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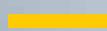


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- 06** Water drainage screw (water fill level sensor optional)

 Fig. multi-staged pre-filter



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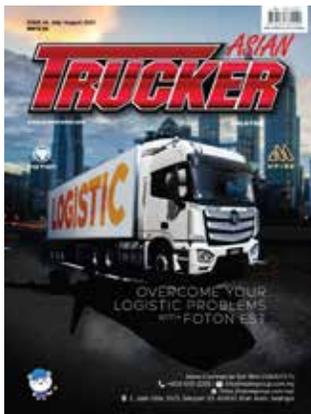
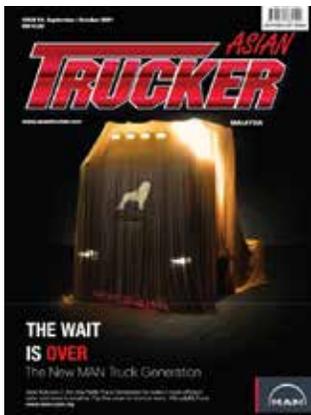
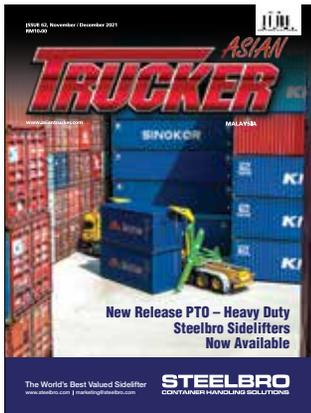
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# Tried and Tested or New and Improved?

**O**n behalf of all of us at Asian Trucker, I wish you a happy, healthy and successful year ahead. Hopefully, it will be a year where we can put the troubles of the past two years behind us and demonstrate the true potential of the industry.

This issue, the first for the year, is one that made me think about one major change that I perceive to happen. You will find that there are a lot of stories about innovations, tests and new approaches in this issue of our magazine. I have seen Scania hand over their first EURO V truck while MAN delivered a whopping 44 trucks with EURO V engine technology. In an exclusive interview I was able to learn more about the joint venture between IVECO and Nikola. Sendok hoppla-ed the market by showcasing the first fully electric van in the first week of January. I explored the features of the newly launched Volvo trucks and hope to soon be test-driving them too. Beyond that, I take great

pride in being able to present to you several other brands, companies and organisations that have started the year with the introduction of something new.

I say this is a shift from the previous paradigm that I have experienced. It used to be that the tried and tested, the compliant with the law, the proven method ruled. This seems no longer to be the case. Or is it? A tyre trial that we have started shows exactly that: if things are done right, even after 100 years, it can still be the right thing to do. I like the Truck Feature we have for you this time. Not only because I stumbled across the vehicles myself, but for the fact that these vehicles are still running, being testament to their quality and design.

In our cover story I discuss the various options one has for fuels these days. This was a rather interesting research project as one had to delve into the past of the industry as well as dream about the future. There are so many aspects to the idea that we are now having better access to alternative fuels that I could write a whole magazine just dealing with that. I won't do that as we also need to get the news about other topics out there. What struck me is that electrification has so many facets. Take the storage for instance. You can put Diesel into a rusty drum to store it for a while (it then needs to be filtered, treated etc, but you get the idea). Electricity is not that easy to store or transport. From here on out I would expect more content about electromobility to dominate not just our publications, but also other channels.

One tried and tested approach are in-person events. The recent CES in the US has shown just how important human interaction is. Research done during the show indicates that the year 2022 will be one where networking counts. With our own exhibition, Malaysia Commercial Vehicle Exhibition 2022, we are right on the spot with this trend. In the past four instalments of the expo we have already seen the magic that happens when people meet and potential buyers can actually touch, see, experience a product for real. This time, the exhibition will be a demonstration of the resilience of the industry on top of that.

The beginning of a new year is always exciting. Although, as the transport industry never really stops, there is no such thing as a gap. There are no seasons and no summer breaks. For me, I see a constant stream of exciting stories, anecdotes and articles that form. For this year, I am even more amped-up as I am expecting the penned-up demands, the needs accumulated in the past two years and the creativity that has been held back for so long finally coming to the fore.

Let's make magic happen together this year. But always drive safe!

Stefan Pertz  
Editor, Asian Trucker

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# FGV Acquires 44 MAN Trucks to Strengthen its Logistics Business



“Major transportation and logistics companies are increasingly putting their trust in MAN Trucks. Despite the pandemic, we have recruited a number of new customers to the MAN Truck family in the last 24 months. We are honoured that FGV Transport is among them. We are optimistic about future growth in 2022, having established ourselves as a leading provider of intelligent and sustainable transportation solutions with the recent launch of our Euro V-powered New MAN Truck Generation,” said O’Brooks.

The trucks’ model is the MAN TGS 33.480 6X4 variant powered by the MAN D26 common-rail diesel engine with a maximum power output of 480hp and 2,300 Nm of torque. The engine is mated to a 12-speed MAN TipMatic gearbox with retarder and off-road ready software.

Mohd Nazrul also said that the MAN Trucks’ high-capacity engines are ideal for FGV Transport’s operations, which involves transportation of high volume of bulk or liquid cargo with an average capacity of 40 metric tonnes (MT) per trip. “They are also equipped with various safety features that include two auxiliary brakes which is an important component required by FGV Transport in ensuring safety and comfort for our drivers,” added Mohd Nazrul.

“Having built an unmatched track record as the largest transporter of crude palm oil in the country over the past few decades, these new trucks will support our growing business beyond the FGV group to external customers in sectors such as cold chain transportation, oil and gas, haulage and industrial segment moving forward,” continued Mohd Nazrul.

**F**GV Holdings Berhad (FGV), through its logistics arm and subsidiary, FGV Transport Services Sdn. Bhd. (FGV Transport) has recently acquired 44 MAN TGS 6x4 prime movers from MAN Truck & Bus (M) Sdn. Bhd. (MAN Malaysia), a wholly-owned subsidiary of MAN Truck & Bus SE of Germany.

With the new fleet additions, the FGV Group now owns 560 units of trucks - 503 units for inland transport and 57 units for courier transport. Mohd Nazrul Izam Mansor, FGV’s Group Chief Executive Officer said, “As a major logistics player in the country with a fleet of over 500 trucks and 14 nationwide hubs, the new fleet additions will support the group in meeting the rising market demand for efficient logistics management.”

“This purchase is also part of the Group’s plan to strengthen our inland businesses under FGV Transport, with a projected additional revenue of RM6.5 million a year,” added Mohd Nazrul. The first 15 units of the 44 prime movers have been delivered, with the remaining units expected to arrive by the end of December.

Andrew O’Brooks, Managing Director of MAN Malaysia remarked that the tender win was a significant boost for the company and brand. It was also the largest single order for MAN Malaysia in 2021.

## About FGV Transport Sdn Bhd

FGV Transport is a total logistics service provider catering to both domestic and international transportation and shipping requirements. Our experienced logistics professionals, with our own fleet, reliable agents and partners worldwide, are ever-ready to offer tailor-made transportation and logistics solutions for our customers. The company operates from various locations nationwide including all major Malaysian ports offering customers a variety of transportation and logistics services. It also has an office in Kuala Lumpur International Airport to handle airfreight shipments. Our large fleet of trucks of varying capacities from one-tonne to 50-tonne are equipped with advanced GPS tracking systems to ensure all products are carried safely to destinations. **T**



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# First Electric Aerial Ladder

*Rosenbauer implements the first electric L32A-XS on a Volvo FE Electric.*

**R**osenbauer is working vigorously on expanding the electric vehicle fleet for fire departments. After the RT tank firefighting vehicle and a logistics vehicle, the first L32A-XS aerial ladder is now also being electrified. The top priority of the development engineers is to make the electric aerial ladder just as functional, powerful, and reliable as the proven standard aerial ladder and to ensure the same ease of operation, serviceability, and spare parts availability. That's why only high-quality OEM components are used for the electric aerial ladder: the ladder set of the proven L32A-XS and the series chassis of the Volvo FE Electric.

