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### Contact Us:

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Tel: +603-58922288 Email: [Info@linkhaul.net](mailto:Info@linkhaul.net)

# LinkHaul

by Link Effect (M) Sdn Bhd

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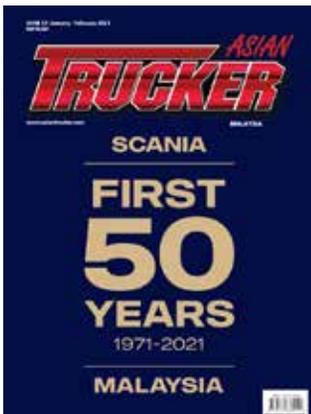
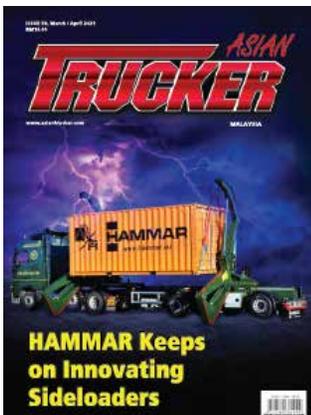
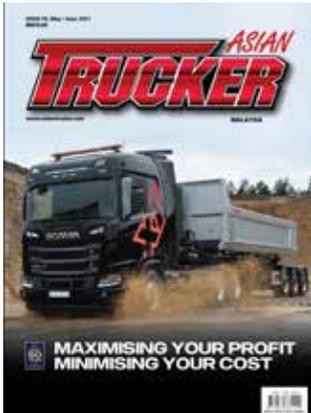
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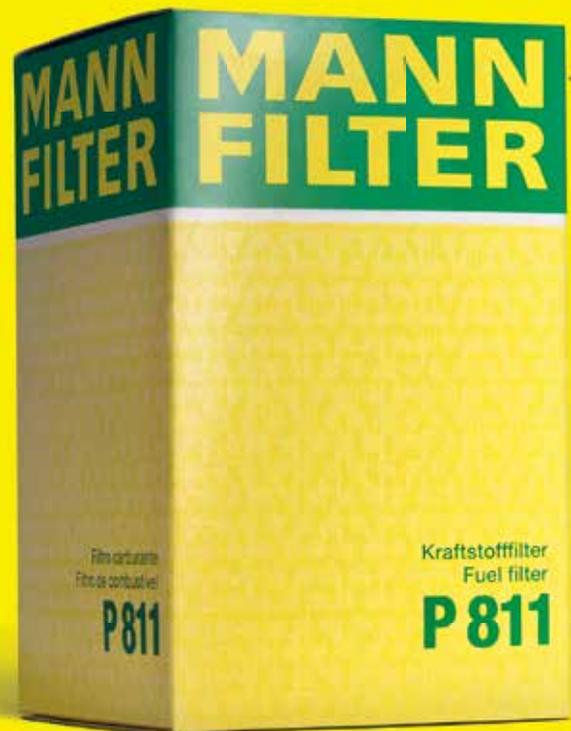
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# Added Layers, Improvements and Ideas

It is amazing how the transportation industry never stands still. In the past I reported about brands that are aiming to make incremental improvements to their business. However, I think even a pandemic did not slow down the fast-paced development that we are witnessing at the moment. There are so many exciting innovations out there that it is hard to keep track of what is going on. Maybe, that is also because I am also having an eye on the latest developments when it comes to hosting events and travelling.

My interview with Scania was a real eye-opener. The ideas behind the current megatrends have been discussed in great detail, however, very seldom do I get to get an insight into how it all fits together and how an airy concept can actually translate into actual products that address the needs of the market. In Thought Leaders you can learn about the ambitions that Scania has and how they are taking the idea of modular concepts to the next level, incorporating connectivity, e-mobility while putting autonomous vehicles on the road.

A little less science fiction is this issue's Cover Story as it gives you more than just a glimpse at a vehicle that is actually available. Or, it will be available here in Malaysia within a very

short period of time now. I know that some of our readers already had the pleasure to see the vehicle at the premiere in Spain. Over the past two years, some improvements have been made and I am sure that the vehicle is now even better equipped to handle your transportation needs. Me? I am waiting for a test-drive. Together with the good people at MAN Truck & Bus Malaysia we are already planning something. Please watch this magazine space!

After several decades in business, MANN+HUMMEL is also celebrating it big. In an exclusive Interview, I am exploring what makes the brand such an innovation leader that has managed to expand its reach across the globe. I remember having seen the brake dust filter at the 2018 IAA and we even wrote about it. In my view, this is one of these things that we did not ask for, but we actually need. It makes me very happy to know that companies are innovating to allow the industry to perform better while making it a healthier environment as well.

Keeping up with the market, I spoke to a number of business leaders that have not slowed down. Now truck brands, improved trailers, mobile applications and companies branching out to cover new business segments: the September / October issue of Asian Trucker has it all. While each of these stories may represent only a small incremental change, combined, they constitute a massive leap. I am a bit anxious as to what the remainder of the year has in store as I expect a number of brands to have readied themselves for more reveals, improvements and innovations to be offered. However, they may be lying in wait for the time when the current restrictions we are operating under will be lifted.

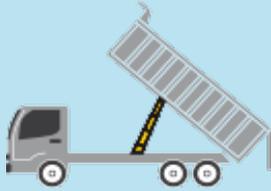
True to our commitment to providing quality content, I am also very pleased to announce that our very own, first coffee table book, "Iconic Trucks", is now available. Inspired by the work around trucks and the "Truck Feature", a regular column in the Asian Trucker magazine, this book is a collection of vehicles which are icons of the industry. Many of the vehicles featured are easily recognisable as they have been instrumental in building countries or even regions, others are built to fit a very specific purpose. This coffee table book is a must-have for any enthusiast. The high quality book features 230 photos showcasing 45 trucks in four different categories: historical trucks, modern vehicles, purpose build and future icons. Weighing in at 388 pages, this large format is an eye catcher that will liven up your lobby, office or bookshelf as a reference book or make the perfect corporate gift. Should you come by our office to collect a copy, I could also share a story or two about this project.

Lastly, allow me to point out that our exhibition has been set now for March 2022 and that we are going with the promotion of it. It is still the largest commercial vehicle exhibition in South East Asia and I would like to thank all our supporters that have trusted us thus far that the event will go ahead. Do join in, as I am sure that the footfall will be very good, seeing how people are hungry for events now after a two year break from them.

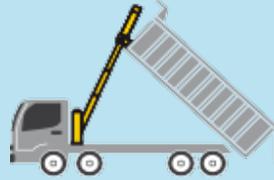
Drive safe, be safe,

Stefan Pertz  
Editor, Asian Trucker

## TIPPING SYSTEM



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TIPPING**



**FRONT-END  
TIPPING**

## CONTAINER HANDLING



**HOOKLOADER**



**SKIPLOADER**

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# Isuzu Stays on Top despite Pandemic

*Isuzu Malaysia's COO Shares about what it Takes to Stay No 1 in the Midst of a Pandemic.*



**T**he might of Isuzu Malaysia in being the No. 1 commercial vehicle (CV) brand in Malaysia is undeniably an impressive feat which can only be stewarded by the company's leadership strength, sound strategy and great execution. However, the on-going pandemic certainly posed some significant challenges which called for a new strategic route in order to remain resilient. Sharing his thoughts in this article on what were the challenges faced by Isuzu and how the company managed to stay on course and weather the storm is Atsunori Murata, who is the Chief Operating Officer of Commercial Vehicle Division for Isuzu Malaysia.

"First of all, I would like to say that Isuzu Malaysia is extremely delighted to be the top commercial vehicle brand in Malaysia. This achievement is possible as a result of several crucial factors that have helped us establish the Isuzu brand as a trusted name in transport solutions throughout our years of operation. One of the most important contributing factors is the extensive and strong dealership network that we have here. It is in fact the largest from a truck brand with 59 centers, located in all states and at strategic locations, to deliver quality products and services to all our customers," said Murata.

"The Covid 19 pandemic definitely brought about unprecedented challenges which had forced Isuzu Malaysia to swiftly adapt our strategies and continue to transform our operating environment. This is crucial because Malaysia has



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always been a very important market for Isuzu and it is within our goal to play a strong role in growing the logistics sector and the economy of the country.”

“With regard to our dealers, I am glad to note that they have been able to sustain a buoyant business despite the pandemic-laden market environment as Isuzu’s product range is the largest in the market currently. Isuzu offers many model options of commercial vehicles for all segments of light-duty, medium-duty and heavy-duty, which makes us capable in covering a broad spectrum of market needs.

Adding on to that, Murata also said that the close relationship between Isuzu Malaysia and all its dealer partners has been very beneficial as it has enabled Isuzu to capture the latest market information and requirements by region. “Our dealers have excellent rapport with the customers and they act as our ears and eyes on the ground. As a result, they are able to collect market intelligence which Isuzu Malaysia then channeled to Isuzu Motors Limited (IML) in Japan. With this crucial ‘on-the-ground’ market information, our sales and aftersales teams were also able to identify what are the gaps and work towards maintaining the strength of their respective operations for the benefit of our customers.

Murata also shared that Isuzu Malaysia, through the support of its dealers, keeps a monthly compilation of industry sales data by states, and which has been showing that Isuzu is ahead of its competitors in many states. “Information like this is crucial for us to better understand the supply and demand trend, manage the supply chain and determine how much we need to scale up on products and parts supply to meet current and future market demand.”

“The global pandemic and lockdowns have caused supply chain shortages like labor problems and scarcities of raw materials like steel and copper, impacting production in the trucking industries. Like any other company, Isuzu was not spared from those challenges but we were able to overcome our supply chain hiccups thanks to the strong relationship and well-coordinated efforts between Isuzu Motors Limited (IML) in Japan and our local assembling partner, Isuzu Hicom Malaysia (IHM).”

“With the support of IHM, we were able to develop solutions and diversity in raw material sourcing from multiple countries like Japan, locally in Malaysia and others. This has helped us avoid any major disruptions of our supply chain, ensuring continuous and sufficient supply of Isuzu products and superior quality control.”

He also added that with the proliferation of e-commerce fueled by millions of people who are now accustomed to online shopping, and having goods delivered to them, transportation services have become so crucial, where timing is everything. “Logistics and transportation providers do not have the luxury of waiting for their purchased vehicles to arrive months later, as their business operations hinge on prompt delivery especially so with many ongoing and time sensitive e-commerce campaigns these days. It is imperative that we have our Isuzu trucks and parts available and ready whenever our customers demand for them.”

On top of that, Murata said that Isuzu Malaysia had also been quick to respond towards digitalized communications strategy when the movement control order was first implemented early last year. The

pandemic had altered business interactions when social distancing and lockdowns were effected. Due to travel restrictions and inability to visit its network of dealerships, Isuzu’s senior management and sales teams took to digital channels such as Microsoft Teams and Google meetings to communicate with dealers, business partners such as body builders and transporters, and customers. The company’s Facebook page was also frequently updated with the latest updates to keep all the stakeholders informed.

Despite the fact that the pandemic had posed incomparable challenges, Murata said he is pleased to highlight that Isuzu Malaysia has been able to maintain its competitive edge over other competitor brands and is well-recognized as the brand that offers the widest range of commercial vehicles in the market.

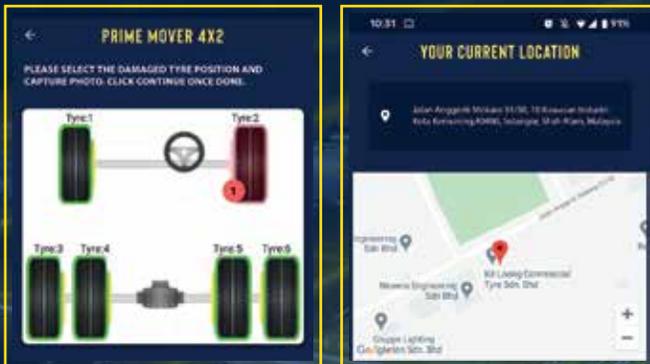
“Our aim is to continuously stay focused on growing the B2B market and retain our market leading position as the top commercial vehicle brand. We make it our commitment to continuously innovating on selectable truck models to suit the diverse market demands. On behalf of Isuzu Malaysia, I would like to extend our deep appreciation to IML and IHM for their great effort, relationship and efficient coordination which have been so vital in helping us stay on top of the market curve. We will continue to enhance our quality standards and product range and be pivotal in providing excellent truck ownership experience to all our customers,” Murata concluded. **F**



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Christopher Heine (CEO) and Jens Röttgering (Owner)

## Filters can do More than just Filter

Professional filtration provides for clean water and pure air, but the filtration specialist wants to do even more by making a social contribution. As a first milestone on the way to achieving climate neutrality at all of the Hengst Group's locations around the world, the headquarters in Münster will already implement this goal next year. Other locations will follow every year until 2030.

Filters and filter solutions are intrinsically important for sustainability. The importance of reliable filter systems for protecting people and the environment has become clear as a result of the pandemic. Intelligent filter technologies, however, are not only able to filter out hazardous substances. They also enable energy-efficient, and therefore increasingly CO<sub>2</sub>-reduced operation of machines and systems – from wind turbines to industrial plants.

### **“Our filters make the world a little bit cleaner”**

“We want to preserve our planet. Every filter manufactured and every filtration solution developed by Hengst makes our planet a little bit cleaner”, CEO Christopher Heine sums up the company's vision. For the father of three, mankind is at a crossroads. “That means that businesses also have to make their contribution. It's the only way to give future generations a chance to have a fair life”, says Heine.

And at Hengst, “How” is just as important. The Group is setting the first milestone at the company headquarters

in Germany, which produces more than 50 million filters every year. The ambitious goal is for Münster to become climate neutral in 2022. That is why only electric power from regenerative sources is used at the location. In addition, the roofs of the company buildings are being used to install a solar power system, which will further reduce the consumption of electric power. Additional optimization of resource-efficient processes and production technologies emphasizes the company's goal of eliminating unnecessary CO<sub>2</sub> emissions.

The remaining CO<sub>2</sub> according to Scope 1 and Scope 2 of the “Greenhouse Gas Protocol” will initially be compensated through selected and certified climate protection projects, and reduced to zero over the coming years. The process of CO<sub>2</sub> compensation, which is based on the “clean development mechanism” of the Kyoto Protocol, is an established process for management of greenhouse gases in the corporate environment.

Münster is only the first waypoint on the overall route. Every year, other Hengst locations will implement climate neutrality measures. And new locations will be climate neutral from the first day of operation. Because the intention of achieving total climate neutrality by 2030 is possible only if all locations around the globe make their contribution and live the Hengst vision: “Making our planet a purer place”.<sup>1</sup>

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# SSD Automobile Joins Daihatsu Malaysia Network



*The latest Daihatsu 3S dealership opens its doors in Balakong to further enhance the sales and service network of the brand.*

Currently executing their "Daihatsu Rationalisation Plan", Daihatsu Malaysia Sdn Bhd (DMSB) is putting measures in place to further strengthen their presence in the market. As one aspect of these ambition is the focus on strengthening the dealer network. To this extend, DMSB has appointed a new 3S Daihatsu outlet, operated by SSD Automobile Sdn Bhd.

This new outlet is offering more accessibility for local businesses, which are concentrated especially in the commercial areas and the high-density industrial hub of Balakong. Tapping into the potential of this district and its surrounding areas like Sungai Besi, Seri Kembangan, Cheras, Kajang and Bangi, SSD Automobile hopes to make a difference for the business and industrial community present in these areas.

"Our dealer expansion is in-line with Daihatsu Malaysia's direction in achieving higher sales target, increasing aftersales intakes, enhancing the Customer Satisfaction Index (CSI) and optimisation of market coverage for the coming years," said Arman Mahadi, Managing Director of Daihatsu Malaysia Sdn Bhd. Aside from the already widely available high quality product range offerings and reliable aftersales service, network development and dealer expansion play crucial roles as these touchpoints serve as the main contact for Daihatsu customers within a district.

Seeing increased demand for their vehicles, the enhancement of the dealer network is a vital step. The move to add a dealer in this strategic location is to facilitate greater customer experiences as demand for highly-dependable Daihatsu Gran Max continues to grow within the courier and logistics sectors. Mahadi added that "We are very excited about this and look forward to working with SSD Automobile. Following extensive evaluations based on their track record, we are happy to appoint them as they are a great fit for us and the local community."

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Included in the evaluation is the positioning of the 3S outlet in consideration of proximity to other dealers, the potential business opportunities and last but not least accessibility. Strategically located at No. 7, Jalan Taming Jaya, Taman Taming Jaya, 43300 Seri Kembangan, Selangor, this latest addition to the Daihatsu network is generously spaced with 20 000 square feet built-up area to offer the full range of sales and aftersales services for the Gran Max.

The facility is situated in prime area of Balakong and is easily accessible by main roads and major highways, making it an ideal location to have vehicles serviced. Convenience is a major concern for DMSB and management hopes that this will be reflected in choosing of this space.

Commenting on the appointment was SSD Automobile Sdn Bhd Director Mr Samson Chan, who stated that "The investment in this new outlet was approximately RM1 million to build up. It consists of six service bays and 15 units of hoists in the premise. We can also accommodate up to four display vehicles in a showroom." The premise also holds a washing bay, parts store room, utilities room and management office.

In addition, amenities such as a refreshment area, laptop charging ports and free Wi-Fi are available. A resting room is also available and provided for customers, specifically aimed at drivers' convenience and comfort. The capacity of the resting room is designed to accommodate up to seven persons; however only three persons are allowed during the MCO period with a 1-meter social distance practice.

