has made headway in intelligent connected vehicles and mobility services, and made active explorations in autonomous driving, internet and intelligent technologies, digital marketing as well as deepen cooperation with partners inside and outside of automobile industry. In the future, FAW will continue to advance business innovation by promoting digital transformation, including customer and behavior digitalization, business digitalization, product and service digitalization, and basic digitalization.

FAW is a leading global manufacturer of quality passenger cars, trucks, and buses. Established in 1953, the company is China's oldest and largest automotive group. Annual sales exceed three million units **F**



The new Hengst Flex Tape

The newly developed Hengst Flex Tape is an innovative production technology for improving the performance of air filters for commercial vehicles and agricultural and construction machinery. It replaces the handling protection with the attachment of stabilizing tapes. The Flex Tape was developed by Hengst in Germany and tested and approved according to ISO 5011. This optimization offers numerous advantages for you and your customers, such as

- Increased dust absorption capacity
- Increased collapse resistance
- No deformation of the filter in use
- More resistant than conventional handling protection
- More stable than conventional adhesive beads
- Increased wet strength in fog, rain and snow

The changeover will take place successively over the next few months. An up-to-date list of the available filter types can be found below. **F**

Webasto Develops Compact HEPA Air Filtration System for Rescue and Local Public Transport Vehicles



filtering particles smaller than 0.3 micrometers – including airborne viruses, bacteria, aerosols and dust – from five to ten cubic meters of air per minute. They therefore comply with the requirements of HEPA filter class H14 and the guidelines of the World Health Organization (WHO), the US Centers for Disease Control and Prevention (CDC) and of the European Centre for Disease Prevention and Control (ecdc). The degree of purification corresponds to 99.995 percent. In rescue vehicles the filters, used in conjunction with personal protective equipment, significantly reduce the risk of infection of emergency medical service operators and patients.

Effective immediately, Webasto, the specialist in heating and air conditioning systems, is offering HEPA air filtration systems for rapid and simple retrofitting. The “HFT 300” and “HFT 600” filtration systems can be retrofitted to all vehicle interiors, for example ambulances, buses and streetcars. They are capable of

Two filter variants are available in lengths of 60 cm and 120 cm for different sized vehicle interiors. They are capable of decontaminating 300 or 600 cubic meters of air per hour. Several filters can be combined to decontaminate larger spaces. They have a diameter of 20 centimeters, are very light at 3.1 kg and 5.5 kg, and can be mounted in any possible position. If desired, suitable mounting brackets are available from Webasto. Using these, mounting is possible in just 30 minutes. The filtration systems only require a 12 Volt or 24 Volt connection. Filters are replaced with no risk of contamination. **F**

Retreading & Fleet Tyre Management Key Topics at TyrexpoAsia 2021



(Singapore) At Tyrexpo Asia 2021, to be held in Singapore in March, a series of international business conferences will take place during the three-day event organised by Tarsus Group.

The Retreading Conference, to be hosted by David Wilson, MD of Retreading Business magazine, will survey important issues such as the progress of tyre retreading on a global basis, the current challenges facing retreaders in Malaysia plus new developments in both SE Asia and the Indian Continent. Mr Wilson states, “The Retreading Conference will look at the entire aspect of retreading commercial tyres and what the future holds for the industry, especially Post-Covid 19.”

The Fleet Tyre Management Conference will be hosted by John Stone – Owner of Sapphire Media (International Media Business Consultants). The conference will look at various aspects of global tyre management including Mobile Tyre Fleet Fitment and Equipment, The Asian truck tyre market, Future tyre sales trends in

Europe, part-worn tyres and the car tyre fleet market in South East Asia.

A 15-minute ‘Question & Answer’ session will follow each session and a ‘Panel Discussion period of open debate’ will take place in the afternoon. John Stone says, “Fleet Tyre Managers in the global industry have never been more crucial to the success of tyre sales and this conference has been specially designed to provide an informative insight into this market.”

On Day 2, ‘Digitalisation in the tyre industry within SE Asia’ will present topics associated with the ‘digital age in the SE Asian market and the emerging presence of Social Media in the international tyre market’. Several conferences are planned for the second day which will be confirmed later.

Alwin Seow, Project Director at Tarsus says, “The ‘new look’ Tyrexpo Asia 2021 promises to be an informative show with time for networking and growing business contacts. Our dedicated and experienced international sales team are always on hand to answer any enquiries about any aspect of the show including our Hosted Buyers scheme.” **F**

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