### Same technology, same benefits

Both the classic and the electric L32A-XS are based on the same aerial ladder technology from Rosenbauer Karlsruhe and offer the same firefighting tactical benefits. The aerial rescue structure is largely identical, but the drive concept differs significantly. While the classic XS is powered by an internal combustion engine, the electric aerial ladder has three electric motors: two for the traction drive and one for aerial ladder operation (ePTO with 70 kW). Power is provided by two or three lithium-ion batteries with a capacity of 66 kWh each.

### Sufficient energy on-board

With battery capacities of 132 or 198 kWh, the electric L32A-XS has more than enough on-board energy to perform typical aerial ladder operations reliably and without interruptions. For example, a city deployment with a five kilometer drive, one jacking operation, three ladder movements (load cycles), 30 minutes of light mast operation, including return trip, consumes about 20 kWh. The aerial ladder with two battery packs will then still have a "residual capacity", with which up to four more such operations could be carried out. An operation on land (30 km drive to and from, two jacking operations, five ladder movements and one hour of light mast operation) consumes around 52 kWh. For an aerial ladder with three battery packs that's enough power reserve for at least two more operations.

The battery packs can be charged with alternating current from standard industrial power sockets or at suitable direct current charging stations. An external supply can also be used during aerial ladder operation.

### Experiences from regular operation

Rosenbauer has been working on the electrification of firefighting vehicles for more than seven years, and in autumn 2020 it launched the RT, the first new-generation tank firefighting vehicle. The Berlin fire department has been testing the RT in regular operation since February (Berlin Mitte and Suarez firehouses, from November Schönberg fire station) and has completed around 800 missions in the last eight months, more than 90% of which were purely battery-powered, without any power generated by the range extender. With their eLHF, the emergency crews are not only environmentally friendly, but are also exposed to fewer exhaust and

noise emissions at the operation site. This improves the working conditions around the vehicle, reduces stress levels and, last but not least, benefits the local residents.

The know-how acquired in recent years in the field of high-voltage technology is now also being used in the development of the first electric aerial ladder. The prototype based on DIN EN 14043:2014 and EN 1846 will be presented in summer 2022. Schutz & Rettung Zürich, the largest civil rescue organization in Switzerland, is the first lead customer for the test operation. Rosenbauer is thus once again underscoring its leading role as a trendsetter in the firefighting industry and, with the first electric L32A-XS, is now also showing in the aerial rescue sector what firefighting vehicles will look like in the future.

Rosenbauer produces aerial rescue vehicles at the Group's Competence Center in Karlsruhe and at the US manufacturing sites in Wyoming, MN and Lyons, SD. Aerial rescue superstructures are supplied by Rosenbauer Aerials in Fremont, NE and by Rosenbauer Rovereto, Italy. The product catalog includes aerial ladders with working heights from 20 to 64 m and hydraulic platforms with working heights from 32 to 64 m, as well as telescopic booms with lengths of up to 20 m, which are mounted on industrial and ARFF vehicles. In 2020 Rosenbauer produced around 280 aerial rescue vehicles, which made up for 14 percent of total Group revenues. **F**

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# Strategic Assets: Hammar Sideloaders

*Adding new Hammar Sideloaders, PMSAA Multimodal is hoping to open up new markets and opportunities.*

The current situation in the ports presents itself as an opportunity and constraint at the same time. Moving as many containers as possible is now a must, but hauliers may be impeded by how containers are moved traditionally. Sideloaders have long since proven to offer an alternative way of working that is effective and efficient.

This is also echoed by Mr Stanley Ang, General Manager of PMSAA Multimodal Sdn Bhd. A recent purchase of Hammar Sideloaders has given his business an edge. With 60 trucks and 10 Sideloaders, he is responding to opportunities that arise. The latest two Hammar Sideloaders are a 153s and a 195 model.

One issue that the Sideloaders address is the need for unstuffing on the ground, something that is becoming increasingly popular. Also, with the shortage of shipping capacity, some consignees are opting for 45 footer containers. To handle these, PMSAA Multimodal is deploying the latest Sideloaders they added to their arsenal: the Hammar 153. Known for stacking capability and the ability to handle extra long and heavy containers, PMSAA hopes that the availability of this trailer will open up new segments.

While the industry laments the shortage of drivers, PMSAA Multimodal is also viewing the Hammar Sideloaders as a tool that can help to make the workplace a safer place. Again, the model 153 shines as the extra support leg ensures that the trailer is solidly placed, even on less even ground.

## **In Focus: The Hammar 153**

The Hammar 153 model is a combination of the Hammar 155 and Hammar 151 model, with two different support legs, the 155 Step-Over support leg and the 151 Precision support leg.

The Step-Over support leg unfolds and extends 3.2 meters outward in a “step-over” motion. This allows fast and easy transfer operations by placing the support leg at ground level on the opposite side of the companion chassis, while also giving extra stability. The second “Precision” support leg” is extending and tilting, making its positioning very flexible.

Combined this allows for fast and efficient transfer operations, while retaining a lot of versatility during more complex operations compared to only using one type of support leg. The Hammar 153 is an excellent choice when you have multiple transfer operations but want to retain the versatility of the precision support leg.

The Hammar 153 can be equipped with 30 tonnes stacking capacity, enabling stacking of two high cube containers. Two extra support legs are mounted on the non-lifting side for extra stability and safety.

The StepOver support leg can be placed at ground level on the opposite side of the companion chassis, or in a folded position on top of the chassis. The precision support leg can be placed behind/in front of the companion chassis, or on top or under it depending on the situation. When handling a lighter load, the precision leg can also be placed vertically down. 

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# Isuzu Does it yet again: Number 1!

*Isuzu retails top titles as Malaysia's No 1 truck and light-duty brand for the year 2021.*

Isuzu Malaysia Sdn Bhd announces today that the brand has retained two titles once again: as Malaysia's top-selling truck for the 8th consecutive time and as the best-selling light-duty truck for a 12th straight year. These accomplishments were delivered through the total combined sales of 4 808 units of trucks in all segments and 4 545 units of light-duty trucks that were recorded in 2021.

"We are extremely thrilled to be able to achieve and retain the top spot again for overall truck and light-duty truck categories which our Isuzu brand has been privileged enough to enjoy for so many consecutive years in this market," said Koji Nakamura, Chief Executive Officer of Isuzu Malaysia Sdn Bhd.

"These achievements demonstrate the continuation of our robust footprint and growth in Malaysia, as well as our ability in positioning ourselves to harness the opportunities whilst tackling the challenges amidst a pandemic-laden market situation. It is also particularly significant given how this situation had caused supply chain disruptions such as scarcity of raw materials which has impacted production in the trucking industry," he said.

Isuzu Malaysia also shared that another key factor which had significantly contributed to the brand's continuous market-leading success is its extensive dealer network across the country. It said that the regular communications between head office and dealer partners had fostered strong relationship which enabled Isuzu Malaysia to capture on-ground market intelligence and deliver what customers need.

"Our dealers have a closely established rapport with our customers and were able to constantly gather feedback about the customers' business situation and trucking solutions requirements. With these crucial 'on-ground' market information, our sales and aftersales teams could identify what are the gaps and work towards maintaining the strength of their respective operations for the benefit of our customers," said Atsunori Murata, Chief Operating Officer of Isuzu Malaysia Sdn Bhd.

Murata added that prior to the pandemic, Isuzu Malaysia's management team used to make regular face-to-face visits to its dealerships, business partners like body builders and transporters, and customers.

However, this had to be immediately re-strategized by optimizing digital communications platforms for its marketing efforts such as creating videos on You Tube and Facebook, disseminating SMSes and holding meetings using Microsoft and Google tools. All these were done to ensure continuity of relationship building and promotion of new products and services for easy understanding of Isuzu's offerings.

In the last two years, Isuzu Malaysia had rolled out several strategic initiatives such as partnering with new dealers and opening of new centers, introduction of new product innovation which is the ELF range with Isuzu Safety Plus for greater safety and efficiency, plus on-time truck delivery to customers.