As with any other Daihatsu 3S outlet, customers in surrounding areas have easy access to sales, service and spare parts being readily available all under one roof. Both parties give the assurance that all Daihatsu vehicles are taken care of by certified and highly trained technicians. Chan said that it is the total cost of ownership, in connection with the ease of servicing the Gran Max, that makes this particular vehicle so attractive for the users.

Not a new name in the industry, SSD Automobile Sdn. Bhd. is one of the major players in the commercial vehicle industry. Having experience in sales, service, spare parts, insurance claims, warranty parts, body repair and construction, wheelbase extension, body and paint, and inspection services, specialised for the commercial vehicle they bring a wealth of experience with them. Within

its group of companies, they also currently hold a dealership with Hino Malaysia at Seremban & Nilai, Negeri Sembilan.

Chan commented "Joining Daihatsu Malaysia represents a huge opportunity for us. We are proud to be part of the Daihatsu family, it has given us a platform to offer our customers great products and a superior ownership experience." **T**



### **Becoming A Daihatsu Dealer**

There are clear advantages of joining this network and the company is currently looking to add further pins in the map. Daihatsu Malaysia has sold 1 409 units in 2019 and astonishing 1 410 units in 2020. The company is poised to retain its first rank in the LCV segment nationwide and top customer brand preference for LCV model this year and upcoming years.

To-date, Daihatsu Malaysia has 22 sales and 28 service centre nationwide. The roadmap sees this to be expanded to 25 3S outlets by 2024. You could be a partner in this growth. If you would want to play a role in Daihatsu Malaysia's expanding dealership network, reach out to them to enquire more.

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# Trili Maju Thrilled with new Tool

*The addition of specialised equipment from Swedish Sideloader manufacturer has not only been a worthwhile investment, but also a giant step in terms of service level for this Penang-based intermodal logistics player.*

Maju is promoting Halal logistics, which comprises of warehousing, transportation, Halal containers and Halal shipment. To ensure compliant delivery over the years the company has added trucks and trailers to their assets. The latest addition to the inventory is a Hammar sideloader.



Considering the increased demand for transportation and the need to make Halal connectivity work seamlessly, a Sideloader was to be added to the stable of tools. Laden containers make up a big portion of the business handled by Trili Maju. Being heavy, these laden containers need to be moved by the right type of equipment. According to Lim, two factors were the main considerations: the fact that a sideloader is more flexible than a stacker or crane and the ability to operate in smaller yards. Internal assessment showed that many of Trili Maju's customers do not have yards big enough to safely operate cranes or stackers. "Besides, if you have to provide this type of equipment, it is just going to add a lot of cost, plus planning."

**A**s a business, the company is no stranger in the market. Trili Maju Sdn Bhd has been active since 2000 in Penang. Focused on refrigerated services, Trili Maju is an appointed international manufacturer warranty agent and handles import and export as frontliner in the port. Additionally, intermodal transport is a key-pillar of the business. Carving a niche, the operator is specialised in Halal logistics and containers. Talking about her experience using their first Hammar Sideloader is Ms Lim Hang Thing, Operation Manager.

"We are handling road and rail transport as well as depots. Being located close the border to Thailand, we are also managing cross-border transportation in both, road and rail," she further explained. Taking it all together, Trili

Even with a stacker or crane available, handling containers may not be as easy for customers than with the deployment of a HAMMAR Sideloader. From experience, Lim knows that her



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Concluding, Lim said that she hoped that the service her company provides is making a difference for those they service. “Maybe not many people have heard of us, but as a small player, we hope to be adding value with everything we do. As such, our hope is that the Sideloader will be one of the many things we do to achieve this goal.”

**The Hammar 195**

It is the most popular Sideloader model in the world. It’s designed with versatility in mind and is available with a lifting capacity of 25, 36 or 40 tonnes. It is the lightest Side loader in its class, with a tare weight starting at 8.0 tonnes with 20’-40’ capacity, three axles and 36 tonnes SWL. The support legs are extending and tilting, making their positioning very versatile. An excellent quality when you have a wide range of different operations.

The support legs operate from a high position relative to the chassis, meaning you can more easily place the support legs on top of a higher companion chassis or rail wagon for example. The Hammar 195 is an all-round model, excellent for both ground level lifts and transferring to/from another chassis. It is the best choice when you need high versatility and maximized payload on the road.

**Lifting from/to Ground**

The Hammar 195 Sideloader lifts containers to/from the ground with maximum safety and ease. A full handling cycle only takes three to four minutes. The versatile positioning of the support legs gives more options for handling containers where space is limited.

**Stacking Option**

The Hammar 195 can be equipped with 30 tonnes stacking capacity, enabling stacking of two containers. Two extra support legs are mounted on the non-lifting side for extra stability and safety.

customers are spread out across the northern part of the Peninsular. Asking them to come to a central depot to handle the containers may be a burden for them. Instead, sending the Sideloader to collect the container and then handling it is much more convenient, flexible and cost-effective. One of the biggest advantages that Lim sees is that the containers can be grounded and that the trailer, as an asset that has to generate income, can be assigned to another job while a customer loads or unloads the grounded container.

With the recent addition of two trucks, three trailers, and one Hammar Sideloader, the company may be described as a new-comer, but the response from the market has been encouraging Lim reveals. Having identified clients that do not have a lot of space, appreciate that Trili Maju takes away the burden of having to plan for the handling of the containers. Not depending on bookings to be made for material handling equipment also eases the burden on the consignees. Lim points out that the market in and around Penang is still hesitant to invest in a Sideloader that may be equivalent to four conventional trailers in terms of investment. Being a progressive player in the market, Trili Maju was even trusting enough to buy the Sideloader purely based on the pre-sales experience. Unlike a private car, one cannot try a Hammar for a while before signing up for one. “We felt very comfortable with the way Eugene Joon managed the entire process. We only met for the first time when the unit was delivered. There was a lot of trust as a result of his professional approach.”

“Admittedly, the investment in a Sideloader is significant. However, we pride ourselves in offering value added service. With this equipment, we are now able to offer better, enhanced services and that off-sets the considerations about the expenditure.” Lim knows that timely deliveries are crucial. If one is missing a shipment, then the delays of shipping a container can have serious implications for a customer. When using cranes or other equipment, there can be a higher risk of delays, thus impacting the shipper’s or receiver’s business. With the Hammar Sideloader, some of the risk related to delays is reduced as there are less steps and fewer players involved. It is the efficiency of using a Sideloader that has surprised Trili Maju, now that the equipment is in daily use. “We even have a customer that is now growing and breaking records, thanks to improved planning security and the quicker turnaround of containers!”

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# 70 Years of MANN-FILTER: Proud of Every Wrinkle

*The premium filtration brand celebrates its round birthday, looks back with pride on a successful history of development and sets the course for a promising future with great confidence.*

**H**ow it all began: Adolf Mann and Dr Erich Hummel established “Filterwerk Mann + Hummel” back in 1941 in Ludwigsburg as it was called back in the day. Today, eight decades later, MANN+HUMMEL has grown to become one of the world’s leading filtration experts, employing more than 21000 people at over 80 locations, with sales totaling 3.8 billion euros (in 2020). MANN-FILTER was there from the very beginning and is still part of the company today as a globally valued brand.

## Unusual Start

Adolf Mann and Dr Erich Hummel did not start the former company “Filterwerk Mann + Hummel” in a typical sense. Both held leading positions at a textile manufacturer based in Stuttgart southern Germany called Bleyle. The long-established company was in a twofold crisis in 1938: on the one hand, the renowned company was struggling with declining profitability and losses, and on the other hand, it came into conflict with the Nazis.

In this dramatic situation, the Bleyle family turned to long-time employees Adolf Mann and Dr Erich Hummel. The idea was for them to take over the management of the company as managing directors, in the interest of “preserving Bleyle’s legacy”.

Because Bleyle’s textile production was classified as “not important for the war effort”, parts of the workforce were repeatedly withdrawn - to the front or to armament factories. Through courageous decisions Adolf Mann and Dr Erich Hummel succeeded in completely transforming the former textile factory in 1940 into a filter manufacturer for the automotive industry. When the Stuttgart-based piston manufacturer Mahle offered them the chance to take over the production of engine filters shortly after the outbreak of the Second World War in 1941, they seized the opportunity - and laid the foundation stone for MANN+HUMMEL.

Adolf Mann and Dr Erich Hummel were both more or less “career changers” and got to know each other at the Stuttgart-based textile manufacturer Bleyle, where they both advanced to become managing directors over time. Adolf Mann came from a simple background and started his career as a mathematics teacher. After the First World War, Mann exchanged the “classroom for

the sewing machine". The Stuttgart-based textile entrepreneur Fritz Bleyle, with whom Adolf Mann had fought together in World War I, was looking for someone "who could do maths, who knew how to do balance sheets and whom he could trust blindly". All of this applied to Adolf Mann, and so he joined the family business in 1921 and quickly advanced in various functions.

Dr Erich Hummel also joined Bleyle rather by chance. Before he could study law, he had to complete a commercial apprenticeship and survive the First World War. Freshly graduated, he found no job with the state as a predicate lawyer and therefore decided to look for a job in the industry. He joined Bleyle as a company lawyer and met a colleague who had also left the civil service three years earlier and who soon was to become his co-founder: Adolf Mann.

### **MANN-FILTER: Then and now**

70 years ago, on August 16, 1951, MANN-FILTER was first registered as a trademark. What started as a small national brand in Ludwigsburg also gained international popularity starting in the 1960s. Today, the premium brand is an undisputed force in filtration technology for the automotive and industrial sectors worldwide. Their filters combine the entire know-how and experience of the MANN+HUMMEL Group in a comprehensive product portfolio – and in 100 percent OE quality for the aftermarket around the globe.



"We look back with pride on the very successful 70-year history of our premium brand, which we continue to write every day," affirms Cedric Dackam, Vice President Automotive Aftermarket Asia-Pacific, Middle East & Africa (AMEA) at MANN+HUMMEL. "We are taking the anniversary as an opportunity to thank our customers around the world – for their many years of loyalty and for good and successful collaboration. This development would not have been possible without our customers," adds Dackam.

As one of the few brands in the automotive aftermarket, MANN-FILTER has managed to become an icon with cult status over the years with its striking yellow-green color scheme. For a few years now, they've been enjoying the same success in motorsports as well. Here, it is the yellow-green mamba that is generating a lot of excitement among its growing fanbase.

### **Important Breakthrough Innovations**

The technical requirements placed on air, oil, fuel and cabin air filters have been increasing for several decades in every vehicle generation since the beginning of the automobile era. This trend has currently accelerated and applies in particular to the required filtration efficiencies.

It also has an impact on MANN+HUMMEL who produced its first filters in 1941 and had them constantly improved since then. Therefore, there is no single breakthrough which one could mention here but as a representative example one very important innovation which protects the drivers themselves stands out, and one that provides clean oil to the motor with a very user friendly service.

In the 1990s for the first time the protection of vehicle drivers was subject of discussion and MANN+HUMMEL's solution to the new requirements was a particulate cabin air filter which retains almost 100 percent of the incoming dust, soot, and pollen. It was continuously improved since then and put onto a new innovation level in 2014 with the biofunctional cabin air filter MANN-FILTER PreciousPlus.



For the protection of the engine itself, MANN-FILTER offers more than 6800 filters worldwide for all kinds of vehicles. One of those is a particularly service-friendly oil filter for which MANN+HUMMEL had been granted patents in several countries. What is special about this HU 1291/1 z oil filter is its bayonet connection and double-concentric sealing. The advanced and functional design of the filter element and housing cover makes an effortless, quick and clean service possible and is therefore a considerable relief for mechanics.

Currently, we are in the age of massive development of alternative drives. Further filter applications and types are emerging in this area. There is no end in sight to this development, since the functionality of highly developed electrical and mechatronic components can only be guaranteed by high purity classes of the fluids that come into contact with these components. Within the MANN+HUMMEL Group there are more than 1 200 researchers and developers and the company will continue to offer high-performance, precision-engineered filtration solutions from MANN-FILTER for the filters of tomorrow in the engines of today.

**Expansion Outside of Germany**

MANN+HUMMEL pursued a consistent export strategy and early internationalisation. By the end of 1956, MANN+HUMMEL already had representatives in Finland, Sweden, Norway, Denmark, Holland, Belgium, Luxembourg, France, Switzerland, Italy and Austria. Spare parts were also distributed in the former British Empire, the USA, Greece, Spain, Portugal and some Latin American countries.

The internationalization followed a clear strategy. In the wake of the automotive industry, MANN+HUMMEL sought to be close to its customers, who were becoming increasingly international. In addition to the sales agencies, the customers' demand for the proven quality of the products was initially met by granting licences - for example to Egypt, Chile, India, Yugoslavia, Mexico, South Africa, Hungary, Iran and Turkey.

Two licensees later became the first subsidiaries: The Argentinian TIDEM S.L.R. and the Brazilian Naumann Gepp were the first steps of the Ludwigsburg filter factory on its way to becoming a globally operating company.

**Steeped in Tradition**

The first MANN+HUMMEL location emerged from the former textile company Bleyle in Stuttgart. After the end of the second World War, production was successively expanded. In 1954, a second plant was set up in Ludwigsburg, as well as branch locations in Bössperde (1946) and Marklkofen (1962). Internationally, Brazil (1964) and Argentina (1971) were the first locations outside Germany.

MANN+HUMMEL's headquarters are still located in Ludwigsburg near Stuttgart. The new technology centre, which opened in 2016, reflects the company's commitment to this location. It is a clear commitment by the family-owned company to the Ludwigsburg site and plays a key role in maintaining and further expanding the company's innovation leadership in filtration technology. Meanwhile, Marklkofen is currently MANN+HUMMEL's biggest site with more than 2400 employees.

**Award-winning Worldwide**

MANN-FILTER is a big hit. This is certainly evident from the many awards received worldwide. The fact that customers independently choose their favorites further reinforces this. "Our numerous awards make clear how much our customers appreciate MANN-FILTER. We are very proud and happy about every single one, such as the "Best Brand" award from ETM Verlag in cooperation with the Automechanika trade show," says Dackam. "To receive this award for the tenth time in a row on our 70th anniversary is a great gift and a great honor. It motivates us to continue developing innovative products for vehicles and machines while offering comprehensive service packages."

**Reacting to Trends**

"Our top priority is to offer customers customised solutions. The central principles of MANN+HUMMEL's entrepreneurial activities have

always been, and still are, intensive research and development activities and close cooperation with customers from the very early stages of a new development," Dackam explains.

These two principles still contribute significantly to the success of the family business today and enable the company to closely accompany its customers in the transformation of mobility with customised filter solutions. That is why they have such a long-term business relationship with most of their customers. "They trust us because we are there when they need us."

### **Working with Customers**

Being at customers' service means not only working with them on forward-looking solutions and thus actively driving forward the transformation of mobility, but of course also being a reliable partner for existing mobility solutions.

While MANN+HUMMEL works together with its customers to improve the performance of the current portfolio, develop products for alternative engines and reduce particulate emissions, the company is also committed to serving original equipment and aftermarket customers with a wide range of existing filtration solutions.

### **Evolving Filtration**

Modern vehicle engines are very demanding. For long-term performance, reliable and high-quality filters are more important than ever. At earlier times of the automobile era, the protection of the motor was the main duty. Nowadays this has been extended by a protection of driver and occupants but also by the steadily growing importance of an environmental protection. MANN+HUMMEL as filtration expert with MANN-FILTER as its premium filtration brand in the independent aftermarket have the right products to all these demands.

Just to name a few examples: The high-efficient cabin air filter MANN-FILTER PreciousPlus provides clean air in the vehicle cabin and reliably filters harmful gases as well as particles such as fine dust. Its biofunctional coating binds allergens, filters virus aerosols and prevents the growth of bacteria and molds on the filter.

### **Holistic Approach**

When it comes to the protection of environment, the company provides solutions such as the innovative brake dust particle filter. In fact: every time you brake, you produce brake dust. A significant part of that dust consists of fine dust, which is harmful to the health and environment due to its small particle size. Thanks to its robust housing directly next to the brake caliper, the filter acts directly at the point of production to prevent the escape of fine dust into the environment, especially in city traffic requiring frequent braking. This is particularly important because braking in city traffic causes dust that is finer than exhaust gases.

MANN+HUMMEL already offers today many applications for vehicles without conventional combustion engines. One of these products for vehicles with electric drive is the transmission fluid filter for E-axes who ensures clean oil for lubrication and cooling of the gear wheels and other components within the transmission. A further important component for electric vehicles is the battery venting device, which MANN+HUMMEL already went into serial production with for purely electric as well as plug-in hybrid vehicles.

### **Decades of Knowledge**

MANN+HUMMEL transfers its decades of experience in filtration to the requirements of alternative drives. Regardless of which drive technology will prevail in the future, or whether there will be a future with different technologies on an equal footing: Filters will still be needed. In addition to

the complete range for combustion engines, numerous products for alternative drive technologies are already integrated in the portfolio. MANN-FILTER as a strong and competent filtration brand has the ambition to offer innovative products in 100 percent OE quality and a wide performance portfolio also in future both for combustion engines as well as for alternative drives.

### **Tailored to Technical Needs**

Generally, the use of high-quality filters is important everywhere and the answer to this question differs depending on the region. The technical performance of a filter is strongly tailored to different applications which can vary widely from region to region. MANN+HUMMEL responds to these various requirements by developing specific products. In order to find answers to questions of the future, to further improve products and ensure they meet the requirements of its customers, MANN+HUMMEL relies on its global research and development network.

### **Founders Spirit Living on**

With curiosity, true entrepreneurial spirit and courage, Adolf Mann and Dr Erich Hummel transformed a textile company into a world market leader in filtration during very difficult times. Still today, it is the courage and entrepreneurial spirit of every one of us that makes MANN+HUMMEL so successful. The company therefore relies on empowerment and deep trust to give its employees the freedom to develop entrepreneurially to preserve the spirit of the founders.

### **A glimpse into the future**

Dackam concludes by saying "Seven decades of successful brand history also means we bear a great responsibility for the future. And it goes without saying that we want to live up to this obligation. To meet the challenges ahead, we are developing the filters of tomorrow in the vehicles and machines of today. After all, we want to still make the same promise to our customers in the future: MANN-FILTER – Perfect parts. Perfect service." 



# Remote Working Around a Trailer Improves Safety



***Steelbro leads the Malaysian market with advanced options available for their Sidelifters. Working remote around a trailer may not be what most of us imagine these days.***

**S**teelbro have increased the range of remote options it is offering to customers in Malaysia. All options are cost effective and provide good functionality and control. The range includes a choice of cable remote or radio remote.

Richard Brown Steelbro Research and Development Manager says "The radio remote allows the operator a greater freedom of movement when operating the Sidelifter as they are not limited by the cable connection. The Sidelifter can also be started using the radio remote. This means the operator can easily operate the machine from any safe location. For example operating from the front of the Sidelifter is now possible rather than being tethered to the rear of the trailer with a cable remote. "

Radio remotes can either be supplied with new Sidelifter purchases or purchased separately to upgrade existing units. The operation of both the cable and radio remotes is similar, meaning no additional training is required when units are upgraded to the radio remote. The remote has two joystick controls, left and right allowing individual control of the left and right cranes respectively. The remote also allows the operator to select the mode required by utilising the dial to choose: traverse, to move cranes from 20' to 40' container position, stabiliser, to deploy stabilisers, or arms, to control cranes. An operator can also move between high and low speed from the remote. The functionality

the remote provides enables precise control over all activities making it simple and easy to operate the Sidelifter.

An additional safety feature incorporated into the remote is the emergency stop button. When activated this will shut down the engine and stop all operations. The joystick on the remote sends varying amounts of signal depending on how far the operator moves the joystick. This varying signal is sent to a hydraulic control valve which varies the amount of oil flow to the cylinders and therefore their speed. This allows the cranes to be moved slowly which reduces the amount the container swings. There is less chance of the container over-shooting and ending up in a dangerous position.

This way of operating a Sidelifter with safe and speedy precision was developed by the engineering team at Steelbro. They found a way of achieving smoother, more stable container loading and unloading that would give more refined speed control, allow for higher speeds, and reduce stress fatigue on the crane arms. This is known as 'Proportional Control'.

According to Brown, "Using 'Proportional Control', loading of a container onto a Sidelifter is possible in less than five minutes. The Steelbro design and Danfoss proportional controls built into



each system provide for smooth control of the container load at all times, ensuring maximum safety and product reliability. The Steelbro Sidelifter can be used to place a shipping container with precision anywhere a truck can access. Containers are handled with fine movements and with varying amounts of speed and can be positioned accurately, quickly, easily and safely, irrespective of weight."

The Steelbro SB450 used in Malaysia proportional control valves supplied by internationally recognised Danish engineering company, Danfoss. These proportional control valves are chosen for their superb handling characteristics, proven safety attributes and smooth proportional control. The Danfoss proportional control valves give the operator full proportional control of the machine and allows the operator to move their load quickly when required or very slowly to position the load precisely.

Brown comments "Other Sidelifters often use a push button system which can give a stop/start experience instead of the smooth operation that comes when using a joystick. This sends an on or off signal to the hydraulic valve. These 'full on' or 'full off' alternative solutions can provide jerky, erratic and uncontrolled movements. This can put undue strain on the equipment, can cause damage to the load and be an unsafe option. The container movement can be less predictable e.g. stopping suddenly causing the container to swing."

Another innovation coming out of the Steelbro design department is SMARTweight. This is an additional module that can be added to analogue controlled Sidelifters. Andy Ersalle, Steelbro Regional Manager SE. Asia said that this technology is being introduced into Malaysia as a response to customer requests.

SMARTweight is a new bolt on module for analogue control SB450 Sidelifters which provides the ability to weigh containers. The container weight is displayed on the built-in colour LCD screen and can be printed (printer optional extra). The weight is taken as part of a normal lift saving time and money as no additional equipment is needed.

Included in the product is the module, sensors, wiring kit and optional printer. The module can be ordered as an option for new units or as a kit to be retrofitted to an existing Sidelifter.

Providing customers with the latest design and technology options has been cited as one of the keys to Steelbro's success in the Malaysian market. 





# Your Best MAN is Coming to Malaysia



**T**he success story of MAN's Trucknology generation began in the year 2000. It stands for a time when the German brand developed solutions for customers hand in hand with customers. Constants were the uncompromising MAN reliability, the knowledge that is important for transport companies and a passion for trucks that again and again drive them to become even better. This is because the conditions on the roads are dynamic, and so too

are the needs of the people who cover many a kilometre on them every day. As MAN is committed exclusively to utility vehicles, they know the challenges that the ever increasing volumes of transport and traffic bring. And because of their love for technology, their R&D department is always working on new game-changing ideas. We take a very close look at their latest vehicle range, which is now being launched in Malaysia.

MAN Truck & Bus, after five years of intensive work and for the first time in 20 years, in 2020 has presented to the world in the Spanish port city of Bilbao a new generation of MAN trucks. The new generation is the result of a total of twelve million hours of passionate work by the 2 100 people directly involved in the project – and the pride of more than 36 000 dedicated MAN employees worldwide. From the beginning MAN has involved drivers and customers in the development of the new generation, so their requirements could be embedded in the new vehicle.

### **Transformational Trucks**

The new MAN truck generation represents the transformation of the entire company. The brand now moves towards being a company that is completely focused on the customer and their needs. The introduction of this newly developed truck generation was completely oriented towards the changing requirements of the transportation industry and sets new standards for – among other things – assistance systems, driver orientation and digital networking. The new truck generation thus represents the development of MAN Truck & Bus from vehicle manufacturer to a provider of intelligent and sustainable transport solutions.

### **First Looks**

Just a glance at the exterior of the new MAN Truck generation reveals its continued development in comparison with the TG. The proven features typical of MAN have been maintained and further developed using state-of-the-art technology. The typical design elements that distinguish the brand play a more striking role in all series, creating an incisive appearance that is as solid as it is dynamic. With all the familiarity though, the focus is clearly on improvements, for example to the aerodynamics and the field of vision.

Therefore, these trucks feature completely revamped cabs. The new MAN Truck Generation catches the eye straight away thanks to these new cabs. Tried and trusted cabs typical of MAN have taken a big step in further, all-round development, with customer and driver orientation as the central criteria. To accommodate the needs of the diverse users, the variety of cabs has been retained. For the new MAN Truck generation, MAN continues to offer the right cab for every deployment segment as well as for various special applications. New features inside and out further improve safety, optimise ergonomics, maximise comfort and in conjunction with an incisive style, deliver a well thought-out cab concept.





### Improved Details

A completely new developed truck brings with it a myriad of enhanced features. As there are too many, a focus on those that will make the biggest difference is all we can provide here. For instance, the main headlights are now a new, modular system. In doing so, it offers variants of the main headlight unit at different levels and enables all series to be equipped with state-of-the-art LED technology. The Xenon headlights, which were optional for the TG, are omitted completely and replaced by LED technology. It is now possible to change the main headlight lamps through the step unit. The previously complex procedure has been greatly simplified.

MAN prides itself in the driver-orientated cockpit design. The design of the cockpit divides it into two levels in order to ensure ergonomically ideal reach and reading distances. All the controls are optimally arranged within easy reach in the area immediately in front of the driver. The positions of the individual controls have been adapted and are now angled significantly more towards the driver than previously. All displays for the visual acquisition of information are arranged at a greater distance and thus also take age-related changes to vision into account.

*Advantage: this makes it easier for the eyes to accommodate the change from reading vision (cockpit) to distance vision (road). Controls that are needed while driving are in optimal reach of the driver in driving posture. Significant reduction in driver distraction.*

Customers benefit from vastly improved safety thanks to faster perception and minimised distraction from what is happening on the road. The new cab also offers enhanced convenience of operation and a modern display provides better legibility.

### On Display

All displays that are relevant while the vehicle is in motion have separate indicating and operating levels. A conscious decision was made not to employ touch operation. This means that operation takes place within the driver's reach and that it was possible to locate the displays at the optimal viewing distance. Here the advantage is excellent legibility of the displays with no negative effect from seat vibration during operation. This offers tactile feedback during operation. The overall effect is that there is reduced visual distraction and less refocussing effort, which in turn increases safety while the vehicle is in motion. With legibility

ensured, change of accommodation ability with age is compensated for and older drivers will find the vehicle easy to operate as well.

Instruments are placed into fully digital professional instrumentation with 12.3-inch colour display. The 12.3-inch TFT colour display provides the drivers with all the information they need to operate the vehicle, and does so in a clear and easy-to-understand manner. The centrally located, high-resolution and fully digital colour display is used, for instance, to show road speed and engine speed, messages and warnings, mileage, time, and ambient temperature. Control indicators such as temperature, oil, fuel and AdBlue fill level, and brake pressure can also be seen here.

*Intuitive operation and menu navigation with assistance functions displayed using three-dimensional graphics in a modern, high-quality look.*

### First Time in Trucks: MAN SmartSelect

With the MAN SmartSelect control unit, MAN has taken state-of-the-art technology from the passenger vehicle sector and developed it further for the commercial sector, and in so doing has created a unique selling point in terms of ease of operation.



adjustable between 20° (as with TG) and 55° (TG: 41°). This is achieved by using a pneumatic adjustment by means of a switch on the steering column. Also new is the park position - the steering wheel swivels completely forward with a vertical steering column (0 °) for maximum space between the seat edge and the steering wheel. This makes the truck an even more ergonomic driver's workplace as it further frees up space for more comfort when getting on, off and through the vehicle and when driving.

### **Feel-good Atmosphere in the Cab**

Numerous improvements ensure that the cab is always at a pleasant temperature for the driver and co-driver. The reduced heat input into the XXL cab is achieved as the windscreen has not been swept up as high and the side windows in the roof have been omitted. Comfortable climate through a more powerful heating and air-conditioning operation is another aspect of the newly developed interior. Drivers can enjoy further enhancement of the interior climate with the automatic regulation of recirculated air for rapid cooling while driving and energy saving in stationary operation. This makes the air-conditioning because highly effective as the air-conditioning system control unit is networked with the vehicle control units. The speed-dependent back pressure control for prevention of noise and continuously constant quantities of air provides quiet airflow. Meanwhile, automatic flap actuation and blower control are installed for the greatest possible comfort. Using the air-quality sensor, which detects pollutants in the ambient air and automatically switches over to recirculated air mode, fresher, cleaner air is piped into the cab.

It is the perfect answer to the demands of the new operating philosophy: a central control element for the media system. Located on the instrument panel with a connected wrist rest in front of the knob. The rest supports the user's hand and thus compensates for seat vibration and the vibration of the cab when the vehicle is in motion. The wrist rest can be folded upwards to save space when MAN SmartSelect is not needed. One will find two rotary rings of different sizes arranged on the same axis and a touchpad for operation. The surface has an illuminated corona for accurate contact in the dark. To further provide ease of use, the MAN SmartSelect navigation in the operating structure is shown in the secondary display.

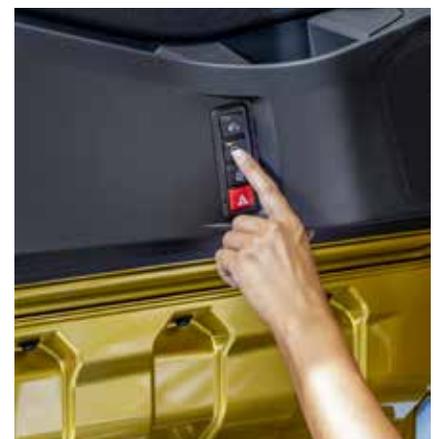
### **TipMatic on Stalk Switch**

Operation of the gearbox using the right stalk switch is also a complete new development. The console next to the driver's seat is thus omitted. For easy access, functions when all equipment is fitted is located on the drop arm. Using the stalk, drivers can select the gearbox operation modes and switch between automatic/manual. The mode selection ring (MODE) for selection of the driving program can also be found here as well as enabling and setting to maximum and disable the retarder. The defined haptic design supports avoiding incorrect operation to ensure operating safety due the good legibility of the lettering on the stalk switch and feedback on the instrumentation.

### **Button Panel in the Door**

The interior cladding of the driver's door can be fitted with an additional button panel. Four configurations can be ordered: amongst other things, these configurations are based on the vehicle's intended application, for instance distribution or long haul. In the standard variant, two of the buttons are assigned. Available functions can be assigned to the two free buttons in After Sales, upon request by the customer. Through this, sector-specific functions can also be conveniently operated from outside when the door is open. The button panel can be used to operate the following functions when the door is open: Hazard warning lights ON/OFF, close door windows/roof hatch, engine on/off, loading platform lighting on/off, PTO on/off, lock co-driver's door, release liftgate control, light test, spotlight, revolving beacons, main battery switch, independent heating on/off, and horn.

With its significantly extended adjustment range, the steering wheel offers drivers of different heights and statures an individual steering position suited to their physical characteristics. Steering wheel adjustment, with parking position is offering adjustable height of 110 mm (TG: 80 mm) and a driving angle continuously



**Cutting-edge Assistance Systems**

With innovative driver assistance systems, the new MAN Truck generation takes another step towards autonomous driving. In addition to systems that detect risks and warn the driver (turn-off and lane-change assistance), there are further supporting systems that actively influence the longitudinal and/or lateral control of the vehicle. New from MAN is a driver airbag. A high level of safety and accident prevention is achieved by means of either outputting warnings to the driver or automatically maintaining distance and/or keeping the vehicle in its lane. Safety systems installed are meant to relieve the driver and considerably enhance convenience in various traffic situations.

**Optimised Drivetrain**

Axles of the new truck models have been optimised for efficiency with a new ratio of  $i = 2.31$ . Long-haul transport vehicles with gross train weights of up to 44t are fitted with hypoid axles with final drives optimised for efficiency, in transmission ratios from 2.31 to 2.85. The new, particularly long axle ratio of  $i = 2.31$  lowers the engine speed on standard long-haul transport vehicles by around 100 min<sup>-1</sup> at the design speed, compared with the longest ratio axle available up to now ( $i = 2.53$ ). The lower design speed reduces fuel consumption. Through this, the greatest efficiency for lower fuel consumption is possible and it brings with it the additional reduction of emissions. This weight-optimised design is another advantage as it has a positive impact on the payload.

When the going gets tough, the clear choice is a vehicle with planetary hub reduction axles, ideal for their high efficiency and ground clearance. Standard equipment for all MAN planetary axles are differential locks. Two types of heavy duty suspensions are available: parabolic for high driving comfort when transporting loads or traveling empty and trapezoidal for extremely heavy-duty.

*A lightweight that packs a hefty punch: the hypoid HY-1350 drive axle combines utmost efficiency with low fuel consumption. So that everything runs as smooth as silk. MAN has additionally improved the oil supply system.*

**High Performers**

If you want to get to the top, you need drive and efficiently deployed strength. For the new MAN Truck Generation, MAN offers the MAN D26 and D20 engines for heavy-duty tasks as well as the D08 engine. Each one is a high performer and brings efficiency and trusted MAN reliability to make your new truck a strong and cost-transparent member of your business for a long time to come the MAN. In particular, thanks to SCR and optimised thermal management, all the MAN engines are ideally prepared for complying with the emission limits. The performance update for the MAN D26 focused primarily on a reoriented combustion concept as well as reducing engine power loss. Here, enhancing motor efficiency was the top priority. With the new trucks, MAN proves you can in fact have it both ways. But, at the end of the day, what really counts is how much can be transported from A to B. So that you can get the most out of our high-performance engines at all times, we also have a variety of digital tools ready and waiting.

With the MAN D26, the motto was "We can do better." Its continuous low consumption notwithstanding, performance aims to drive your business forward. On-engine measures include their common rail injection system and optimised thermal management. MAN's comprehensive solution equips the trucks for future driving. The MAN D08, too, has been upgraded in terms of thermal management and thanks to its SCR is ideally prepared for the future even without EGR. As a lightweight with a high load capacity, it's a particular favourite for distribution transport.

**Make it Simply Your Truck**

The claim of the new MAN truck generation of "Simply my Truck" is not just a slogan, but a significant foundation for development – to find out how the ideal work place and living space in a truck should be designed first hand, the MAN



developers presented over 700 drivers (including during visits to truck stops and service stations) with different prototype solutions. The feedback from the professionals and their personal wishes went directly into the new series.

Additionally, MAN invited 300 national and international customers from a total of 16 countries to Munich, in order to define the most important requirements for a new vehicle with them in workshops. The developers compared this diverse input with the feedback from the driver interviews, and implemented the resulting core ideas into the numerous innovative features of the new MAN truck generation.

At the same time, MAN is continuously developing the performance of its Sales and After Sales areas further. Based on over 50,000 personal customer surveys a year, new services and products were created which help the customer to optimally utilise their new MAN TGX, TGS, TGM or TGL.

Alongside production, MAN also restructured its offer process with the launch of the new truck generation. At the centre of this is a fundamental change in method in product logic which manifests itself in new configuration processes and tools. When creating the offer, the core thought here is to place the individual transport task of the customer at the forefront. This results in a portfolio which is more closely aligned with the market



and customers, with a completely integrated range of trucks, After Sales services, finance and digital services. The configuration and offer process is thereby not just much faster, but also provides a high level of flexibility when putting together the perfect tool for the customer's transport task.