The company said all these had helped in further meeting the trucking solutions needs of customers and enhancing their satisfaction through market reach and quality service, which are pivotal in maintaining its robust truck sales and market-leading position.

"We are grateful that our Isuzu brand continues to enjoy high demand as more customers experience the



performance and comfort of our trucks. Since we introduced the new ELF range with Isuzu Safety Plus two years ago featuring a combination of safety system upgrades and B20 biodiesel compatibility, our customers have experienced greater efficiency and safety," Murata shared.

"Overall, Isuzu Malaysia is very honored to share our success with everyone in our dealer network and employees because without their strong passion, dedication and outstanding work for the brand, achieving a market-leading position year-on-year would be a tough feat.

"Equally, we are also extremely appreciative to all our customers and we will continue to remain focused on providing more excellence and value through outstanding products and services to support their varied trucking needs," concluded Murata. 



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RHEINMETALL



UD Trucks and its Malaysian sole distributor, Tan Chong Industrial Equipment Sdn Bhd (TCIE), took time off working norms to meet and pay tribute to the truck drivers. These unsung heroes, worked endlessly during this difficult period to ensure we all go through the hardship and struggles of the movement restrictions with the necessities to live our lives as normal as we can, albeit new circumstances.

Present to hand out over 5 000 hygiene packs with face masks and hand-sanitizers to truck drivers at the PLUS Highway rest and service areas (R&Rs) at Dengkil, Sungai Buloh, Tapah and Nilai were TCIE Executive Director, Say Teck Ming, after-market Deputy General Manager, Steve Teng, as well as other representatives from UD Trucks and TCIE.

“Truck drivers are extremely important stakeholders in our trucking industry, and we are very appreciative of their efforts and sacrifices during the pandemic period. Carrying out jobs like usual, knowing that anyone you meet may bring harm to yourself and your family, is not for the faint hearted. You have to be mentally prepared, strong willed and of course disciplined in adhering to SOPs all the time. On behalf of my colleagues at UD Trucks and TCIE, I salute our truckers in the logistics and transportation industry. You are our true heroes who go the extra miles”, said Say. **F**

## UD Trucks and Tan Chong Industrial Equipment Sdn Bhd (TCIE) Appreciate Truck Drivers

**U**D Trucks and Tan Chong Industrial Equipment Sdn Bhd (TCIE) have conducted a CSR activity lately to pay tribute to truckers by distributing hygiene packs at selected rest and service area in appreciation for their tireless contribution to the logistic industry as part of their corporate social responsibility (CSR) programme.

As they say, the logistics and transportation industry is the lifeline of an economy and throughout the Covid-19 pandemic, this industry continued to serve the Malaysian people day and night, ensuring food and essentials, as well as comfort goods, arriving on time and inspiring the fight in the battle against the pandemic.

# FUSO Launches New Euro VI-compliant Line-up for the Taiwanese market

Mitsubishi Fuso Truck and Bus Corporation is pleased to announce the official launch of the new Euro VI-compatible line-up of light-, medium- and heavy-duty FUSO trucks for the Taiwanese market. An event celebrating the new range of vehicles took place at the Tainan Airport on December 23rd, 2021.

The new Super Great for the Taiwanese market now comes with the powerful OM470 common-rail engine and the ShiftPilot AMT system for a smooth driving experience. Compared to the Euro V Super Great, this new heavy-duty truck for Taiwan delivers 13 percent more horsepower and 10 percent more torque. The vehicle comes with essential safety features such as the Lane Departure Warning System (LDWS), Electronic Stability Program (ESP), Active Emergency Braking System (AEBS) as standard, as well as Sideguard Assist as an option. The revamped medium-duty Fighter truck also comes with advanced safety features (LDWS, AEBS) as well as a more ergonomic cabin to

reduce driver fatigue. The Canter line-up, which is the best-selling of all FUSO truck segments within Taiwan, also has seen important upgrades. Ranging from 3.5 tons to 8.55 tons, the Taiwanese line-up of light-duty trucks now includes a 7.9 ton model added following customer demand.

Taiwan has been extremely vital for the FUSO brand over the past decades, currently representing the second largest international market. Sales have been strong despite the challenging global economic situation. In 2021, FUSO achieved the status of the top-selling commercial vehicle brand for the 30th consecutive year with a share of market of 33.6 percent. In particular, the light-duty segment remains FUSO's strongest; the number of Canters registered in the GVW 5 ton segment saw a 45 percent increase in 2021 compared to 2020. Across all segments, 28 percent more FUSO vehicles were registered in 2021 over the previous year. **F**

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# 1 to 60: Every Delivery is an Excitement for Scania



*This January, Scania delivered its first EURO V New Truck Generation in Malaysia to one customer as well as a whopping 60 vehicles to another.*

Scania delivered the first EURO V New Truck Generation (NTG) in Malaysia as part of its sustainable partnership with Xin Hwa Holdings Berhad (Xin Hwa). The key was handed over to Ng Aik Chuan, Managing Director, Xin Hwa Holdings Berhad by Thor Brenden, Services Director, Scania Southeast Asia. Witnessing the handover was His Excellency Dr Joachim Bergström, Swedish Ambassador to Malaysia.

A key feature amongst many Scania engine technologies in the Scania NTG Euro V R620A6X4NZ is the Selective Catalytic Reduction (SCR) system that reduces local emissions that contribute to smog and haze. Committing to the EU emission standard, local emissions are measured in Nitrogen Oxides (NOx), a toxic gas, and particulate matter (PM). Extra High-Pressure Injection (XPI) enhances performance and fuel economy.

Scania's mission is to drive the shift towards a sustainable transport system through sustainable partnerships, creating a world of mobility that is better for business, society and the environment. By starting to deliver Euro V vehicles, it helps towards creating a healthier environment in Malaysia. Brenden iterated that Scania is also a supplier of AdBlue, thus customers using this engine technology would not have to worry about access to the additive. He further stated that Scania is taking this step in order to support overall health of the nation. Local emissions have been linked to premature deaths numbering in the thousands. According to him, the reduction of green house gases and other harmful particles should be a priority. "As the technology is available, we gladly offer it. The engines have been in use for over a decade now and we believe that just compliance with the law is not good enough when we can do better."

The design of this New Truck Generation has improved from the previous generation making the truck more user-friendly. A very comfortable adjustable driver seat that is placed closer to the door, with ergonomic dashboard and most importantly the large windscreen with extended view. It gives clear visibility from the different angles for the drivers making it easier for them to operate in a comfortable and safe environment. Safety features include the Electronic Braking System (EBS) for responsive emergency braking while the

retarder provides additional braking power. The standard Opticruise gearbox gives the Scania NTG Euro V a pre-set default Economy mode for better fuel efficiency.

"This Scania New Truck Generation Euro V was specified for Xin Hwa as it has the power and torque that is needed by their operations. We went further by recommending to lower local emissions too by using Euro V," said Brenden. "And, with Scania Financial Services, Xin Hwa will also benefit from the flexible financing solutions by Scania Credit Malaysia providing it with predictable cost over the entire lifecycle of the truck," added Brenden.

Established on 18 January 2013, Xin Hwa is an investment holding company engaged in the provision of management services. Through its subsidiary Xin Hwa Logistics and Transport Sdn Bhd, it provides integrated logistic services involved in land transportation, warehousing and distribution operations. The founder Eng (Ng) Peng Lam started a small-scale transport operation in 1965 and in 1992 expanded the land transport operations with sons Ng Aik Chuan and Ng Yam Pin through the incorporation of Sinwah Trading & Transport Agency, a transport and customs forwarding agency involving the provision of cargo transportation services for manufactured products.

Meanwhile, just before the Chinese New Year, the first batch of 60 Scania New Truck Generation (NTG) was handed over by Daniel Tan, Sales Director, Scania Southeast Asia to Dato' Chan Kong Yew, Chief Executive Officer, Infinity Logistics & Transport Sdn. Bhd. (Infinity) in its expansion drive to facilitate its growth. Gracing this event were also Infinity's Board Members and Management Committee.