### **MAN EcoStyle**

You can get the best out of your MAN vehicles with a world-class telematics solution. Gone are the days when trying to decipher fleet management performance data meant sifting through endless rows and columns of data. Today, thanks to MAN's unique EcoStyle Safe and Economic driver performance reports, clear, meaningful and graphical information is instantly available at an operator's fingertips.

EcoStyle Performance Reports offer a simple, colour coded view of vehicle performance, to help operators gain a clear assessment of their drivers' driving performance – both individually and collectively. It also enables tracking of the fleet to reassure on the security of the vehicles and analysis to boost utilisation to maximum and service to customers to optimum levels. EcoStyle drives increased return on the investment in a truck from MAN, by reducing operating costs, improving safety standards and allowing you to run an efficient and effective operation. Understand the location of all of your vehicles and well as how well they are being driven. 

### **Add-On Services**

A number of additional service are offered by MAN. Here are some that could be especially useful:

#### **MAN Extended Warranty**

With an extended warranty, your vehicles are protected against unpredictable repair costs and in-turn boosting efficiency and the resale value of your truck. And all this comes with attractive terms and no unpleasant surprises. Your local Service partner will know about extending the warranty for your vehicle.

#### **MAN ServiceContract**

In the transport sector, risks include unexpected repair costs or vehicle breakdowns. This package protects operators from these risks and from cost uncertainties by offering a range of services that integrate all service and inspection work and can be expanded to suit individual needs. MAN ServiceContracts also lighten workloads in regard to administration, allowing transporters to focus more on their core business, and meaning one no longer has to worry about fluctuating maintenance and service costs.

#### **MAN ProfiDrive**

The focus of companies, fleet operators, fleet managers and drivers in their daily working environment is increasingly on competitiveness, economic efficiency and safety. Attention is no longer concentrated exclusively on the new technical features of a vehicle. Instead, driver training is seen as a decisive measure for cost reduction. MAN ProfiDrive offers a comprehensive range of training courses on topics relating to driving behaviour, driving safety and economical driving for truck and bus drivers. The range of courses on offer includes both advanced theoretical training as well as professional, practically orientated training, to make the daily job of the driver even safer and more economical.

ASIAN TRUCKER DRIVERS CLUB

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# Mario is your Brother when your Vehicle Breaks Down



**AT:** Please tell us a bit about yourself.

**MMY:** I am Mahathir bin Md Yusop. Most people call me Mario though. I am 28 years old, married, and live in Batu 12 Kapar, Klang.

**AT:** How would you describe your job? What is it you do?

**MMY:** I provide towing services in Klang Valley. I handle the safe removal of cars involved in a vehicle breakdown. Also, I offer car carrier services to transport new cars as well as maintenance in North Port. Before this, I have been a driver for heavy trucks and trailers for five years. The towing business is new for me and I have only been doing this for a year now.

**AT:** What type of truck do you drive? Any special features?

**MMY:** Some people call this truck a supercar carrier (fully loaded). It is a UD and this truck features a platform to carry any vehicle.

**AT:** Where do you operate? Which places do you go?

**MMY:** I typically work within the Klang valley, with main focus on Shah Alam and Klang areas.

**AT:** There must be a lot to do now. How do you manage your time? How do you cope with the stress?

**MMY:** Luckily, I work flexible times, being on standby 24/7. I try to always be positive and be prepared to handle the job. I aim to deliver the best I can.

**AT:** What do you do on the weekends?

**MMY:** If there are no scheduled jobs during the weekend, I will spend time with my family.

**AT:** How do people treat you when you come out to tow their vehicles?

**MMY:** So far, I have met a lot of nice people during my work time. I guess I must be lucky about this as usually, a breakdown is a stressful time for people.

**AT:** How have things changed during the Pandemic?

**MMY:** Before the pandemic, I receive more jobs compare to now. During the pandemic, the government was a bit strict, so I only manage to get jobs with related to maintenance and logistics.

**AT:** Where do you usually eat? Any recommendations for take-out food?

**MMY:** I usually stop by my friend's food truck in the Klang area to support his business and to get a chance to chat.

**AT:** Do you work alone? Is that boring?

**MMY:** I actually prefer to work alone. It is easier to manage things and you know what to do. It doesn't mean I don't like to work with people it is just I love to work in peace and at my own pace.

**AT:** What do you like the most about your work?

**MMY:** I always get to meet new people, experience new things. The exciting thing is that I always get new kinds of jobs that I was not involved in before. For instance, I got the chance to get busy with maintaining highways, along the Plus highway (Setia Alam and Grand Sepadu).

**AT:** What do you NOT like about your work?

**MMY:** There are a few things to mention. Some people promise the job and when I arrive they verbally cancel it. Others do not pay my



service. Besides that, giving the wrong route for me to do the job wastes my time and fuel.

**AT:** What would be your dream holiday destination?

**MMY:** I wish if I got time I want to bring my family for a holiday to Pulau Redang, Terengganu.

**AT:** How do you ensure safety?

**MMY:** There are a few important things to adhere to. One must always use the safety traffic cones your truck has to be kept in a good condition all the time. I lock the vehicle wherever I stop, and finally, the most important thing is good health and ensuring that one gets enough rest.

**AT:** What is your most memorable event as a tow truck driver?

**MMY:** Meeting new people, and making friends is one of the best memories. Besides that, I felt happy and excited that I get a chance to see the expensive vehicles when I do delivery. Sometimes, I move sports cars like a Mustang, McLaren, and many more. **F**



## How to Build an Ambulance

*Ambulances come in many shapes and forms. Called “The Kings of the Road”, they are highly specialised and packed with specialist equipment. Here we find out what it takes to build them.*

**B**eing special purpose vehicles, one would want to have an expert to design and build them. We turned to one of the local body builders that has carved a reputation for themselves to be a leader in this segment. Continental Top Products & Engineering Sdn Bhd has been supplying ambulances for more than 30 years now, drawing on the expertise of Dato’ Dr Yen Yuen Choy. Sharing with us, he is giving us the ins and outs of how to build an ambulance.

Yen started building ambulances in 1988. “I remember vividly how we started with the request from Dr Chong of the Red Cross to build ambulances following the design by Toyota.” At the time, Toyota was a major supplier of ambulances to the red cross, with designs mandated by the UNESCO. Having studied the design of the Toyotas, in 1990, the first ambulance was put together for Malaysia’s Ministry of Health, opting for Nissan and Mercedes vans. Today, Continental Top Products and Engineering supplies mainly to private hospitals as well as to the Ministry of Health (MoH). Among the total product portfolio, ambulances make up about 40 percent, while the company also offers specialised vehicles such as food trucks, mobile operation theatres and mobile eye clinics.

When the company started, ambulances looked very different from the ones we see today. Back then, there was just a normal stretcher or seat inside. However, not satisfied with the simplicity of the vehicle, Yen went to the UK to study the design of the commonplace versions in Europe. An immediate introduction of the Genesis stretchers followed upon his return. This system, which is industry leading, offers many advantages, for example space savings so that two patients could be moved in one ambulance. One thing that Yen learned early on was that it is panel vans are better suited than passenger vans. “Too many adjustments needed!”

Over time, what Yen has observed is that localisation has taken hold. During the time of his visits to the UK, most ambulances around the world would be produced there and exported. Nowadays, high percentages of local content can be found in the ambulances of many countries. Stretchers are now also locally sourced as their standard have improved over time. The only item that is still difficult to source are



the lightbars as these are sophisticated and easier to use as ready-made imports from the UK. Another major change in ambulance design is the use of plastics. Yen explained that 20 years ago, a lot of fibre glass was used; this has been replaced with ABS. ABS has a low melting point, which enables its easy use in the injection moulding process and 3D printing. It also has high tensile strength and is very resistant to physical impacts and chemical corrosion, which allow the finished plastic to withstand heavy use and adverse environmental conditions.

Opting now for vans provided by CAM, one of the latest units delivered was for the Hospital Port Dickson. “What is remarkable about the latest batch of ambulances we have produced is that they are kept simple as they are needed urgently. The pandemic has brought with it an increased demand for ambulances, which may not need



The team onboard an ambulance typically comprises of a driver and a nurse, jobs that are not interchanged in Malaysia. An issue that Yen points out is the fact that ambulance drivers in Malaysia do not require any training specifically to manage this kind of vehicles. "When you see ambulances, they are the king of the road. They don't have to follow most of the rules as they are exempted. They can exceed speed limits for example." This however, as Yen points out, requires special skills. Braking, overtaking and high speed as well as being defensive while having all the exemptions is something that he wishes our local drivers would be trained in, like their colleagues from the UK. Just going fast is not good enough!

When constructing an ambulance, Continental Top Products & Engineering stresses the importance of high quality components. Hinges for the built-in cabinets, as just one example, are high-quality components imported from Germany, easily outlasting the ambulance itself. Service and maintenance is important and here the company relies on CAM chassis. Matching the five year warranty from the OEM, ambulances are covered for the same duration. "As such, users need to worry only about the regular service."

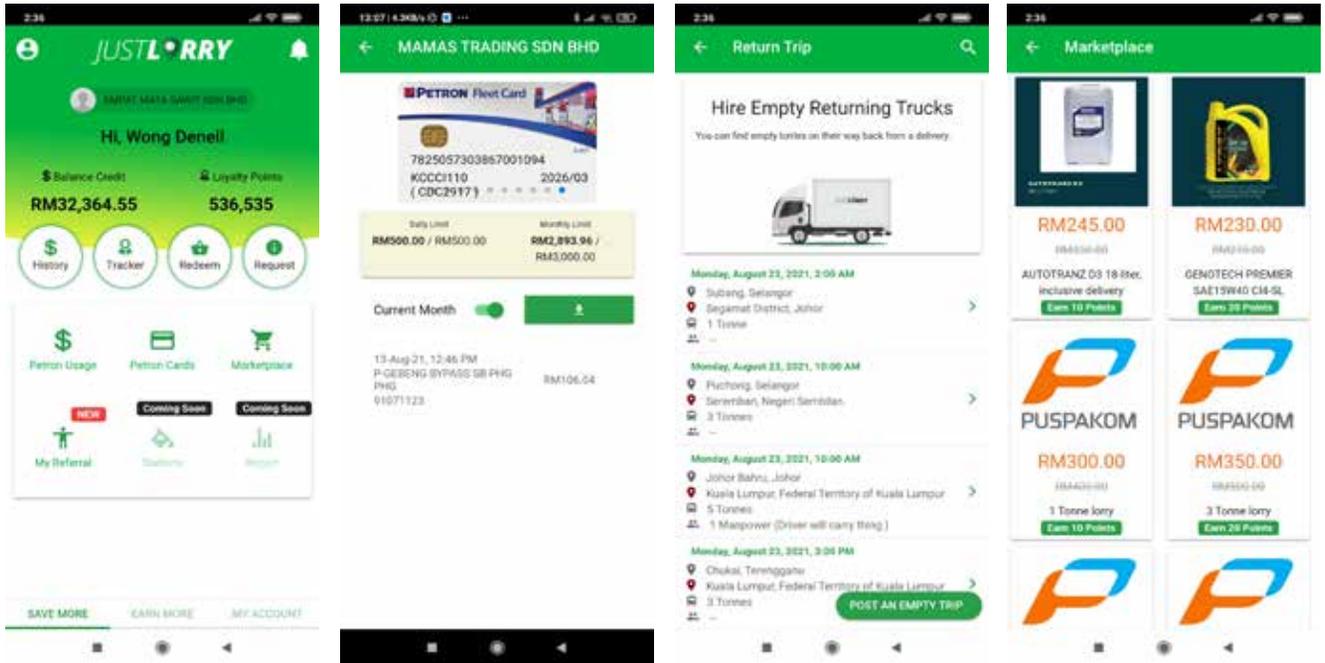
In terms of performance, a typical ambulance as build by Continental Top Products & Engineering would see the CAM van with a 3.0 litre engine to provide ample power. Stopping power is crucial to come to a halt from a high speed upon arrival at the scene. The CAM Ambulance featured is a Malaysia Ambulance project; it is specifically built to conquer all road and harsh driving conditions. It is an ergonomic design built by this particular ambulance builder, seeing expert knowledge being injected, to provide 24/7 medical emergency responses inside the vehicle before arriving Hospital. Warranty coverage for chassis and vehicle is a confident five years and the body work is one year. Yen admits that fuel consumption may not be a concern for hospitals. The cost of fuel is not a factor when considering that a life is at stake when such vehicles are deployed. **F**

to have all the equipment right away, although complying with all applicable regulations," Yen said. When it comes to selecting a supplier for an ambulance, private hospitals would look for special design. All ambulances under the purvey of MoH are built to the same specifications.

One application commonly found in ambulances used by private hospitals is the HVAC System, where the abbreviation stands for Heating Ventilation and Air Conditioning. Such system will be required during the rainy season in order to maintain consistent temperatures. In addition to the basics, auxiliary heating, ventilation and air conditioning units can save fuel, reduce emissions and maintain an ambient temperature in the ambulance cab and compartment. Beyond that, any fibreglass or ABS used has to be fire-retardant, floors anti-slip and easy to wash and chemical free. In the case of the CAM vans supplied, the added advantage are sliding doors. Oxygen tanks and other equipment can easily be serviced, refilled or replaced as these crucial items are installed near the doors.

Recently, Continental Top Products & Engineering has opted for CAM window vans as the basis for the conversion into ambulances. "There are two reasons for this: one is this particular model is wider and secondly, it is longer." As a result, the body builder is able to pack more life-saving equipment into the vehicle. Also, CAM vans are locally assembled, which means that spare parts are easily available, even in rural areas. Building an ambulance takes about three weeks before the vehicle is released to the client. In the case of ambulances supplied to MoH, an extra test by JKR is required. According to Yen, this market might be niche, but it is significant as MoH alone has requested 490 units for 2021.

Ambulances are under a lot of stress as they operate 24/7. Hence, the average life-span of such a vehicle is five years. As an asset, an ambulance is also a significant investment. With the basic investment in the van weighing in at about RM 75 000, the completed unit can cost up to a quarter million Ringgit. Items like defibrillators can cost up to Rm 80 000 alone. With all the possible items on board, such units are considered as Class A rated. With an order of 500 units and several other large orders from MoH, Yen is confident to say that the company has produced at least 1 000 ambulances for the local market.



# JustLorry: Your Resource Allocator



*The sign to announce trucks for rent stapled to a tree might have been the predecessor, however, this App gives you more than a gateway into smart resource planning.*

Managing a fleet of trucks is not an easy task. Thanks to modern-day applications, it is made easier. Much easier. And with the addition of some smart functionality usually comes increased revenue and profit. Named “JustLorry”, this app has evolved over the past six years and is now poised to give operators a full suite of clever ways to improve their business. Whether you need a lorry or have excess capacity, you can use the app to match up with those that seek what you offer. We spoke to the founders about the origins, troubles and rewards of running this tool.

The two founders currently managing the tool admit that it has been a tough journey. Neither of them had any background in logistics. Denell Wong, CEO, entered this arena with a background in IT while Vincent Eik looks back at a career in property and media sales. “In order to get things off the ground, we roped in another partner that knew how the word of transportation is ticking. He has since exited the business, but thanks to him, we have learned all we needed to know in order to make this a successful system,” Wong said. To learn the ropes, JustLorry initially focused on home relocations.

However, as they quickly discovered, relocations are tough jobs: labour intensive and very little repeat business make it tough to sustain in this sphere. The one thing the team learned from here though proved to be valuable in creating the next evolution of the app: handling of bulky items. In 2017, a year after inception, the brand re-oriented itself to be a B2B service provider. Eik explained that “There is much less competition as everyone is rushing into the distribution of items people buy for personal consumption.”

By 2018, JustLorry was recognised as a MSC company, one of only 3 000 such players still in existence today. By then, a total of 1 500 transport companies had joined, giving users access to a total of 5 000 trucks to perform all sorts of jobs. “We apply a stringent vetting process whereby we need to see company documentation and proof that the vehicles are legitimate. This is to protect the users from abuse,” we heard from Wong. The service that has been added and should be highlighted



Denell Wong (CEO)

is the offer to manage white goods. Unlike many other products, these can not just be left at the door step of the buyer and they require special handling. This expertise derived from the initial offering of home relocations. Nowadays, JustLorry offers a lot more. Trucks that can be booked via the platform include vehicles of all sorts of sizes and applications. Logistics service now breaks down into four distinct segments, being JustGo (on demand), JustMove (relocation), distribution and cold chain.

The duo did not stop there though. Vertical market logistics solutions include warehousing. Having streamlined the system, Wong also pointed out that by using the app, transporters and clients can increase their efficiency. Instead of having to go through tedious requests

when trying to find out what the status of a delivery might be, everything is now at the fingertips of the client and transporter. "Instead of having to call around and waiting for some operations manager to return a call, one now has everything within easy reach." Wong further highlighted that the system combines all the benefits of other systems without the drawbacks of them. For example, transport management software may be no use when trying to increase revenue.

Another insight that was gained is that transporting goods takes two distinct groups of people. It is the fleet owner and the driver that make things work. Hence, the system offers an app specifically designed for either group of people, based on the way they use JustLorry. For instance, a fleet owner may want to maximise the use of a trucks and accept a job posted on the portal. S/he would then send the job over to the driver for execution.

The latest addition to the suite of offerings is a loyalty program. The purchases of tyres, fuels and service performed all result in pay-outs, surely a welcome feature for the users. Not stopping there, JustLorry continues to improve. Wong and Eik shared that

more features and support will be available soon. Driver training is one of the many additions that users will be able to tap into. "What we found is that the way drivers manage the vehicles has a huge impact. Among our clients we have a lot of farmers from Cameron Highlands. The fresh produce should obviously be handled carefully."

Eik also hinted at the additional functionality that the system will be soon seeing to be integrated. Fleet management, driver management and comprehensive insurance for goods in transit are slated to be offered next. With these bolt-ons, fleet managers can easily manage their vehicles as JustLorry will remind them about upcoming inspections, renewal dates for insurance and tax and other crucial information. Wong joked that soon the common whiteboard will no longer be seen in the offices of transporters. As some transport jobs are one-offs, the insurance offered will be trip-specific, thus reducing the cost for the client to move goods when the need for additional resources arises.

JustLorry generates its own income from commissions levied onto the jobs that have been matched up. Wong and Eik are confident that their rates are



Vincent Eik (Sales & Marketing Director)

rather modest though, as it is their aim to help as many transporters as possible, and cost is of course one consideration. Acknowledging that the industry could also use chats, like WhatsApp, they immediately point out that there is a major drawback when you have a few hundred people in a group that shares information about jobs that could be up for grabs "By the time everyone is done saying hello, the jobs might have been long forgotten." Recognising that the issues JustLorry tackles are identical in other countries, it can not be excluded that the ambition is to internationalise and expand soon. **F**

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# What is NXT for Scania?

*While the NXT and AXL may be concept studies at this point only, they show the way that Scania is going to take in the coming years in order to address the modern needs of the transportation industry.*

This article may be a bit different from our normal reporting as it covers both, bus and truck related thoughts. It is deliberately so as there are many parallels that can be drawn between the two segments, with cause and effect crossing the boundaries of the purpose of the respective vehicle type. The idea of a connected vehicle, which is what we are seeing more and more happening, is already transcending not only the vehicle type, but also brands. Eventually, every vehicle will be talking to everything else on the road, and it simply has to do so.

## Dawn of New Vehicles

When debuting, Scania's AXL made (truck) heads turn. Addressing the need of a very specific market segment, the concept showed how a truck can still look like a truck, but incorporate the latest technology that allows the vehicle to operate without a driver on board. In the slipstream of the AXL followed the NXT, Scania's vision of what the future for transport in cities could be. It is a self-driving electric vehicle that can change shape from a bus to a distribution truck to a refuse collector. The NXT has been designed as a prototype for testing and evaluation, but also to exhibit to get feedback on the concept. But what would this new creature look like? Many of the features have been designed with the future always-online generation in mind. Their lives will be closely intertwined with technology, and we think this concept vehicle will appeal to them. James Cooper, XYZ, Scania Sweden, Title here, heaps up the information on how these two vehicles are the precursors of what we can expect from Scania in the future.

These two vehicles are the result of Scania looking at the levels of autonomous driving, going from 1 to 5 and deciding that level 3 is best to be skipped. Cooper explained that this particular level creates too much of a challenge, so that it is better to go straight to the next one up. Level 3 autonomous driving describes a situation whereby the vehicle drives itself, however a person is still sitting in a cab to get involved if needed. "We don't want to make a distinction between level 4 or 5 as we focus on developing autonomous vehicles. To do

so, we can already draw on data and insights we have gathered from the driver assist functions that are currently available", Cooper said. Tasked with the development of such vehicles, several hundred team members of Scania are concerned with issues around making this ambition a reality.

## Lighthouse Projects

Within the environment of this "thinktank-like" department, members of Scania from all departments contribute with their thoughts on how a truck could look like and function in the future. The idea is that there are no restrictions. Addressing the idea of "Urban Transport", the NXT finds answers as to how this could look like, while the AXL is to be a more traditional approach, just without a cab. Another leap for the NXT is the fact that the modular system can satisfy the needs of both, goods and passenger transport.

Scania's NXT is not only addressing the need for driverless vehicles, but takes it a step further by being modular. Literature published sees

an initial three broad applications, however, more possibilities are certainly on the cards. Internally called “Lighthouse projects”, the two concepts we are discussing are culminations of inputs from all corners of the business in order to provide an indication of where the development is heading. According to Cooper, this is vital in both, internal and external communications. “The challenges to initiate change are tremendous. Think about the individual teams, for instance the one dealing with gearboxes or the engine. How do we manage to solidify and focus them all in their effort to work towards a different way of thinking?”

Traditionally, all platforms have been built around the positions of the driver and the internal combustion engine. Both NXT and AXL incorporate two megatrends, e-mobility and autonomous driving, and are thus pushing the envelope when it comes to what the platform will actually be. Cooper puts in a very simplistic way by saying that a future platform will be a skateboard with a camera in the front. Once there is no more need to have fixed positions for a cab and engine, anything can be put on top of the “skateboard”. With these constraints being removed, the modular system, which Scania is already known for from the New Truck Generation, opens up the possibilities for new thinking.

### **Systems Thinking**

One cannot fail to notice that the AXL looks more than a traditional truck. This can be traced back to the design brief and the fact that a tipper truck is largely defined by the function of having to have a bucket. In this case, the cab being omitted still results in a vehicle that very much looks and feels like a Scania. The design of NXT on the other hand is very much governed by the infrastructure that is present in cities. “Sure, you can have maglev systems, but these need to be built into cities to make this work. If a vehicle is too long, it may not be able to turn corners in narrow streets.” For passenger transport, the need for a driver is a determining factor. As a major cost factor, salaries for drivers determine the size of the vehicle as the bus will have to be accommodating as many passengers as possible in order to be economical. Once the driver is taken out of the equation, the consideration can be about putting more, smaller vehicles on the road that can be deployed along more flexible routes.

Similarly, the same concept applies to trucks. With the driver being the biggest cost factor, everything is designed around that person. Once the truck is taken out, the size of the truck, the warehouse and the routing can be re-designed. Smaller trucks can do more trips, be more flexible and offer reduced costs as they are becoming more efficient. For example, the unstuffing and re-loading of big trucks has an impact on the layout of a warehouse. “Remember, the optimal batch size is one.” And again, this same idea applies to buses where we are currently making compromises when we share the route with others that are going in the same direction, but not to the same destination. For public transport, the implication is that the hub and spoke system can become much finer and better defined. Eventually, the batching is crucial in order to not over-specify the system, being it trucks or buses.

Known for vehicles on the larger end of the spectrum, the findings of these projects may very well point at the scenario where robot taxis are the end-result of the thinking. However, Scania can be expected to stay true to their ethos by providing transport solutions for bigger batch sizes. Cooper admits that there might be a need for smaller vehicles, but also pointed out that many cities are still growing and that will need transport solutions along main arteries, being it goods or people. What Scania is to focus on are transport solutions that are based on the need to connect fixed points and to service these points frequently, rather than offering vehicles that will be deployed to offer always changing routes. Bulk delivery will still be the heart of the matter, rather than last mile transportation.



**Coexistence and Safety**

With the anticipated growth in transportation needs comes also an increased need for people that handle the vehicles. Admittedly, there is a certain degree of romanticising around the commercial vehicle industry. However, the reality is a harsh one: drivers are away from home for days on end, there are not enough or well-equipped rest stops for them and ultimately, it is a very demanding job to be driving a commercial vehicle. Although the interior of a cab is very comfortable these days, it cannot substitute the comfort of a home. It is also not uncommon nowadays to see petrol stations along European or US highways to be short on fuels as there are not enough truckers to ensure sufficient supply. With autonomous vehicles, the global driver shortage may not be an issue anymore as control centres, manned with pilots, will ensure that the vehicles are programmed according to their missions.

Drivers don't have to be afraid that these vehicles will take away their jobs. The focus for autonomous vehicles is the short, repetitive distance in confined areas and controlled environments or the hub-to-hub transport which is highly monotonous and does not require real driving skills. However, this also presents a moral dilemma for Scania. Valuing drivers and wanting to empower them, the company cannot be responsible for jobs being destroyed. As Cooper explains, "These are niche applications that we are targeting and we can expect it to take decades before autonomous vehicles will become real mainstream products. In the meantime, the applications that we are developing are to address specific needs where the use of a driverless vehicle would improve safety in a big way." In other words, for now, autonomous vehicles are still a long way off from replacing drivers.

A vehicle design that does not need a driver has a different set of issues though. For instance, in case of an accident, the question of guilt needs to be answered. A favourite philosophical question is the trolley problem. Where this is leading to is that the vehicle would have to make a programmed decision to opt for one of two negative outcomes. However, at the moment, this is science fiction. For now, the vehicle would have a predefined trajectory, constantly monitoring and evaluating risks. When the vehicle "sees" another participant in traffic, the algorithm is evaluating the risk that this object may enter the trajectory. At a certain level of risk, a autonomous vehicle would react by keeping a safe distance. For now, the default reaction would be to simply stop. "If we are providing the hardware, software and training, who else would be responsible than us as the OEM?" Cooper asked, answering the question of who will be ultimately responsible for the vehicles.

**Re-Engineering it All**

Drawing a parallel to air-travel, one can see how rapidly things can improve. There is no doubt that autonomous vehicles will be failing and causing problems, however, these can be expected to be swiftly rectified. Over the last 100 years, there has been an exponential drop in death in air travel while the number of fatalities in other industries has been more or less a flatline. The difference is that the accountability is assigned to a system, rather than a single person. If there is a problem in the airline industry, the system will be analysed and changed in a manner that eradicates the problem. However, this is not the case when the problem is assigned to a single person that may have made a mistake. Take for instance one accident involving a Tesla car hitting a pedestrian. In this case, everything was under scrutiny, down to the level of lighting provided by the lamps installed at a pedestrian crossing, and even the location of the crossing. Had the same accident occurred involving a car driven by a person, then there would have been no such investigation. Through these repeated improvements of the entire system, its interfaces and components, autonomous driving will become relatively safe, relatively fast. "At least one thing will be eliminated and that is human error." Within Scania, the shared belief is that Sweden's vision of zero fatalities on the road can only be achieved with autonomous vehicles. Using the systems approach, every accident will lead to a re-evaluation of the systems, constantly improving it.

By now it has become clear that it is one resource that is needed to make autonomous vehicles viable, and that is cash. Ironically, the development of a driverless vehicle requires even more people in a car. One person would be monitoring the vehicle,



James Cooper Product Manager  
Autonomous Solutions

**Where to Start?**

Scania has, as described above, picked a very specific segment of the commercial vehicle market to start with the development of autonomous vehicles: Mining. With good reason, as the level of safety in such a place is already extremely high. Every vehicle is identified, complete with beacons, personnel is very well trained and there are no pedestrians. Traffic is predictable with very little interference and moving patterns are highly predictable.

Highways are another good example of where autonomous vehicles can be deployed as these systems are offering a lot of known factors. For instance, everyone is going into the same direction, at roughly the same speed, there is no stopping, and neither are there participants like bicycles. To gather data, Scania is already running vehicles on motorways, day in and day out. However, even with such a confined environment, Scania has now spent over five years to harvest insights from any and every possible scenario that could happen and the job is still not completed! One has to imagine, that one has to have seen all sorts of erratic behaviour, including road rage.

another what the computer sees while a third would be the back-up driver to take action if the computer does not function properly, e.g. in emergency situations not yet experienced by the AI. Companies like Tusimple, who are



working on specific algorithms, will need to have enough funding to make it through the next five years before they even have a saleable product that they can pitch to the OEMs. With millions of hours of driving needed to develop vehicles fit for autonomous driving in urban settings. The one contender most likely to succeed is Google, as they do have indeed very deep pockets. These unicorns may only become profitable, once autonomous vehicles are feasible and deployed en-masse.

### **Cash not Enough**

However, it is not just money that ensures success in the commercial vehicle market. Putting together a truck or bus, thanks to providers of axles, engines, motors and all other components is certainly possible; even today, no truck is made fully in-house as most OEMs outsource expertise in certain areas. Even then, the addition of LIDAR (Light Detection and Ranging) will double the cost of the vehicle. Adding to that, one needs a control tower, train people and ensure that there are redundancies.

Scania has the luxury of being able to pick certain items that they want to outsource to allow faster and more risk free development. A start-up might be able to source an entire vehicle from various sources and bolt-on proprietary solutions, what they are lacking is an entire support network and the ability to control the entire supply chain of components that reach four or five levels deep, including the interfaces. For instance, an established OEM, like Scania, knows exactly how to configure the gear box to match the performance of the engine, which will fit the chassis, which is fit for purpose. "Yes, we are in partnership with Tusimple, but that touches only on one aspect of producing and selling trucks." Cooper is confident in saying that the perceived competition from the start-ups is still a long way off as the development and monetization of one algorithm or sub-system is not the same as being able to sell and maintain fleets of vehicles in dozens of countries.

It is acknowledged thought that there is also a huge upside in working with small players that are highly specialised. For instance, the agility and speed to adjust is something that an established company might lack. Some are tackling highly sophisticated, yet narrow problems, such as driving in snow. "We need to test for years and have multiple customers testing our products first, whereas these specialised players offer valuable IP that can be swiftly adjusted and can be taken to market much faster." It is a perfect marriage as these developers have

the software, but lack the expertise to build the hardware. Just making a truck go forward for a few meters takes a lot of programming. "Scania knows how to make a truck move though." Cooper expects that the industry will go through a decade of learning, explorations, partnerships, but also bankruptcies.

### **Storied Brands**

One may notice that the stories about the megatrends almost exclusively talk about European or US-based vehicle makers. And there are reasons for that too, and they might surprise us! Interestingly, China has huge initiatives to propel the country forwards in terms of technology development. However, this work is typically performed as outsourced work, handed to them by said OEMs outside Asia. The other aspect is that, especially when talking about autonomous driving, the business cases are in Europe or the US as these regions represent conditions best suited for the exploration of this new technology. Total Cost of Ownership is fast becoming the key driver of the business and if the driver, which in Europe and the US constitutes a huge part of the cost, can be taken out of the equation, then this is the place to start thinking about how to reduce this cost factor. Infrastructure, weather, business case and several other factors all need to be in favour to welcome new technology.

As said in the introduction, NXT and AXL may be concept studies at this point only, and so is everything around them. Right now, there is no mass produced LIDAR system for instance. Once these components become available on an industrial scale, things will rapidly change. In the meantime, Scania is looking for opportunities where the development of new technology can leapfrog. As a parallel, Cooper uses the example of Africa, where the introduction of a mobile based infrastructure was easier as the coverage of landlines was not high and thus, the step of putting the wired network in place could be skipped, allowing for a technology leap.

It may still be a decade or more before we will see autonomous vehicles as standard items, but the future direction is clear: autonomous, electrified and connected. **T**



# Giving Businesses a Lift

*When safety comes first, there is no compromising on quality. Being it a new user or an experienced operator, the investment pays out as the testimonials from two companies prove.*

**M**aking the rounds, a representative of Hyva Malaysia is taking us around to demonstrate the lifting power of the Hyva equipment. Having identified two projects that demonstrate how their equipment is crucial in providing a safe and profitable operation, we meet a recent buyer and a veteran user to get their input on this matter.

Tuck Sun & Co (Malaysia) Sdn Bhd has been around since 1954. Their colourful trucks are well known, whereby the brand is usually associated with haulage. To further grow the business, an expansion into last deliveries of FMCG directly to the shops was put onto the strategic plan. Group Managing Director, Kuan Kok Onn, shares insights with us on how this was shaped from concept to actual service offer.

According to him, this idea took flight about two years ago with the delivery of their first delivery trucks taking place a good year ago. With a total of over 400 trucks, the four units of 5-ton trucks are certainly in the majority, but this may change soon. "As you can imagine, this is a 180 degree difference to the business we are used to. We have to totally rethink the operation of these trucks," Kuan says. Using a hub and spoke system, goods are received in Johor and after unstuffing loaded into the four smaller trucks. These vehicles then supply FMCG, automotive batteries for example, all over Peninsular Malaysia.

"Handling containers is one thing, but having to delivery small unit sizes to shoplots requires a different delivery mechanism." Realising that forklifts are not only impractical when it comes to re-stocking shops, but might be too expensive and not always available. Drivers need to be able to unload the trucks in confined spaces. The answer to that is the D Hollandia tail gate, which is exclusively distributed by Hyva in Malaysia.

Picking the right model for the application requires some consulting, but after that, Kuan says he had only positive experiences with the equipment. Following the usual process, the vehicle has to be approved by JPJ, but that is





just a standard procedure. Part of the package is a training program for the operators on how to safely operate the lifter. As one can see, the controls are placed in a way that prevent the operator from being injured while at the same time ensuring that s/he is in total control over the hydraulics at all time. For applications like this, speed is not so much of an issue, but as this business is close to people, safety is important. Each day, the tail lifters are put to the task when the vehicles make their dozen stops a day.

When it comes to the selection of the brand of tail lifters, Kuan says that the emphasis is on safety. Therefore, the company opted for a high-quality product, rather than skimping and opting for a cheaper alternative that may cause problems later on. Kuan points out that selling hydraulic equipment is not so much the issue, but the service and maintenance is. While there have been no issues with the equipment thus far, the fact that Hyva maintains a fully stocked warehouse in Malaysia provides peace of mind. Hyva Malaysia's representative supports this by saying that "This is backed up by a mobile service that we have on 24/7 stand-by and that can be deployed anywhere in Peninsular."

Interestingly, the reaction of the drivers was one that should be noted. "Some of our drivers would not want to switch from haulage to this type of job. Normally, one would expect them to insist to be driving their favourite brand, being it the Scania, Volvo, Isuzu or Hino that we have." According to him, it takes a different breed of driver, which are comfortable driving in narrow streets.