"The 60 Scania NTG units are 30 units of P360A 4x2NZ and 30 units of G410A 6x2NZ that will strengthen Infinity's fleet and enable fulfilment of its objective to run a sustainable operation in line with its Corporate Social Responsibility (CSR) movement. Having these NTG units financed by Scania Financial Services also provides flexible financing solutions tailored to give Infinity predictable costs and manageable risks – over the entire lifecycle of the NTGs," stated Tan. "This goes in line with Scania's mission to drive the shift towards a sustainable transport system through sustainable partnerships, creating a world of mobility that is better for business, society and the environment."

The NTG is also designed and engineered to give Scania truck owners better fuel efficiency and lower CO2 emissions as it is equipped with advanced powertrain and aerodynamic solutions. They give more than three percent fuel economy when coupled with Scania Contracted Services and Data-driven Services from Scania. Furthermore, the Opticruise gearbox gives the Scania NTG a pre-set default Economy mode for even more fuel efficiency.

These Scania NTGs provide a very comfortable adjustable driver seat that is placed closer to the door, with ergonomic dashboard with a 5-inch touchscreen that works very well for the drivers. And most importantly the large windscreen with extended view that gives clear visibility from the different angles for the drivers making it easier for them to operate in a comfortable and safe environment. Other safety features include the Electronic Braking System (EBS) for responsive emergency braking.

"We are in this business to ensure profits to all our shareholders, but we also need to take care of the environment that we live in. Thus, we have embarked on a mission more than a decade ago to be socially responsible with an aim of sustainable development of the society and environment and we have gradually evolved our CSR efforts since then. From being just a contributor, we have now become an initiator striving to sustain our efforts. To us, sustainability means balancing economic, environmental and social needs to find the best solutions which are essential to ensure a more sustainable future," stated Chan. 



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## Daihatsu's Flood Relief Program Aiding Affected Vehicle Owners

In an effort to ease the burden of those severely affected by the unfortunate recent flood, Daihatsu (Malaysia) Sdn Bhd (DMSB) embarks on a special flood relief program as part of its initiatives to support its affected customers across Malaysia respectively.

Staying true to its slogan 'Light You Up' where light illuminates the darkness, DMSB is working towards lightening the difficulties and illuminating customers' needs through the Daihatsu Flood Relief Program. Open to all Daihatsu vehicles affected and damaged by flood from 22nd December 2021 onwards till 28th February 2022 at all authorized Daihatsu service centres, this program will certainly benefit both individual SME owners as well as corporate fleet.

Arman Mahadi, Managing Director of Daihatsu Malaysia Group remark on, "Malaysian witnessed hundreds of vehicles caught stranded in flood water and traffic stand still broadcasted over the news. Among the impacted Gran Max users include business owners engaged in their daily operations, courier dispatchers on their daily delivery run, and even long-haul drivers commuting from state-to-state, to which all require immediate vehicle inspection followed by servicing."

The company is deeply saddened and concerned not only over the well-being of those hit by the disaster, nevertheless business operation recovery process specifically for its owners and corporate fleet customers. "Transportation industry and the likes of Daihatsu commercial vehicles are essential and among the more vital economic activities for a business, having a single vehicle off the road for a period of time would cause some sizeable impact. All things considered, our Daihatsu Flood Relief Program aims to prioritize safety of all our users so as to increase fleet uptime in running an efficient operation and ensuring business remains profitable." Arman added.

### Daihatsu Staff Flood Relief Donation Drive

Close to home, a donation drive was organised by Daihatsu. Funds raised are to be distributed to all employees of Daihatsu Malaysia Group who were affected by the flood disaster. Total donations amounting to RM 30 000 were collected in an ambition to extend a helping hand to flood victims. Regarding the initiative, Mahadi remarked "The Daihatsu Staff Flood Relief Donation Drive was swiftly carried out to give our employees an opportunity to contribute and to provide a helping hand to our dear colleagues and their families."

Not only financial assistance was provided; a team formed through a special task force was deployed at several locations to conduct house visits for the severely affected employees. This team provided assistance in the form of food, basic necessities and moral support.

### Daihatsu Flood Relief Program

On the assistance offered, affected Daihatsu owners are entitled up to RM100\* Towing Service Subsidy per vehicle to the nearest authorized Daihatsu service centres with terms and conditions apply. On top of that, eligible owners will benefit from up to 40 percent off selected Daihatsu Genuine Parts\* and 20 percent off Labour Services along with Free Vehicle Inspection Services. Selected Daihatsu genuine spare parts replacement performed on any engine and transmission overhauling comes with a manufacturer's warranty of one (1) Year / 20,000Km\* (\*T&C / whichever comes first).

For added convenience, DMSB also offers mobility solutions by deploying and mobilising its Daihatsu Mobile Service team providing onsite vehicle servicing at customers' convenient place and time upon request, subject to availability of radius range. As an authorized Hino Malaysia dealership, any DMSB Hino owners affected will also be eligible for Hino Flood Relief Assistance that will run concurrently and consecutively with Hino Malaysia. Arman further emphasize "We are committed to providing every possible aid towards our customers, keeping in mind that every solution offered are reliable and efficient in their best interest. All authorized Daihatsu service centres will remain in operation during this crucial time, providing optimum access to owners whom is in need of our service assistance."



## MCVE Celebrates a Resilient Industry

*The fifth instalment of the event will see the return of many brands, being testimonies to the resilience of the industry.*



Finally, the wait is over for the industry to have their premium exhibition platform back: manufacturers can showcase their latest products while visitors have the chance to get an update on what is available in the market. While the event structure has been adjusted to meet the current requirements to fight the pandemic, organisers are confident that the show will be a successful one for all parties involved.

Held in the usual location, Malaysia International Exhibition and Convention Centre, on 10 to 12 March 2022, the exhibition is to occupy three halls again. "We are very grateful for the support we have received from the industry. Several brands have stepped up their game, adding program points to the show," said Stefan Pertz, Organiser of the Malaysia Commercial Vehicle Expo, MCVE 2022. In this instalment of South

East Asia's largest commercial vehicle exhibition, Man Truck & Bus, Hap Seng Trucks Distribution and Hengst are named as sponsors.

"We can expect a lot of excitement. It has been two years since brands have been able to fully showcase their latest innovations and offerings," Pertz said. He expects that many visitors will make full use of the event to update themselves. A number of brands have launched new products during the Pandemic, which may not have been fully introduced to the market. Here, visitors will be able to experience these products first-hand. It stands out that there are a number of newcomers to the show, brands that have previously not exhibited.

Should one wish to put the event under a theme, then it would be resilience, Pertz stated. According to him, the

industry has proven a number of things during the lockdowns and Pandemic. Firstly, the transport sector is vital. "It has been amazing to see that none of the fears of empty shelves have come true. This is clearly a testimonial of the robustness and ambition of this industry." Secondly, the restrictions and conditions imposed have spurred the development of new tools, procedures and products. Delegates will surely find solutions at MCVE that further enhance their businesses.

Without one key component, the industry would not function at all: the drivers. As is customary, truck pilots and bus captains will be honoured during the event. The organisers are looking forward to welcoming drivers to the event as this is an excellent opportunity to get involved with their future tools of the trade. In particular, the Scania Ecolution 'A Good Driver' Competition – MCVE Edition, will be an excellent opportunity for drivers to test their driving skills in the latest generation trucks offered by the Swedish brand.

Emphasising safety on the roads and beyond, the organisers of MCVE assure that the event will be held in a safe manner, with SOPs in place in accordance with mandated regulations. "MCVE has always been about business and excitement while equally focused on safety. It is therefore just natural for us that we incorporate measures to fight Covid-19," Pertz highlighted. Overall, the organisers are confident that this milestone event will be yet another success. 