A distance away and using a different application is Wong Kean Ki, Director, K & K Logistics Sdn Bhd, who is relying in the consultation of Hyva's Senior Sales Manager, Angie Ng. His portfolio of services includes a number of applications requiring hydraulic tippers: Towing service, tippers for stone and sand, oil tippers and trailers moving other raw materials. Priding himself in a deep understanding of the technology and mechanics involved, Wong has a number of hydraulic oil samples on his desk. "When you are talking about hydraulic cylinders, the fluids you use make a huge difference," he says while demonstrating the different viscosities of hydraulic fluids he has extracted from the small tubs.

Running almost 100 trucks, it is the dependability of the Hyva equipment that keeps him re-ordering. Since 2009, he has continuously grown the business, being aware that one of the crucial components of the business is the lifting equipment. Several of his Hyva cylinders have been in use for over seven years. "The secret is to look after the equipment. You have to ensure regular oil changes!" Greasing the moving parts is important in order to keep the equipment performing at its best.

While the Hyva hydraulic cylinder and wetkit may be highly durable and powerful, it requires skilful drivers. Looking at the length a Hyva cylinder can extend to, one realises that tipping to discharge the load needs to be done

right. For instance, if the trailer is parked on a slope, it will topple over. The speed at which the tipping is done also plays a role. Wong says "If you are tipping too fast, you might get the truck to lift off the road and bounce. If you tip too slowly, then the goods, especially wet sand, might not slide down." To train his drivers, a rookie will have to be accompanied by an experienced driver for a month.

Being hands-on, Wong recommends that anyone looking to have a tipper trailer made looks at two things. Firstly, the trailer has to be lightweight. In his experience, Hardox steel is the best option as the lighter steel helps to save fuels. Secondly, the Power Take-off, PTO, is crucial when driving a hydraulic kit. Most importantly, the original manufacturers' PTOs are easier to mount and give less problems. Many times, it pays out to invest in a more expensive PTO as Wong knows. "When you use a quality PTO, you can regulate the tipping speed by pressing the accelerator pedal." Less sophisticated and cheaper PTOs may just operate at one single speed, which may cause problems with the discharging of certain Materials. However, Hyva equipment is compatible to all sorts and brands of PTOs, no matter what price range. Of course, Hyva also has their own range of quality PTOs available in Malaysia.

When asked about his proudest moment, Wong says that he is always excited to see one of his own vehicles on the road. "Typically, I will look for the labels of the brands of components I am using, knowing that the right choice makes a difference." **F**



# Roda Dimensi is on Track with Sitrak

*Adapting to the current situation, Roda Dimensi refocuses on importing China-made Sitrak to compensate for the shortage of European second-hand vehicles.*



The pandemic has impacted businesses in different ways and individual businesses find unique answers. As the supply chains across the globe have been affected, trucks in Europe are not clocking in as much mileage as they used to, thus they are kept longer by their owners before they are being divested and sold abroad. This is a situation that has caused Eric Tee of Roda Dimensi Sdn Bhd to rethink his business.

By mid-2020, Tee realised that he has to supplement his portfolio of used, imported trucks to as there is a severe shortage of used trucks he could snap up. A connection was made and China National Heavy Duty Truck Group, which is commonly referred to as "CNHTC", offered Tee the dealership of one of their models for Malaysia. According to Tee, the Sitrak is a very attractive vehicle, as it has a solid drive train. "CNHTC is in a joint venture with MAN. One gets a Chinese vehicle with a MAN cab and drivetrain. That is what convinced us to give this range a try."

The first trucks were commissioned recently and already positive feedback is being gathered. Driver comfort has been highlighted, which according to Tee is not surprising, considering that the cab is "about identical" with the original MAN design. He pointed out that the cab may not be the top of the range with all the trimmings, but rather a cab that is suited to the local market. The sleeper cab offers hauliers an extra layer of comfort and space.

While the truck may be a hot-seller in China, the homologation for the Malaysian market proved difficult. "After careful consideration we decided to go ahead. However, the type approvals and licences were



difficult to obtain as we had to deal with restrictions and constraints as a results of the lockdowns." Like many of us experienced, the lockdowns impacted the schedules of government authorities necessary to keep things moving. "There have been a lot of delays and only recently have we been able to hand over vehicles."

Based in Port Klang, Roda Dimensi is perfectly poised to service the haulage market. Offering service and maintenance for a range of truck brands, it was relatively easy to add Sitrak to their stable of brands. With a workshop having over 30 work bays, Tee was able to convince some key clients to consider Sitraks. One of these pioneers is no stranger to the idea of using used trucks imported from Europe.

Typically, hauliers would opt for European trucks as uptime is crucial. To support this, the Chinese principal offered the Sitrak brand with the European-spec drive train to be pitted against their other models, which are also popular in Malaysia. The offered trucks are 6x2 as the configuration best suited to address the needs of hauliers, while 4x2 and 6x4 are also available. Confidence is high that these vehicles will perform as the engines are either 11L or 13L sized

with 430 Hp, which should be ample pulling power. Trucks are imported as CBU with plans underway to change to CKD and to standardise the engine to 13 litres.

Those who know the brand will know that Syarikat Logistic Petikemas Sdn Bhd is not shying away from using second hand vehicles. One of their hallmarks is having a large contingent of Dutch trucks. Ts Pandian Krishnan, Head of Engineering, admits that the fact that the Sitrak trucks come with MAN drivetrain has convinced them to give the truck a try. An initial order for three Sitrak was placed with confidence boosted by the nine year service and maintenance contract bolted on. It needs to be pointed out that this contract even includes batteries and air-conditioning. Whatever small repairs, like changing mudguards, might be needed will be handled by the in-house workshop.

With a fleet of over 400 trucks, Syarikat Logistic Petikemas has a lot of data to compare the trucks to. Fuel efficiency and purchase prices have been crucial decision making factors. "One of the issues we insist on is driver training to ensure that the vehicles are operated at peak performance. Due to the restrictions imposed during the Movement Control Order, we had our in-house trainer trained first and he in turn then briefed our drivers."

There may still be some that are sceptical of China-brand trucks. Roda Dimensi is bold in their ambition as they are offering repair and maintenance contracts. Adding to that, a buy-back program covering an astonishing nine years is part of the package for these vehicles. "We have to find ways to be competitive in the market!" Tee exclaimed. This approach is also evident in the fuel option chosen for the Sitrak. One may have noticed that there are already Sitrak vehicles on the road, imported by another dealer, using gas engines. However, while gas may be a more economical option, the lack of infrastructure for these vehicles has been an issue for some time, with cabbies complaining that their big brothers take too long to re-fill and thus impacting their business. Consequently, Roda Dimensi has opted for the good-ol Diesel.

Several hauliers have given the Sitrak already the nod of approval whereas Tee is proud to report that the vehicle has also been chosen by a palm oil transporter. "Hopefully, soon we can showcase the Sitrak to a wider audience as we are confident that it is configured right for our market," Tee concluded with the invitation for virtual walk-arounds to experience the trucks while travel and supply of European trucks is still impeded. 





# Tough Tippers for Better Profitability

*Tipper bodies have to be tough. No doubt about that. From global steel manufacturer and supplier - SSAB, these assets turn a better profit and offer better functionality. Malaysia's Armstrong Tipper shows us how.*

brand, but Pang confirms that it is a local company. The name stems from the phonetic sound of his name and the notion that the trailers are to be really powerful. With his past training and experience with Hardox branded steels, he immediately obtained the licence to use SSAB's products. This makes Armstrong Tipper one of only two licenced partners for the Swedish steel. "When I worked with my brother in Gethi, we were the first in Malaysia to be given the licence."

Competition is weighing hard on transporters. A tipper body is a significant investment and Pang urges business owners to re-think their purchasing strategy "We have seen the same happening in Singapore where ten years ago, the mindset shifted. Instead of low initial investments, the notion of total cost of ownership and the ability to recoup cost got a lot of traction. We hope that players here in Malaysia would also make this leap of faith," Pang said.

After setting up the company and gaining access to Hardox steel from SSAB, his first task was to educate his potential clients. "What I have noticed is that the first question is always about the weight of the tipper. The weight determines the payload, which in terms then impacts what one can charge per trip." According to him, the use of Hardox results in weight



Hardox In My Body sign with QR Code

Maybe just as important as a powerful truck is a strong trailer for tipper applications. Typically, steel is used to fabricate the bucket, which means that the vehicle is becoming very heavy as a consequence. Swedish steel maker SSAB realised the immense potential in light-weight, high-tensile steels long ago. The possibilities were explored by Gethi Engineering where Pang King Aun, Director, Armstrong Tipper Sdn Bhd, learned all about this impressive material. For over four years he has been applying his knowledge gained from producing cement mixers with his brother using Hardox steel in the construction of tipper bodies.

A trip to Singapore revealed that in the island state almost all tipper bodies are made from Hardox, while in Malaysia, there were none. Having realised that there are opportunities for other applications, Pang ventured out to set up a new business, Armstrong Tipper. The name may evoke the idea that it is a overseas

savings of between 2 000 Kg to 4 500 kg, which immediately translates into a significant amount of payload that can be carried. "Obviously, this offsets the practice of overloading," he added.

Besides training on how to work with Hardox steel, any licenced user of the steel would also need to invest in tools. For instance, welding this material is best done by a robot. Pang details that manual welding will cause the steel to overheat, which then results in potential cracks when in use. A robot is faster, more precise and thus the metal will not be damaged and distortion is minimised. Measuring the strength of Hardox, the Swedish steel will be about four to five times harder than mild steel.

The use of Hardox steel also gives way for smarter designs of the tipper bodies. Pang explained that mild steel might be cheaper, but it is not only heavier, but also less stiff. Consequently, tipper bodies using mild steel are constructed using stiffeners inside the bucket. During tipping, these stiffeners oftentimes block the material and prevent it from flowing out of the bucket. Operators would have to lift the bucket higher to get the material out. In contrast, the buckets fabricated using Hardox steel do not require such stiffeners and thus allow for easier discharge of the goods. Wetkits fitted will not have to work that hard as the tipping is made easier, thus reducing the need for service and maintenance. Even in cases of accidents, the bucket may not even need repairs. "One of my clients told me that he saved several thousands as his accident vehicle did not require the Hardox tipper body to be fixed."

Hardox shines in more than just the way of weight-saving. In quarries, for example, heavy rocks are typically just dropped into the buckets of the trucks. With normal steel, these impacts are causing damage to the wear plate while the bucket may require even more stiffeners. Hardox steel on the other hand is very dense, hence the impacts are absorbed much better, even when using less material. Even with heavy loads and impacts from rocks dropped from height, Hardox is high impact resistant and does not deform easily. Again, the weight saving in such tough environments allows for higher payloads. Less damage means less repair cost. In summary, the advantages far outweigh the higher initial investment.

Should other body builders be required to fit a Hardox bucket, Armstrong Tipper has a solution for the: body kits. Instead of going through training and having to apply for a licence, one may task Pang with the design and supply of an appropriate body kit to fit the chassis.



When investing in a top-notch product, one would want to know that it is the genuine article. The first thing to look for is the JPJ licence, which Armstrong Tipper has of course. As layperson, we cannot really evaluate if the steel we see is of superior quality. To signify that the products leaving the Armstrong Tipper workshop are made to the highest standards, using Hardox, each trailer is adorned with a sticker saying "Hardox In My Body". A QR code takes interested parties to the SSAB website while super-strength glue ensures that the sticker won't come off. Pang reveals that the stickers are imported from Sweden, unique for each trailer and cannot be removed without being damaged. "If you see this sticker, you know it is an original Hardox body."

The 12-strong team has sold and manufactured close to 100 Hardox-bodied trailers and tipper bodies. **7**



#### **Company Focus**

Armstrong Tipper produces cargo, 10 wheeler and 12 wheeler dump truck, rear and side tipping trailers and hook lifting bins using high strength and wear-resistance Swedish Steel.

The Company offers one stop solutions for design, customisation and manufacturing of light and tough tipper bodies for agriculture, mining, construction and recycling industries as well as palm oil tankers. They pride themselves in having specialist knowledge and the level of service provided. Armstrong's design team uses the latest CAD software to design each component of the tipper bodies.

In times of global competition, Armstrong Tipper's key to success is its flexibility, adjusting the product's specification to the needs of the respective customer. Their mission is "To design the perfect tipper bodies for every application. Constantly devising smart solutions that re-define what a tipper truck can do."



# Ashok Leyland drives digitisation and cost control

By Bhushan Mhapralkar

*Digitisation and cost control are yielding good results at Ashok Leyland.*



Witnessing good demand for its new LCV, the Bada Dost, which is positioned in the 3- and 3.5-tonne pick-up segment, and the modular M&HCV truck range, AVTR, Ashok Leyland is yielding good results by reining in costs and a digital-first approach. Focusing on much cost control during the first quarter of FY2021-22, and as the second wave of Covid-19 brought about a new round on disruption and uncertainty, the commercial vehicle major, through its digital-first approach, has been able to expand its offerings. It has been able to get a newer set of customers. Gopal Mahadevan, Director & CFO, Ashok Leyland, expressed, "With our volumes picking up on account of our versatile product offerings, our robust cost initiatives have helped us improve our bottom-line. Revenue from our other businesses like power solutions, defence and digital customer solutions have also contributed increasingly, improving our revenue potential. We will continue to nurture our growth businesses, while we keep our focus on cost initiatives and converting the receivables and inventory to cash."

Recording a 353 percent increase in the revenue for the first quarter of FY2021-22 at INR 29,510 million in comparison to the revenue generation of INR 6,510 million in the corresponding quarter of FY2020-21, Ashok Leyland is confident of a strong demand emerging post the second Covid-19 wave. Clocking export volumes of 1,437 units in the first quarter of FY2021-22, up 254 percent when compared to the export of 405 units in the first quarter of FY2020-21, the commercial vehicle manufacturer is concentrating on vaccination and the adherence of safety protocols to try and ensure that all its stakeholders stay protected from a potential third wave. Experiencing a 1,041 percent growth in domestic M&HCV volume in the first quarter of FY2021-22, which is almost twice than that of the industry growth volume at 562 percent during the same period, the company has reported a net loss of INR 28.20 million in the first quarter of FY2021-22 as against a net loss of INR 38.90 million in the corresponding quarter of FY2020-21. Selling 8,690 LCVs in the domestic market in the first quarter of FY2021-22, up 224 percent as compared to the sale of 2,686 LCVs in the corresponding quarter last fiscal, Ashok Leyland is closely observing the way the freight rates are shaping up. It is confident that freight rates will improve with higher availability of commercial vehicles once the Covid-19 subsidies and uncertainty fades. "We are hoping for the volumes to grow higher as the market gets better,"

mentioned Mahadevan. "July (2021) has been a growth month," he added. Stressing that they have had eight months of degrowth, Mahadevan said, "Economic growth will induce growth in CVs."

### **CV Trends**

Working on a strategy for a robust domestic and exports growth, the commercial vehicle major is appointing dealers in Africa. Looking at gaining good traction in South East Asia, Ashok Leyland will launch new products in the LCV segment even though not in the immediate quarter. Buoyed by the international markets opening up and experiencing export thrust, the company is said to be testing an electric version of its LCV platform on which the Bada Dost is based in the UK. This vehicle is expected to be launched at the end of this fiscal or in the first half of the next fiscal. Of the opinion that electric vehicles are catching up, especially at the local point of use, on the encouragement of the governments, Mahadevan averred, "It is more to do with buses, but trucks will catch up." Seeing a trend of petrol commercial vehicles in the low-tonnage segment of sub-1 tonne to 1.5tonne, Mahadevan drew attention to the push on CNG. "We are ready in the LCV and ICV (segment)," he added. Of the firm belief that diesel vehicles will continue and the IC engine will coexist and not die overnight, Mahadevan said, "We are ready to cater to higher demand."

Watching closely how freight operators are able to pass on the fuel price hike to their end customers, Ashok Leyland is hoping that bus commute will pick up. A 40 000 units per annum market, according to Mahadevan, buses have been severely affected due to the Covid-19-led disruption. Delivering 40 electric buses to the city of Chandigarh recently (from where it has bagged an order to build and maintain e-buses with quick charging technology), Ashok Leyland is expecting pent-up demand to show up once normalcy returns. Also expecting demand to show up because of the need to ferry people without sacrificing social distancing norms, Mahadevan drew attention to their work towards further strengthening their position in the bus and LCV market segments. With the talk of schools reopening in regions where the Covid-19 infections are down, and the relaxation in Covid-19 norms in some region allowing more employees to return to their offices, bus demand is expected to improve post witnessing a sudden downfall mid-last year. Through the establishment of Switch Mobility, Ashok Leyland is keen to experience a speedier ride in the 'cleaner and greener' bus space.

### **Managing Costs and Productivity**

Eyeing international markets like the US, Europe and Japan, the company, through the Switch Mobility subsidiary, has worked with a few consultants to make sure that its data points and numbers are on par with the current situation. Under Switch Mobility, it is developing new products to present an advantage of unique position in terms of value and premium positioning. For its Switch Mobility subsidiary that includes the erstwhile Optare of UK, Ashok Leyland has managed to get USD 18 million worth of investment from Dana Incorporated (Dana), a US-based manufacturer of drivetrain and e-propulsion systems. To do de-bottlenecking once enough demand is evident, Ashok Leyland, investing sufficiently in terms of capex, is confident of seeing early growth sprouts in LCVs. Therefore, if it were to do immediate capex investment, it would be in LCVs. Discussing with scrappage centres post the announcement of the scrappage policy, Ashok Leyland, the second-largest CV maker in the country, is witnessing good traction from its other business verticals like defence, power solutions and aftermarket. They are contributing to its top line.