# Artha Logistics goes from Strength to Strength with the Help of Steelbro Sidelifters



*Ranked in the top 30 hauliers in the Port Klang, fast growing Artha Logistics Sdn Bhd has been recognized as one of the most successful total logistics companies in the region.*

**E**stablished in 2008, Artha Logistics is headquartered in Port Klang, and operate through their own offices and a global services network across 52 locations. They provide a “one-stop-solution” with services ranging across multimodal routes including air, sea, rail and road transport as well as customs clearance, project logistics and warehouse services. Their commitment to customers has seen them become the preferred supplier to various companies.

In May 2011, to provide more comprehensive logistics solutions to their customers Artha Logistics formed a container haulage operation. Initially, it was to cater to existing customers, but the customer base quickly grew to include freight forwarders nationwide. The operation turned a profit within its first year of operation and continues to be a core contributor to the company’s growth rate to this day.

Artha’s comprehensive fleet of haulage trucks includes some 50 prime movers, 205 trailers, and Sidelifters, including 12 Steelbro Sidelifters. The container haulage operation mainly uses the Sidelifters to perform short journeys carrying a variety of loads including 20’, 2x20’, 40’ containers.,

#### **ISO Tank and flat racks**

In the last three years Artha Logistics have purchased six Steelbro SB450 Sidelifters. The SB450 Sidelifter ticked all the boxes; price, safety, longevity and stability. According to

Mr Viswanathan "Steelbro units are worth every penny invested. The six units we added in the last three years are a result of revenue earned from each of the Sidelifters"

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

For Viswanathan asset optimisation is key and the Steelbro Sidelifters stand up to the task. "We at Artha always maximise our Sidelifter resources. We operate 24/7 and Steelbro units keep us going for all types of projects. Steelbro is like a bull. Give the Sidelifter any job and it does it all."

Another drawcard for Artha was the versatility that the Steelbro units provide including trailer transfer and double stacking. All Steelbro Sidelifters can double stack both 20' and 40' containers. According to Viswanathan this has been a problem solver "Our space constraint issue was solved with Steelbro double stacking."

Artha Logistics have also used the Steelbro service centre based in Port Klang. The handy located service centre provided "fast and efficient" service.

Artha Logistics strong growth was recognised in 2021 when they received the SME100 fast moving companies award from Business Media International. For Artha Logistics this award was not only a recognition of their achievements, but it was a milestone in motivating the company to capture a greater share of the market to become a major player in the market.

According to Andy Ersalle, Steelbro Regional Manager SE Asia "Steelbro is privileged to be part of Artha Logistics growth journey." 





# Fuelling an Industry

*A drastic shift to alternative fuels is currently shaking up the industry. Time to look at how the industry will move in the future.*



One of the current megatrends is the electrification of drive trains. How simple that term may make it sound on the surface, there is a lot more to it. There is no denying that we need to re-design vehicles as the current way of fuelling them is no longer sustainable. Burning fossil fuels has been identified as a major contributor of CO<sub>2</sub> emissions, which has reached levels that are putting the entire planet at risk.

### **The Biggest User**

The transport industry has been identified as the major contributor of CO<sub>2</sub> emissions and it is only natural that we start inciting change here. It is also interesting to note that the general consensus points at developments that are



very different when it comes to personal transportation compared to commercial vehicles. Millennials for instance are said to shun the ownership of expensive investment goods: cars are better rented when needed, rather than paying for one that is supportive of a flexible lifestyle that sees a young person spend money on food rather than property. With the arrival of autonomous vehicles we will also be able to address the issue that a personal vehicle will be moving only about two percent of its lifetime.

Combining the technology of a ride-hailing app with an autonomous vehicle will allow us to have the cars on the road most of the time, rather than in the basement car park. Cars spending more time driving means that we need fewer of them. Drastically fewer. At the same time, we will see a continued increase in demand for public transport. More and more mega cities are warming up to Bus Rapid Transport systems (BRT) and to connect one city with another. The idea of last mile transportation being possible has given way to concepts that see only a few passengers in a bus-like vehicle, creating personalised routes. The city of the future may be one where there are myriads of public transport systems with very few or no more vehicles owned by individuals. The bottom line is that the need for energy will continue to increase.

### **Hydrogen & Co**

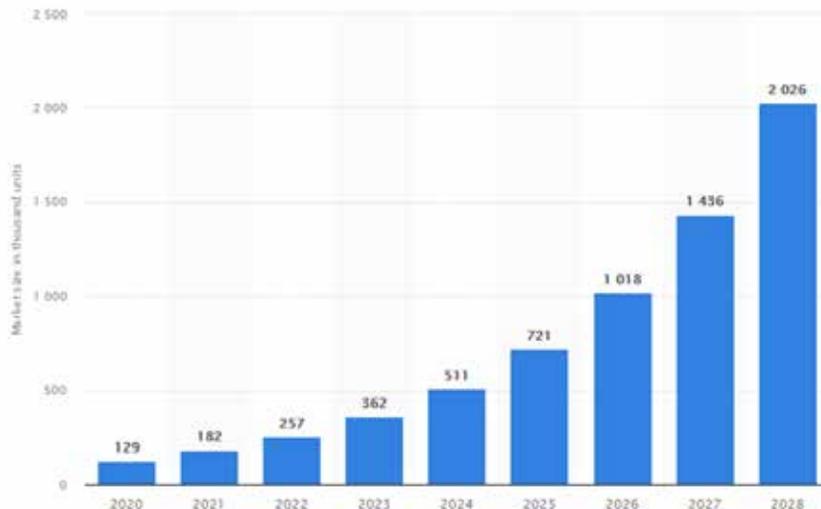
Somehow, electric vehicles are nothing new as such. The very first Porsche, build in 1898, was a fully electric vehicle. However, with the development of new technology, electrification of large fleets and vast distances is now possible. Today, we see a range of new fuels emerging. Hydrogen is one that is being hailed as emission free at the point of use, i.e. when a vehicle uses it as a fuel to move about. Scania for instance is looking at alternative fuels, such as their process to convert waste to energy. Electric vehicles could be either powered by batteries that are charged in depots or through induction spools that are embedded in bus stops or at traffic lights. We also see the delivery of electricity to vehicles via overhead lines, very much as trolley busses would use them.

Fuel cells using hydrogen are providing energy to power a bus through a reaction within the cells, which need re-charging at a depot too. Gas, as a by-product of oil extraction is another viable fuel that can be used to power buses. Recently, DEUTZ AG, now the world's oldest engine company and one of the world's leading independent engine manufacturers has launched a new engine. The hydrogen-powered engine has passed initial tests on the test bench with flying colours and is scheduled to go into full production in 2024. The six-cylinder TCG 7.8 H2 is

based on an existing engine design. Generating a power output of 200 kW it runs carbon-neutral and very quietly. In principle, the engine is suitable for all current DEUTZ applications, but due to the available infrastructure it is likely to be used first in stationary equipment, generators, and rail transport.

The last word on the Diesel engine has yet to be spoken as ongoing development is still delivering improvements in fuel efficiency, thus also contributing to the goal of reducing CO2 emissions.

**Projected global market size for electric commercial vehicles - 2020 and 2028, in 1 000 units**



Source: Statista

**Production and Delivery**

Each of these fuel has its own pros and cons. For instance, Diesel is widely available now and while burning it is producing harmful emissions, the energy content is among the highest. Powering a bus using a battery or fuel cell may be emission-free at the point of consumption, but the energy would need to be produced and delivered to the vehicle as well. Electricity could be produced using nuclear power, which results in radioactive waste. Said waste in turn is something that needs to be considered when looking at the overall P/L sheet of this fuel. Another option is the use of solar panels, which would require waste areas of land to be converted into solar farms.

Diesel today also still has the advantage that the delivery system is well rounded out and there is hardly a place on the planet where access to Diesel is a tough call to make. In contrast, any infrastructure for electricity, hydrogen or other means would have to be build first. While the technology is available and viable, it will still take time until the service networks can rival our commonplace petrol kiosks.

**Storage and Safety**

While building the infrastructure for delivery of electricity, gas or fuel cells as propellant, safety of each fuel will need to be addressed. Diesel, again, has an advantage as the storage is relatively easy and it does not easily combust. In the wake of a recently launched fully electric bus, the manufacturer also pointed out that safety protocols for a fully electric or even hybrid bus requires adaptation. Dealing with electricity needs technicians to be trained in order to avoid any injuries or fatalities. The same applies for hydrogen and gas, which require extra care as these fuels are highly combustible, unlike Diesel.