With the pace of vaccination picking up and positively setting in, Ashok Leyland is expecting a demand spike in commercial vehicles after the fear of a third Covid-19 wave is over. This, according to Mahadevan, could happen in the second half of this fiscal. Focusing on costs, productivity and middle level management, the commercial vehicle major is also concentrating on reducing its carbon footprint. Apart from announcing strategic steps to move towards net zero carbon mobility through Switch Mobility, Ashok Leyland, said Mahadevan, has formed an ESG committee of the Board. The committee will guide and propel the commercial vehicle manufacturer to achieve its sustainability agenda. **T**



### **Digitisation**

As the world's largest supplier of defence logistics vehicles, fourth-largest manufacturer of buses and the tenth-largest manufacturer of trucks globally, Ashok Leyland is driving AI-led digital transformation for strong business growth. Establishing a separate group focusing on business analytics called the Analytics Centre of Excellence, the company has invested in a data science team. It has also roped in employees from the business side to help with the information and data. Together, they have been given the responsibility to identify business function challenges being faced and how AI-enabled analytics can help resolve them. Starting roughly a decade ago and applying more thrust since 2016, the digitisation journey of Ashok Leyland has had an influence on efficiency enhancement and business optimisation. It has helped it to generate new revenue stream and build new business models. Rather than simply account for the initial acquisition price of its products, Ashok Leyland, as part of its digitisation strategy, is now participating in the lifecycle costs of its products in terms of spares, service and other value-added offerings. These lifecycle costs predominantly include those that the commercial operator or fleet incurs after he or she has bought the commercial vehicle, and until the end-of-life

# Super-safety Me: The New Super Great



**M**itsubishi Fuso Truck and Bus Corporation launched the latest model of its heavy-duty Super Great truck, equipped with a Japan-first driver assistance system in June 2021 for the Japanese market. Safety features installed take centre stage:

**Active Drive Assist 2:** Newly installed for the first time in a truck available in Japan. Active Drive Assist 2 is not an autonomous driving system. When using the system, the driver should be responsible for driving safely by operating the steering wheel, brake, accelerator, etc. according to road, traffic and vehicle conditions.

## **Lane keep function**

The system provides steering support to keep the vehicle driving in the same lane.

**Hands-on detection system** This system monitors whether the driver is overly dependent on the lane keep function. A warning is provided when the system determines that hands have left the steering wheel, and it brings the vehicle to stop in the same lane after around 60 seconds have passed without any change in activity.

**Lane Departure Protection System** This function is an upgrade on the LDWS (Lane Departure Warning System). When a vehicle departs from the lane against the driver's wishes, steering is controlled to return it to the lane.

**Emergency Stop Assist: ESA.** Newly installed for the first time in a truck available in Japan Emergency Stop Assist is activated when the driver becomes unable to drive due to a sudden change in health condition, while Active Drive Assist 2 is on. A warning issued through the dashboard monitor and an alarm after the steering wheel remains inactive for around 60 seconds. The vehicle is then decelerated and brought to a stop in the same lane. (This feature is an option offered as part of Active Drive Assist 2.)



**Active Sideguard Assist 1.0** is a safety system that integrates a radar to monitor the blind-spot on the left side of the vehicle. It also emits an alarm and issues warnings through a lamp when the left turn signal is activated or the steering wheel is turned to the left. When the system determines there is an unavoidable risk of a collision with objects or pedestrians moving in parallel to the vehicle, it activates the damage mitigation braking system to bring the vehicle to an emergency stop. (The vehicle must be driving at a speed under 20km/h for Active Sideguard Assist 1.0 to operate as described). Active Sideguard Assist 1.0 is a



and brakes. ABA 5 features a forward-recognition camera and radar to detect traffic conditions with high accuracy, making it possible to reduce the risk of collisions with pedestrians and vehicles driving in front on highway roads.

**Intelligent Headlight Control: IHC** is a system that automatically switches the headlight to high beam in the dark and to low beam when it is bright with detection through a windshield-mounted camera.

**Traffic Sign Recognition: TSR** is specifically designed for traffic signs in Japan. A camera recognizes oncoming traffic signs using image recognition technology and displays the relevant traffic sign on the instrument display. The respective safety systems need to meet certain operating conditions to work properly. Depending on road or weather conditions, there are instances where they may not operate as intended.

Truckconnect service allows customers to check real-time vehicle information such as location, operating route, as well as the status of incidents such as vehicle breakdowns. It also allows the real-time monitoring of the driver's safety score, while supporting customer efficiency both in terms of daily operational utilization rate and fuel savings through features such as the digital tachograph. 

feature that is intended to support braking behavior that will mitigate the risk and damage of collisions with pedestrians or cyclists moving parallel to the vehicle. The feature should not be considered a preventative safeguard against every collision.

**Active Brake Assist5: ABA 5.** ABA 5 is an emergency braking system that detects dangers of head-on collisions and mitigates damage with warnings





# Practical Tips on how to Increase your Fleet Uptime

*When trucks and trailers from your fleet are off the road, it can mean losing money. Discover how to increase your fleet uptime by introducing new measures and technology*

What actions are we taking to ensure you have a safe repair?



**D**owntime can be crippling for companies, with costs measured not just in lost profits but also reputational damage, affecting customer loyalty and retention. It's therefore vital to ensure your vehicles are operational and not out of action as often as possible. Kenneth Tang, Business Leader, Asean, Fleet Solutions and Trailer Systems of the ZF Group, Commercial Vehicle Control Systems has a few tips on how to keep your fleet in tip-top working condition.

Even having a single vehicle off the road for a short period can have a sizeable impact, causing delays to deliveries, especially if you don't have a contingency plan in place to cover for an inactive vehicle. Increasing fleet uptime is essential for maintaining high levels of customer satisfaction, running an efficient operation and ensuring your business remains profitable.

## Improve Your and Your Customer's Uptime

To support your daily work and overall efficiency, WABCO offers a large selection of premium repair kits and first-class parts specifically designed to ensure you can replace worn or broken parts with one of the best options available.

You will find that every WABCO kit and component comes with clear guidelines as well as handy tips and tricks to ensure all your mechanics get the job right the first time, do so at a reasonable cost and keep customer vehicles in top condition.

## Why Buy Repair Kits?

We all know that vehicle downtime is expensive for fleets but sometimes replacing a spare part does not pay off in the total cost of ownership for a vehicle. "When you decide to go for WABCO repair solutions you choose the best deal for the repair job thanks to our high quality standards and the availability of a comprehensive repair package," said Tang.

## A Quality and Safe Repair

Today's market is awash with repair kits for almost every repair case. But the availability of a kit does not guarantee you are buying a safe, qualitative product. What you want is to look for a brands like WABCO, which is an OE manufacturer of choice and provides you with the product standards and aftermarket service you and your customers expect.



Keeping the vehicles in your fleet fully functioning is vital to ensure deliveries reach their destinations on time. The greater your fleet uptime, the higher the satisfaction levels of your customers, stakeholders and drivers.

### **In-vehicle Technology**

A vast array of modern technology can be deployed inside trucks and trailers to increase their uptime, highlight any problems and help the driver and fleet manager. Adding the right in-vehicle technology will require an initial investment but as it increases vehicle and driver safety it can avoid the high costs of accidents and damages otherwise. Advanced driver assistance systems work in several ways to reduce potential damage to your fleet that will lead to vehicles being out of action for a period of time.

They can report vehicle faults to you as a fleet manager, warn of adverse weather and other elements. You can reduce the chance of accidents with tire pressure monitoring systems like OptiTire, which detects leaks early and provides warnings to avoid blowouts and extra downtime. Add in crash prevention systems such as OnGuardMAX, to further protect your fleet, drivers cargo and others. TailGUARD also helps as the rear blind spot detection system automatically stops the trailer when a collision is imminent.

### **Data Diagnostics**

Combining data from both real-time and historical sources is offering fleet managers easier ways to reduce vehicle downtime. Real-time information can warn of potential issues while vehicles are on the move, to take them off the road before it develops into an unsafe and costly problem.

Predictive maintenance is aided by big data, such as electronic braking performance monitoring systems (EBPMS). These use information about different factors including tire pressure, temperature, coupling status and load monitoring to determine the truck and trailer's braking performance. **F**

### **The Perfect Match**

In case a part is worn or broken, the most ideal option is to simply replace it by an original WABCO replacement piece. But often replacing a component of that part may be enough. WABCO's repair kits deliver the original components originally used in the parts during production. That way you ensure an ideal fit of the components in the device.

### **The Right Information at Your Fingertips**

Most workshops deal with a variety of parts and components during the day working on the entire vehicle. WABCO provides workshops with detailed repair instructions with its repair solutions ensuring they have all the details and can perform the repair effectively and worry free.

Keeping your vehicles on the road and preventing unforeseen repairs has three main benefits for your business too:

1. Avoid the cost of repairs and breakdowns
2. Vehicles remain operational and available for jobs
3. Maintenance is more predictable and easier to plan

Overloading smaller trucks and trailers is more likely to lead to vehicle damage and breakdowns too, causing avoidable downtime while repairs are carried out. It is also illegal and will result in fines, impacting on your profits. Sending out two smaller trucks when one large one will do also impacts efficiency and can be more costly in the long run.

### **Preventative Maintenance**

Proactive maintenance is the number one tactic for keeping vehicles on the road, focusing on prevention rather than cure. Regular servicing can identify problems earlier, allowing them to be rectified before they become more impactful and offsetting larger repairs and replacements. It can also lower the instances of unexpected breakdowns and vehicle downtime.

While pre-inspection checks are very useful – running through a standard checklist before dispatching a vehicle – you can also invest in a solution to let you monitor vehicle performance and flag when problems start to arise.

These can help highlight a minor issue before it becomes a major one, enabling you to plan in repairs and maintenance quicker to reduce downtime. Software solutions such as TX-DIAGNOSTIX provide reliable remote diagnostics that allows you to pinpoint any faults or drops in performance that might hint at a problem and act accordingly.



# Taking Care of Your Fleet

*A well maintained fleet is a more profitable one. Sharing tips and insights on how to look after your assets, PETRONAS is highlighting the importance of lubricants, fuels and fluids.*

In this exclusive session, Eric Holthusen, Group Technology Officer, PETRONAS Lubricants International shares with us best practices and practical tips on how to keep your vehicle's engine in top working condition.

Especially lubricants are of importance to consider. As a product, it is a multi-billion dollar business that is set to grow by three percent over the next four years. The volume is expected to grow from 158 billion USD to 183 billion USD. What is significant to note is that the growth will be stimulated by the increased need for last mile transportation and transportation of goods in general. Meanwhile, for passenger cars, a drop in demand is predicted as electric cars are rapidly replacing vehicles with internal combustion engine. However, the reduced demand for lubricants in the passenger car sector will be outpaced by the need for lubricants in the commercial vehicle sector. Leading this trend are Asia, Europe and the Americas with Africa and the Middle East lagging, simply as a result of a much smaller vehicle population. In Malaysia, the same developments will be seen, with demand to grow from 300 million litres to 340 million litres by 2025.

With vehicles now running around the clock, fleet operators are concerned about how to ensure best uptime and efficiency of their vehicles. While lubricants only constitute a comparatively small amount of the investment in commercial vehicles, the right choice of lubricants can highly impact other areas, such as fuel consumption and maintenance. "Saving on lubricants is a bad idea as the money saved there is never going to offset the extra cost incurred in other areas," Holthusen said.

The first issue Holthusen touched upon was the need to adjust oil-drain intervals, according to the driving conditions one may find in the respective environment one is operating in. "Generally, the oil drain intervals are based on normal driving conditions. However, in many cases, we find that most vehicles operate under severe operating conditions, thus, the service schedule might need to be adjusted accordingly," he said. Here, viscosity is what is important and it should be the same at the end of the oil drain interval as it has been



at the beginning. The purpose of the oil is to bind and hold contamination, such as soot and dust, and transport the contamination to the oil filter.

Doing its job properly, oil will turn black, which is not a sign that there is something wrong, but rather that the oil is actually doing what it is supposed to. Some transporters would take the opportunity to have their oil tested, for example to determine sulphur content levels. However, Holthusen said that regular checks are not necessary but tests



may help determine if operating conditions are too severe to help operators better adjust their maintenance. He said that "It is more important to use a high-quality lubricant." As additives may contain sulphur, such tests may not be suitable as a determinant of oil quality status.

Another aspect of how lubricants can help maintain efficiency is the engine type. Older engines may be a little less sensitive overall, however, viscosity is something that needs to be matched to the engine. Modern lubricants are backwards compatible, meaning that a modern fluid can be used as long as the viscosity is right. In contrast, modern engines should only be filled with the recommended lubricants. For instance, the soot load is higher in modern power plants, hence lubricants need to be more robust and to carry more soot. Failing to use the correct and appropriate lubricants, operators risk damaging their engines. Piston rings may get stuck and soot may accumulate in places where it is harming the engine as well. Overheating of the engine is another problem that is associated with the wrong choice of lubricants.

Every operator is aiming at reducing fuel cost, it being one of the biggest contributors to expenses. Here, Holthusen also recommends the use of quality fuels as they would, in tandem with lubricants, also reduce cost. One of the key tasks of fuels is to keep the injectors clean. Clean injectors are a major contributor to the efficiency of the engine. Holthusen recommends using aftermarket additives in case the fuels available from the pump does not contain cleaning agents. One issue observed with the use of biodiesel is that such fuels may not burn as cleanly as fuel derived from crude oil. These unburned portions may find their way into the oil, thus diluting it. When using biodiesel, it may be necessary to shorten the oil drain interval to counter the accumulation of biodiesel residue in the lubricants.

Although lubricants may look more or less the same to us, it is crucial to ensure that one uses the right type of lubricants. One can always use a better quality, as lubricants are developed to be backwards compatible. There is one lubricant that stands out, being a 0W20, which is used in only one engine from Iveco. Using the wrong lubricant may not result in immediate engine failure, but over time, the engine will get damaged and the fuel consumption may possibly increase.

Drivers should also be aware of these issues. When on the road, a driver may have to top up lubricants or pull in for regular service. Knowing about how the specifications matter will ensure that the engine and gearbox will be serviced with the right fluid. Knowing that a high-quality lubricant is engineered to provide an extra margin can help the driver to determine that it might be better to return to base instead of using a lower grade oil, such as sometimes found

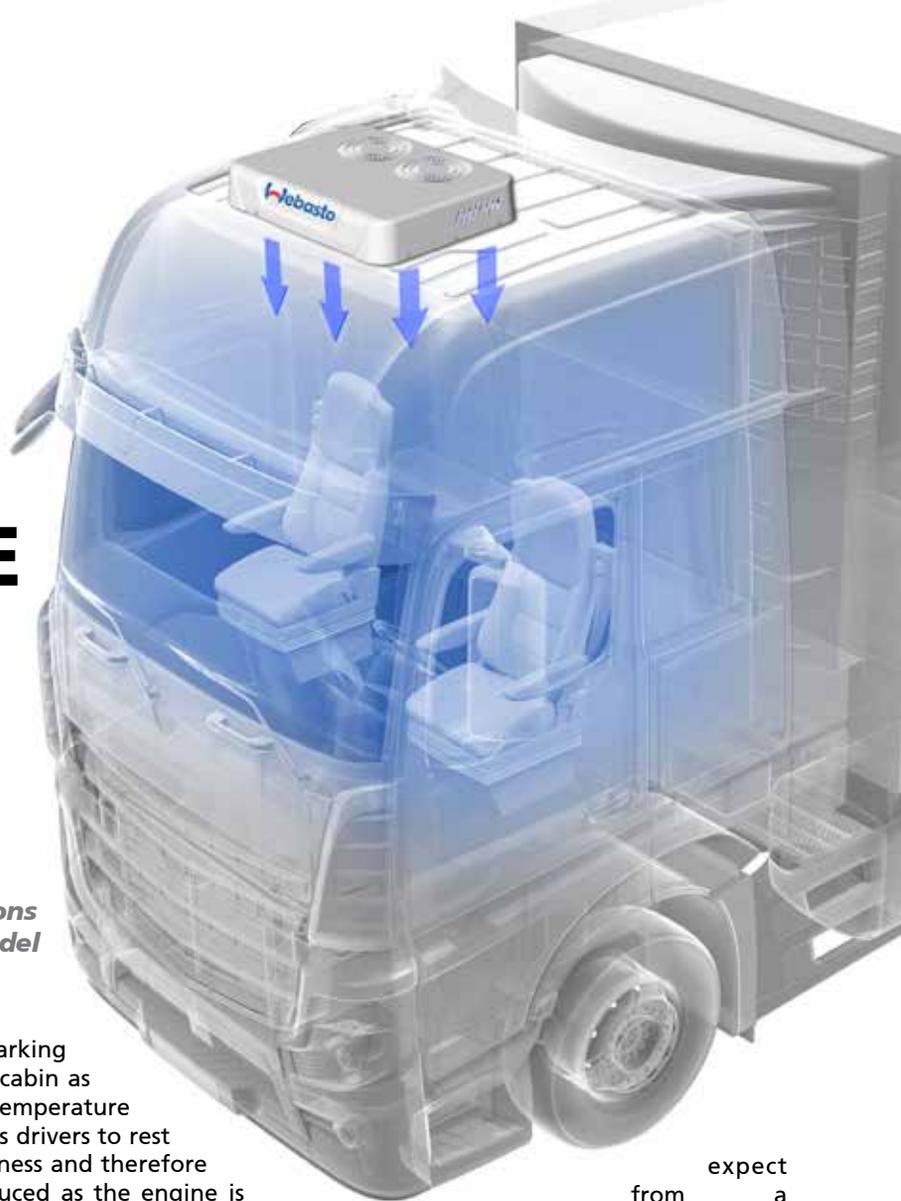
when travelling across borders. A daily check for leaks and the oil level is highly recommended to be carried out by the driver. During such checks, axles should also be checked for leaks. The temperature in differentials can easily exceed that of the lubricants in the engine. "Dirt is not an issue so much here, but oxidation and the added stress when pulling heavy loads are."