**Established vs New Players**

The rise of new energy solutions has also opened up opportunities for new market entrants. Established companies will have to develop and maintain a



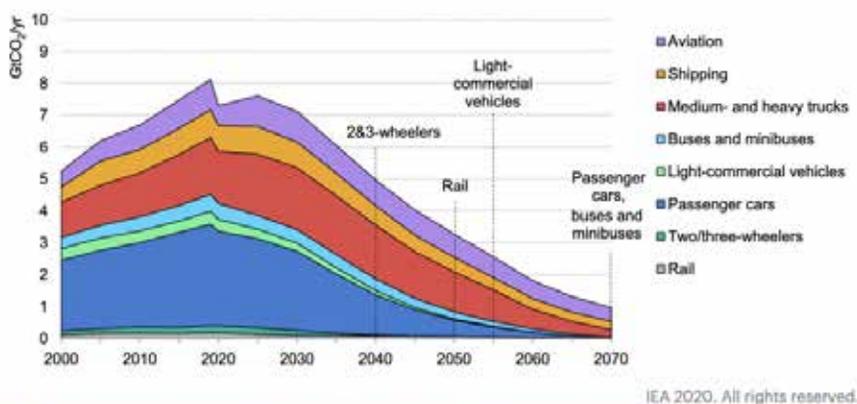
number of drivetrain options as they still need to service the existing fleets powered by Diesel while offering new variations. When starting from scratch, one does not have to deal with old structures, promises for warranties and the need to continue servicing older technology. In the past few years, the market has seen new entrants challenging the established, global players: Hyzon, Nikola and Tesla are just a few to name, but maybe the most prominent ones.

Some have argued that these new players will outperform the established brands as they are able to offer the latest, newest technology without having the historical baggage of the Diesel era. What many may forget is that most OEMs are listed companies that cannot announce forward looking statements about their upcoming technology or sales estimates. One thing is for sure though: the established brands are not sitting idle either.



For example Daimler and Volvo Group are developing fuel cells in a joint venture and many other similar agreements between brands have been formed in order to further accelerate the development on new fuel technologies.

**Figure 3.16 Global CO<sub>2</sub> emissions in transport by mode in the Sustainable Development Scenario, 2000-70**



Notes: Dotted lines indicate the year in which various transport modes have largely stopped consuming fossil fuels and hence no longer contribute to direct emissions of CO<sub>2</sub> from fossil fuel combustion. Residual emissions in transport are compensated by negative emissions technologies, such as BECCS and DAC, in the power and other energy transformation sectors.

**Source: Our World in Data**

The fuel revolution is also seeing interesting alliances being formed. Recently, new entrant Nikola and Iveco formed a joint venture thus increasing threats

from a reputable competitor accessing new technology. Meanwhile, the promises of a cleaner future are not always kept by a challenger. For example, Tesla's yet to be sold Semi Trailer could be identified as threat upon introduction in 2017. This may no longer be a valid as Volvo Group started selling electric vehicles although Volvo Group's record number is lower than Hyzon's sales in Australia.

### A Question of Strategy

Both, transporters and OEMs will need to find a strategy that balances needs and demands from the industry with the call for greener transportation. At the moment, alternative fuel technology is also implicating a higher price tag for the bus or truck. Strategic planning needs to consider the financial position of these company. When deciding to make a switch from Diesel to any of the alternative fuels, due diligence has to be carried out, applying



various methods to appraise possible providers of vehicles and infrastructure, ensuring that investments provide long terms financial gains and strategic advantages derived from the new technologies. As an overarching basis for any recommendations made the following can be used:

Two mega-trends impact this industry: population growth and increasing demand for transportation, the latter accelerated through urbanisation. Driven by the demand for emission free vehicles, the market is projected to grow to USD 178 560 Million by 2026, from USD 11 0540 Million in 2020.

The market is growing: transport companies needs to ensure appropriate financial resources to exploit opportunities. The introduction of a new fuel technology can be accelerated by untaxed reserves a manufacturer may have, while its global network is a financial burden due to high fixed cost. An extensive network is, however a good method to start spreading a new fuel technology.

#### **Recommended Strategy Changes**

Established OEMs can apply an Achilles' heel strategy and counter new entrants at their two biggest weaknesses: lack of distribution and being focused. Those with a long history have the chance of creating a blue ocean by being a provider of vehicles using alternative fuels covering all common applications.

New entrants typically have a narrow and flat product portfolio as they do not (yet) deploy platform thinking. The foundation to countering such competition rests in the dynamic deployment of resources already present

within global players. To accelerate the development of a complete range of commercial vehicles with drive lines using alternative fuels, organisational structures need to be re-aligned. Key staff from various disciplines are to be pooled to make full use of the shared knowledge within the company. The advantage of established brands is that incremental changes can be quickly rolled out.

It cannot take much longer before bus makers will create a comprehensive, wide and deep, multi-product product range comprising of buses that address all types of applications. It can be expected that such new offering is to be rolled-out globally via the existing global network, whereby products are modular, thus generating economies of scale. Clients using products for different applications will be able to gain advantages from using one supplier, who is also offering required services

across borders. Depending on the mission, the good ol' Diesel engine may still be the best possible option when it comes to long distance transport.

### **Impact on Suppliers**

Parallel to the development of a revised comprehensive product portfolio based on alternative fuels, the value chain is to be re-designed for the components needed for the development of electric vehicles and reduction of supply base complexity. For instance, electromobility has also created opportunities for new companies to be created, offering new product specifically needed for the new generation of vehicles. One can also expect a race for integration: by acquiring companies that have expert knowledge, said knowledge will also no longer be available to new entrants or competitors.

### **Reputation Paying Forward**

Having direct and full control over new technology allows for the production of vehicles that comply with the vision of the company. As mentioned, electromobility has new safety risks, such as electric shocks. New entrants will lack reputation and a safety track record while established brands have built such reputation and trust over the past decades.

The allure of a new product cannot be denied and wanting to try a new technology has already created pioneers that bought into the idea of new fuels. The product strategy of established brands will have to be supported by a business unit strategy that is focused on the retention of clients through servitization. The efforts made are to prepare markets for the arrival of the revised new generation of vehicles.

Switching cost can be identified as low and clients may switch to new entrants, offering a ready product in a limited number of countries. Meanwhile, global brands on business unit level needs to aim at retaining customers by offering peripheral services that support the hardware. This will force new entrants to take the position of challengers, whereby they may have to outspend established brands, which in turn depletes their capital needed for expansions.

These peripherals include telematics, driver training or buy-back offers, in accordance with technical readiness and prevailing legislation in each market, fine-tuned by localised analysis. In particular, the offer to trade in combustion engine-powered vehicles for electric vehicles within the next five years could ensure customer loyalty.

### **Who Wins?**

Readiness of countries, availability of infrastructure and demand from the market are key determinants of the success of any alternative fuel. What may seem like a simple switch from one to the other is, apparently, not an easy task. While we should all work towards a greener future, this transition takes a lot more than initially meets the eye.

The requirements surrounding alternative fuels will also impact both, users and providers of vehicles. The push for new fuels and drivelines offers opportunities, but also poses threats. The end of the Diesel engine may not be coming soon, while transporters should be able to pick a propellant that is aligned with their mission and user profile. Eventually, the quest greener transportation will end in the creation of a myriad of options, all of which are going to be valid and in support of the global ambitions for a sustainable future. **F**



ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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# Delivering More than just Packages

**AT:** Could we have your name, age and family background please?

I am Zulkifli bin Mohd Hassim, aged 45. I am married and we have three children, all girls. We are living in Bandar Seri Permaisuri Cheras, Kuala Lumpur. Interestingly, my wife is working with FedEx as well, but in a different department.

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

**ZMH:** By now, I have been working with FedEx for 14 years. I started my 1st career as a Courier Rider, then moved to vans and now continue my duties by delivering shipments with an Isuzu truck (1-8ton). Nowadays, my role is Swift Courier, leading and focusing on bulk operations (up to 200kg) at Bukit Jelutong Shah Alam. When needed, I also fill in for other staff that is on leave or MC.

**AT:** What van / truck do you drive? Any special features?

**ZMH:** First, I was driving Toyota Hiace Van and for bulk shipment, I will now use an Isuzu truck (1-8 ton). There are no special features in the vehicle, but the truck must always be in a good and safe driving condition.

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

**ZMH:** Every day, I start my duties at 5 am. The timing is in accordance with my job, where I am now assigned to handle shipment to KLIA daily (from Bukit Jelutong to KLIA). Once I have completed my tours and completed all the paperwork, I'll leave work.

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

**ZMH:** During the pandemic, most schools were closed and my kids focused on online studies at home. Since me and my wife are working, we didn't have to rush to send over the kids to school like before the pandemic. So, a bit of relief for us and we can deliver our best at work. My kids have to manage their own stuff and be independent. In the workplace, I will keep my positive mind, and in any tough situation, I will face it and settle it in a professional manner.

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

**ZMH:** Riding my motorbike with my wife sometimes to Kuala Selangor. The farthest distance we have been riding was to Penang.

**AT:** How do people treat you when you deliver their packages?

**ZMH:** Some clients will show their happy faces when receiving their parcel/ package on time and in good condition, but some clients will not be happy because their package is not on time or damaged. I usually practice when I deliver the package by asking directly if their package is all okay. If not, I will advise them on the necessary action to be taken and ask them to take photos. I will then assist them to submit the complaint directly to customer service, so they can help the client to follow up and take action on it.

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

**ZMH:** Whenever I can, I will stop by at my favourite Restaurant Leeyas Corner in Bangsar.

**AT:** Do you work alone?

**ZMH:** Due to high volume of shipments to handle and deliver, I will split the workload with the team and deliver alone.

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

**ZMH:** I feel happy and satisfied when I manage to deliver all my packages to clients at the doorstep daily.

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

**ZMH:** I don't like to have any pending work; For instance, packages are late while in transit, and as a consequence, it drags out the time to deliver.

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

**ZMH:** I wish I can go travel to European countries. I want to see especially Italy and France.

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

**ZMH:** I make sure to always park at a safe spot to unload the packages. It is important to lock my truck and call the customer and notify them. It is important to secure the vehicle as some condo security management allows couriers to deliver to the doorstep. Otherwise, clients need to pick up at the lobby. When you are inside the building, the truck needs to be secured so that nobody can steal anything or the vehicle puts anyone in danger.



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

**ZMH:** There was a time where I was involved in delivering COVID-19 test kits which were eventually delivered to hospitals. The receiver was thrilled and also posted about the delivery on social media. The post was later picked up by my Managing Director and was shared with our management team. I am proud that I was part of the effort to help Malaysia fight this pandemic. To me, when we deliver the shipment, we deliver hope. A hope for a better future. 🇲🇾





# Firefighters for a Day

*There are situations none of us wants to ever be in. Should the need arise though, being prepared in an emergency is crucial, as members of the Asian Trucker Drivers Club learned from the Firefighters.*

The day was a memorable one: Saturday 18th December. Gathering in the station in Petaling Jaya, 22 truckers gathered to learn about firefighting. In a full day training, these drivers learned about the theory and practice of fighting fires. When asked why Asian Trucker would organise such training, Stefan Pertz explained "This is very much in line with our ambition to elevate the skills of our members. It also serves a broader purpose for the society. When we think of any emergency on the road, we have to think about who is most likely to be there: Truckers!" In his view, truckers are the most likely people to be able to attend to any situation requiring assistance. The firefighting session was organised in the same spirit as the first aid courses also hosted by the Club.

In the morning, truckers attended a briefing by Scania, the main sponsor for the event. The presentation was focused on safety features found on the vehicles sold by the Swedish brand. Following this, attendants underwent an in-depth theory session on how to detect, fight and prevent fires. The afternoon was devoted to practical exercises.

Fighting fires requires technique and using hoses, fire extinguishers and other tools, mock-up infernos were put out by the eager students. Another set of exercises comprised of methods on how to extract people from dangerous areas. "I never knew how one alone can extract an adult person that is injured or that is not able to move by him / herself. Today, I added valuable knowledge," one participant commented. Finishing the program with some fun activities, the fire fighters showed the group their routines and how they work as a team.

Asian Trucker Drivers Club would like to thank Scania Malaysia for the generous support to allow us to conduct this training. Certificates were issued to the participants, proving that they are now better prepared in dangerous situations. **F**



# Scania Opens Senai Workshop



*Scania Malaysia's Senai Workshop is now officially open and is poised to build profitable and sustainable partnerships in Johor.*



Scania continues to build profitable and sustainable partnerships with its customers in Johor. This message was clearly delivered by Heba El Tarifi, Managing Director, Scania Southeast Asia at the official launch of the Scania Malaysia Sales and Services Centre in Senai (SMY Senai). The Guest-of-Honour was His Excellency Dr Joachim Bergström, Swedish Ambassador to Malaysia. Haji Natazha Hariss, the Yang Dipertua of the Kulai Municipal Council, Johor and representatives from the Road Transport Department (JPJ), Fire & Rescue Department of Malaysia and Puspakom were also present for this milestone event.

In conjunction with the launch, new Scania New Truck Generation were handed over to Tuan Haji Jaafar Abu Bakar, Group Managing Director, Chemtrax Sdn Bhd.

"Operations for SMY Senai started in May 2021 during the Movement Control Order. We continued to support the national and state transport and logistics industry, in particular the Southern region of Peninsular Malaysia even during the National Recovery Plan period. We loved to have been able to launch it then but to do it today just makes it even better. We have continued to be resilient for our customers who are part of the essential services sector," says El Tarifi.

SMY Senai measures 5 000 square metres of land with wide open spaces and plenty of green-lung landscaping. LED lights are used throughout the premises. A water harvesting system, an integrated state-of-the-art oil dispensing system, a waste oil-management system and an environmental station to ensure segregation and recycling of waste; are all installed to meet Scania's sustainability objectives. Solar panels will be next to be installed in order to harness renewable energy from the abundance of sunlight in Malaysia. The workshop has 16 workplaces, an overhead crane; all run by a team of highly trained employees.

SMY Senai continues to work with customers based on the Total Solutions approach towards their success and profitability. With the Scania Instalment Plan R&M7, customers don't just profit tomorrow but now already by getting immediate returns on their investment. Also, all new Scania trucks and buses purchased in 2021 comes with a pre-set Economy Mode as default to save even more fuel – for customers with vehicle before this year, they can go to SMY Senai to activate this. All these benefits inaugurated in an event to cap a challenging yet fulfilling year. While Scania celebrates the First 50 Years in Malaysia Scania is also celebrating 130 years in this month.

There are over 200 trucks and coaches from over 30 Scania Ecolution customers that have earned the status of 'A Good Company' by reducing their fuel consumption resulting in the reduction of CO2 emission to the environment. We are now recognising these customers' drivers in the 'A Good Driver' competition that was launched on 1 December 2021.

"Sustainability and profitability can go hand-in-hand. Scania Ecolution and our customers have proven this and can only improve from hereon. This augurs well for shift towards a more sustainable transport system in this country, leading up to Scania's Science Based Targets of the Science Based Target initiative (SBTi) orchestrated at the Paris Agreement 2015" said Anders Liss, Regional Manager – Region South, Scania Southeast Asia "This is why our Scania Ecolution MOUs and repair and maintenance services are rapidly gaining recognition, and our new facility will support them all the way." **F**

# Malaysia Commercial Vehicles Traders Association Launched

*New association aims to address the needs of vehicle traders and to elevate skill and knowledge among its members*



It is a seemingly simple question that is at the heart of the association: how can we move the industry forward. From there, two main tasks sprang, according to its President, Gwee Bok Wee. The Malaysia Commercial Vehicle Traders Association's (MCTVA) mission is to be the leading and professional non-governmental organization (NGO) for all commercial automotive traders on matters relating to the Malaysian commercial automotive industry.