Another crucial fluid is brake fluid. Being hygroscopic, attracting moisture, it should be replaced at least once a year. Should water accumulate in the brake fluid, brakes may fail as the water will boil under the pressure in the system. In our climate, this can be an issue and therefore operators should be very diligent when it comes to changing this particular fluid as a good practice.

Not usually a fluid that is given much attention, anti-freeze is usually also present in the cooling system of trucks here. However, it is not the prevention of the coolant to freeze that we should be concerned about in our region, but the anti-corrosion properties that are also inherent in this fluid. Using anti-freeze can prevent corrosion. In doing so, the additives contained in the anti-freeze are being exhausted. Therefore, a regular change of the fluid in the cooling system is also highly important.

As all these fluids are chemicals, Holthusen urges everyone to use the right way of disposing of them. "Even the coolant contains chemicals and would therefore need to be handled by an expert." The right channel may depend on the arrangement with the respective supplier, but it is crucial to point out that there are correct ways of handling the recycling of all liquids in a commercial vehicle.

Vehicles have been sitting idle for some time now during the pandemic. As we re-activate them, Holthusen also recommends the following "The oil is aging, there is oxidation as soon as oils are taken out of its container and therefore, after a year latest, the lubricants should be changed before getting back to active duty." **T**



# Webasto's Cool Top RTE 23 keeps Trucks Cool

*With trucks being equipped with air conditioning, one may ask why use a parking cooler? The economic implications may surprise you as we explore this model by German maker Webasto.*

There are enormous benefits to using a parking cooler in your Truck Cabin. Keeping the cabin as comfortable as possible by regulating the temperature and humidity during rest and sleep stops allows drivers to rest and recover optimally which can increase alertness and therefore safety while driving. Operating costs are reduced as the engine is not running unnecessarily (therefore reducing wear) and at the same time not idling the engine reduces harmful emissions and saves fuel costs. A parking cooler is a win, win solution for driver safety, finances and for the Environment.

Known throughout the world for their extensive range of sunroofs, diesel fired air heaters, HVAC systems and more recently vehicle battery and charging solutions, Webasto has an impressive product range. Their truck cabin cooling solutions are designed to ensure a comfortable cabin environment all year round.

Webasto introduces the Webasto Cool Top RTE 23, an effective, lightweight, 24 volt electric parking cooler designed to operate in the harshest of Asian conditions. Pre filled with R134a refrigerant, the compressor driven system is connected to a 24 volt battery allowing operation independent from the vehicle engine with an adjustable low voltage Cut-off to ensure the engine will always start.

The powerful 2 300 Watt rooftop air conditioning system is available with a universal mounting kit which allow easy installation via the vehicle's roof hatch. The system is controlled using a digital display panel and/or a handy remote control unit and offers automatic temperature control and individual temperature and fan speed adjustments.

Quality components combined with light weight construction and flat design provide a sleek, sophisticated look with the power and performance you

expect from a Webasto product, effortlessly providing a refreshing temperature and comfortable environment in the truck cabin.

Webasto's other Truck market offerings include the Cool Split 20 air conditioning system which is available in rear or roof top mounted variants providing perfect cabin climate control for trucks without a roof hatch. For additional driver convenience Webasto offer isotherm compressor fridges ranging in size and style from a 16L Drawer Fridge/Freezer up to a 49L Upright refrigerator.

Webasto also have a wide range of products for special vehicles including a HEPA-14 Medical Grade air filtration system which filters out 99.995 percent of airborne infections and contaminants for use in ambulance and mass transport situations. All Webasto Products come with a 2 year warranty. 



## Mentally Healthy Truckers

In past issues of our magazine we have spoken about aspects of healthy living for truckers. Typically, this revolved around the idea of having enough sleep, having a diet of nutritious food and how to incorporate sports into the daily routine of long distance trips. Considering the restrictions are a faced with now, and the reduced volume of work, we should also consider the mental health of our truckers.

Over the past months, we have hailed the truckers as the heroes of the economy, the people that kept our goods moving and the shelves full. Personally, I am trying to have as little exposure as possible. It gives me a jolt when I see that some place was shut down for a while because they have had positive Covid cases. I am then trying to establish if that could affect me. I imagine that the truckers would be in a constant state of anxiety. It is their very job to be out and about and they ultimately go many places and meet people. While they surely adhere to SOPs, their risk of getting infected is higher. I can only imagine, the stress that this is adding to the driver and their family. Essentially, the very job they perform puts them all at risk. At the moment, we still need real people to drive the trucks.

Many drivers also depend on the trips to make money. The basic salary is seldom enough to tide a family over: it is the daily trips that fill the wallet. With now reduced numbers of trips, the breadwinner may be under more stress as making enough money may be very tough. When having been in close contact with someone that is infected, a driver may have to stay at home for several days, not being able to earn any money. Being not even infected, this driver will still be deprived of a means to make money. I can only imagine how

the search for funding will have an impact on the mood at home. Many times have we talked about fatigue management in our magazine. While that encompasses a bit more than just sleep, I wonder if truckers are having restful nights these days. I Am having trouble falling asleep on many days now, what with the mind still racing.

Meanwhile, I hear from many companies that they are offering virtual gatherings and even sports programs. The latter reminding me of the 1980s trend of TV-Aerobics. It has been generally acknowledged that we are social beings and that the contact to others is highly important. If it wasn't for the pandemic, the truck pilots would have their own version of that by meeting in coffee stalls. They would shoot the breeze when they take a break from driving, chilling over a Nasi Lemak or The Tarik. I am sure that truckers are just as sociable as office stuff, just that they have different venues. However, I have yet to hear of any weekly virtual call for the drivers or sports activities meant to keep them moving at home. Surely, they will miss their buddies and the lack of social activities will also take its toll.

Between the brooding at home, threats of financial hardship and the constant fear of bringing home a virus, this group of people must surely feel the impact of the pandemic. I am not saying that others do not suffer, just that I notice that the truckers have not been mentioned as a group that is being looked after or a spotlight on them. I think we owe it to the drivers that we try to help them making their lives less stressful. I would venture to say that anything we do to help them cope with the stress of the current situation will be less costly than having to deal with the fallout of the pandemic once we have returned to a form of "normal".

We all deal with stress differently. Just because I am keeping busy and my mind occupied may not mean that others do not suffer. As we know, many suffer in silence as they might be too afraid to speak up, appearing to be weak or unable to handle the situation. I would want to know how you and your drivers are dealing with the current situation to create an environment that nurtures mental health and wellbeing. **F**

# IVECO and Nikola Inaugurate Joint-venture Manufacturing Facility

An exciting new chapter in IVECO and Nikola Corporation's sustainable transport story set course today in Ulm, Germany as the manufacturing facility dedicated to the Nikola Tre electric heavy-duty trucks was unveiled to the public, ready to start production by year end. A milestone reached at record speed and delivered on schedule as previously communicated by IVECO, the commercial vehicles brand of CNH Industrial, and Nikola Corporation. The first Nikola Tre models produced here will be delivered to select customers in the United States in 2022. In addition to the battery-electric vehicle (BEV) production model, the next evolution of this modular heavy-duty platform was also on display to the public in the form of the fuel cell electric vehicle (FCEV) prototype of the Nikola Tre. This subsequent model will enter production in Ulm by the end of 2023.

Spanning 50 000 square meters, of which 25 000 are covered, the Ulm manufacturing facility features a final assembly process that has been designed for "electric-born" vehicles. This site, and first phase of industrialization, represents joint investment by IVECO and Nikola and involves a projected 160 suppliers in the process from start to finish. The production line is currently anticipated to be capable of manufacturing approximately 1 000 units per shift per year and is expected to undergo progressive ramp-up in the following years. The site is expected to operate according to the principles of the World Class Manufacturing programme, with the goal of achieving zero waste, zero accidents, zero failures and zero stock, confirmed by its key characteristics which include fully digital shopfloor management designed to guarantee 100 percent traceability and paperless operations. **T**





## HINO CALENDAR PHOTO CONTEST

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## Join the Hino Calendar Photo Contest 2022

There are no specific criteria for this contest and HINO welcomes everyone, whether you are a Hino trucker, business owner, photographer, or even a student, you can join the contest by sharing your Hino truck photo. Join now and stand a chance to win a holiday for two while selected photos will be featured on the Hino Calendar 2022!

Contest ends on 10 October 2021.

Entry Form: <https://www.hino.com.my/HINO-Calendar-Photo-Contest-2022-Form/>

# Logistics NGO Assistance for Truck Driver Families Affected by MCO



Most of the truck drivers, as well as their families, were deeply affected by the repeated Movement Control Order (MCO) where many factories were closed and they lost their source of income during Covid-19 Pandemic.

Therefore, Persatuan Usahawan Logistik Semananjung Malaysia (PULSE) initiated a project to provide aid to drivers affected by the situation. Coordinated by Vice President Mr Johsua and the Exco Member Dato Ghanesan, members

of PULSE have taken the initiative to help the families of drivers affected by this pandemic through the donation of association funds and contributions from association members.

Assistance in the form of basic food packs, diapers, infant formula Milk and cereal were distributed to 520 families of drivers.

Although transport companies are highly affected due to the closure of many economic sectors, the welfare of lorry drivers is taken into account to provide this assistance. The funding for the project was derived from contributions from PULSE members who are owners lorry transport companies throughout peninsular Malaysia.

Assistance by the government is greatly appreciated, however it has proven to be not enough for lorry drivers to cope with this prolonged period of MCO and the resulting reduction in work for this profession. "PULSE, on behalf of its members and the industry as a whole, hopes that the government will take appropriate action soon to help the families of lorry drivers whose source of income is affected due to this epidemic," said R.A. Rao, President of PULSE. **T**

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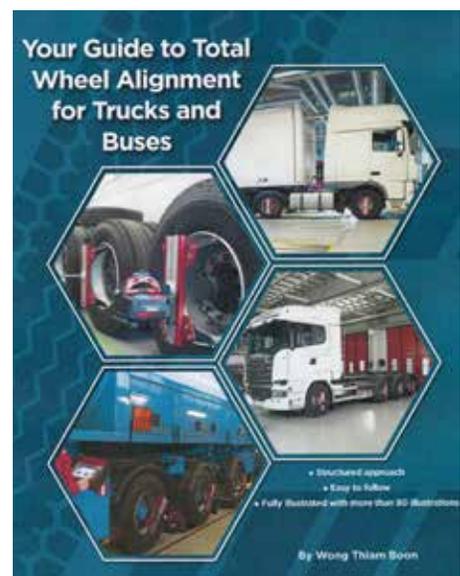
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Stefan Pertz,  
Editor, Asian Trucker Malaysia  
Editor, Asian Buses

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### ASIAN TRUCKER



## TRATON GROUP Faces Shortages in Supply of Semiconductors and Other Bought-in Parts

Since the end of August, the ongoing shortages in the supply of semiconductors and other key bought-in parts have also been having a growing impact on the TRATON GROUP and resulting in lower unit sales volumes. The shortages are affecting all brands — including the Company's new subsidiary Navistar — but to a varying extent determined by their supplier network, specifications of the individual vehicles, and customer demand. Each brand further intensified its measures to monitor the supplier network to be able to respond to delays and cancellations as swiftly as possible. Recently, severe difficulties in the supply of semiconductors have been primarily attributable to rising COVID-19 cases in Malaysia and the lockdown that followed.

Malaysia is an important hub as many chip companies relevant to the automotive industry have their production there. "We have ramped up existing measures in order to mitigate the supply bottlenecks as much as possible. There is a lot of demand for trucks from our customers right

now, in the aftermath of the COVID-19 economic slump, and we believe they should get their vehicles as quickly as possible. Having said that, it is not just the semiconductor issues stretching global supply chains at the moment — it is also the shortage of numerous other products. We expect this situation to continue throughout the remaining months of this year and into the following year," said Matthias Gründler, CEO of the TRATON GROUP 

## Volvo Trucks Acquires Heavy-duty Truck Manufacturing Operation in China



Volvo Trucks has agreed to acquire JMC Heavy Duty Vehicle Co., Ltd., a subsidiary of Jiangling Motors Co., Ltd., which includes a manufacturing site in Taiyuan, Shanxi province, China, for an amount of RMB 0.8 billion (approximately SEK 1.1 billion). The objective is to start production of the

new heavy-duty Volvo FH, Volvo FM and Volvo FMX trucks in Taiyuan for customers in China from the end of 2022.

Volvo Trucks has been active in the Chinese market since 1934. During the last couple of years, the strong growth of logistics services, including

e-commerce, has led to a surge in the sales of Volvo trucks in the country. In 2020, more than 4 500 heavy-duty Volvo trucks were imported and delivered to customers in China. In line with the long-term Volvo Group strategy, Volvo Trucks is therefore expanding its business operation in China.

"We are committed to shaping the future of sustainable transport solutions. With our long-standing presence in China, we are growing our sales, and we are expanding our strong network of sales and service points together with our private dealer partners. Over the last couple of years, we have seen a fast development of the logistics markets and an increasing demand for our premium trucks and services. To meet the demand from Chinese transport operators, the time is right for us to establish a regional value chain with our own heavy-duty truck manufacturing in China," says Roger Alm, President Volvo Trucks.

The operations in Taiyuan will include stamping, welding, manufacturing of cabs, painting and the final assembly of Volvo trucks. After investment, within a few years, the plant will have the capacity to produce 15 000 Volvo trucks per year with the potential to increase the capacity further. 

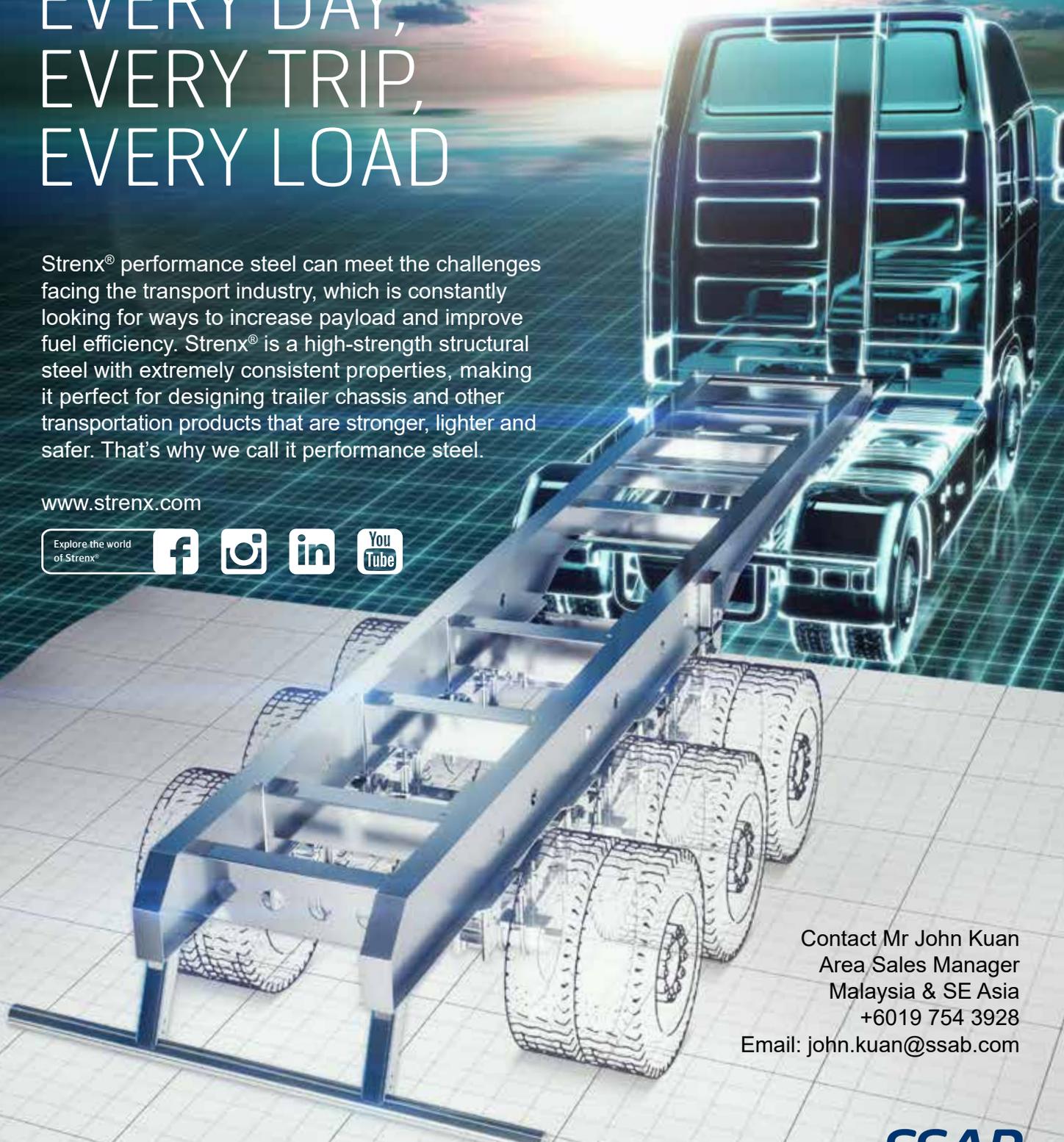
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