"Our objectives are to encourage, promote, and protect the interests of the commercial automotive industry of Malaysia. Meanwhile, to act as and to be a medium of communication for its members to the Malaysian government for the furtherance and promotion of their mutual interest," Gwee told Asian Trucker. The association has since been registered with the authorities and first mentioned officially on 7th January 2022, allowing industry players to join as members. The association aims to attract vehicle OEMs and their dealers as well as independent dealers to join. This includes those selling used vehicles.

Gwee said that many of the rules and regulations applicable to the commercial vehicle industry have become outdated and need to be revised. "Take for instance the need to have a licence before you can buy a truck. To my knowledge, we are the only country in the region to have such laws," he said. Inflated procedures and complicated processes to register vehicles further bog down the industry and slow down developments in his view. Having to deal with a good dozen authorities to simply register a vehicle is no longer practical whereby he would want to challenge the need for licencing altogether.

He invites interested parties to join the association. With a one-time fee, membership is open to commercial vehicle dealers, bodybuilders and OEMs. Membership is subject to approval of each applicant, which according

to Gwee is to ensure that the association is run professionally. MCTVA is to be run by full time staff, fully committed to its cause whereby Gwee stresses the need for it to be value integrity, participation and professionalism. MCTVA hopes that OEM-owned and independent dealers that make up the service networks of major brands as well as other associations would join.

Part of the agenda is advocacy. Speaking to the respective authorities, promoting the ideas of market liberalisation and abolishing of redundant rules, Gwee and his committee members hope to see changes for the better in the industry. "We want to be neutral and thus represent the interest of the entire industry. We hope that we can get all the support from businesses that have been negatively impacted by the stipulations of Malaysian laws. All are welcome." Although there are other associations with similar objectives, Gwee is confident that his association will also gain their support as those are typically focused on a specific market segment, while MCTVA is to be a body representing a more general group.

Besides advocacy, MCTVA also aims to provide professional education and training. MCTVA also pledges to play a major role in the ambition to professionalise the industry. Detailed training programs and events are currently being planned and will soon be announced. Training will be provided by the committee members. **F**

# What Emission Norms?

*Amidst the hype around electric vehicles, one has to remember that the trusted Diesel engine is still the workhorse of the industry. We look at the state of the emission norms in the region.*

Having sat through years of Latin in school, one of the few words that have actually proven to be useful is “emittere”, from which the English word “to emit” stems, meaning to give off or send out. This is important as the EURO standards measure what comes out of an exhaust, not what goes into the engine. For scientific comparison, the

In our region, South East Asia, we can find that most countries are currently enforcing lower emission standards. This is a stark contrast to the European continent, where EURO V and VI are mandated. From a OEM perspective, this means that our region still needs to be fed with spare parts, components and technical expertise about this soon outdated technology. The question is how long OEMs are willing to supply this technology for a shrinking market.

In particular, the situation in Malaysia is interesting. While the implementation of Euro IV standards has been on the cards for some time (at least ten years), it seems that the actual day for this change to come is a moving target. Meanwhile, some transporters opting for parallel imports of higher spec vehicles are making use of their proximity to Singapore to access AdBlue. Soon Thailand will implement EURO V standards, which means that those in the North should also have easy access to the additive. It is noteworthy that several OEMs have now started selling vehicles with engines matching EURO V and even EURO VI requirements.

Indonesia’s move to EURO IV in the middle of this year deserves some comments as well. It could be expected that OEMs will be somewhat critical of this move: when

jumping ahead from EURO II, one might as well go straight to either Euro V or VI as the improvements going to EURO IV are certainly commendable, but do not make as much of a difference than going one more up.

Singapore certainly stands out as the thought leader in this discussion. However, if the island nation decides to further reduce the impact on environment, the discussion should be about the smarter use of resources, i.e. route planning. Certainly, electromobility could be the next step, hailed as emission free, however that needs to be put into perspective. The vehicle may not emit any harmful particles while in use; the energy however needs to be produced and at the moment, these methods may not be the most sustainable.

The one country that might surprise us all could be Vietnam. Without much fanfare, Vietnam has steadily moved up on the scale of emission reduction and is slated to move to EURO V early this year. Considering the market size, this will mean a significant number of vehicles that will be sold, using higher specs. It also means that AdBlue and technical expertise in the region will be more readily available.

Ultimately, in the context of this discussion, the question will be about the preparedness of those countries currently still operating on EURO II when the OEMs stop selling such low spec technology. Eventually, the conditions to continue the production of these will become unfavourable. Maybe this phasing out of the old technology will be a rather abrupt one, sped up by the fast rise of electromobility. 

	Countries	2019				2020				2021				2022				2023				2024			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
South East Asian	Indonesia	Euro 2								Euro 4															
	Thailand	Euro 3																Euro 5							
	Malaysia	Euro 2																Euro 4							
	Brunei	Euro 2																							
	Myanmar	Euro 2																							
	Cambodia	Euro 2																							
	Loas	Euro 2																							
	Vietnam	Euro 4																Euro 5							
	Philippines	Euro 4																							
	Singapore	Euro 6/PPNLT																							

Courtesy of UD Trucks Malaysia.



# Sendok Group Introduces First Electric Van in Malaysia

*Riding on the current trend of implementing electromobility, Sendok Group kicks off the year with the introduction of the first fully electric van in Malaysia.*

CAM EV, Malaysia's first fully electric van was previewed on 7th January 2022 in Genting Highlands. The introduction of the CAM EV brand marks another milestone of Sendok Group. Headquartered in Klang, Sendok Group has more than 40 years combined experience in the automotive industry. Sendok Group promises that the 100 percent electric van is only the first product under the CAM EV line up to be introduced in Malaysia and a sign of things to come.

Sendok Group is equipped with CKD facility to assemble all kinds of vehicles, including electric vehicles, under the private and commercial categories. More pure electric vehicles such as passenger vans, trucks, pick up trucks, terminal tractors are in Sendok Group's pipeline to accelerate the transition towards clean transportation in Malaysia. Currently, the Group's automotive technical, development and research division is led by two professional engineers with automotive engineering experience. Currently, the van is only sold directly from Sendok Group's headquarters.

"The all-new CAM EV is a 100 percent electric mid-size van with massive potential," Gwee Bok Wee said during the official introduction. According to him, the vehicle is well-equipped, practical and cost-efficient. "It is so easy to drive, good for environment and good for daily business. The model of the van is EC35, comes with electric power steering, dual sliding door, a maximum payload of more than one tonne – 1090 kilograms and a spacious 4.8m<sup>3</sup> cargo space, wheelbase of 3050mm and turning radius of 5.25 metres, makes it a handy van to manoeuvre around cities," he added. The multimedia system comes with an eight inch touch screen head unit to access entertainment and information on battery management system and battery levels.

While the vehicle is a new-to-the-market innovation in Malaysia, it is already a tested and proven vehicle that Sendok Group has sourced from China. Already available in the UK, Indonesia, Hong Kong, Macau and China itself, there are already over 50 000 units on the roads. The common thread is the right-hand drive. This hints at the next market to be targeted being Australia. The van has received the vehicle type approval and is now ready for orders. As this is a new technology, the approval process has taken a little longer, however the



homologation and adaptation to the local market has been completed and the first orders have been placed.

The van is equipped with a 60kW motor (80HP), offering 200Nm of torque power. With the absence of a gearbox in the powertrain, acceleration can be felt instantly: it takes only under 10 seconds to take the van from 0 - 50km/hr. Powered by a 38.7kWh lithium ion phosphate battery, the EC35 has a WLTP (Worldwide Harmonised Light Vehicles Test Procedure) range of 268 kilometres. The van comes with an onboard charger of 6.6kw and quick charging port. Standard charging SOC 20 – 80 percent takes five hours, while SOC 0 – 100 percent takes eight hours. Quick charging SOC 20 – 80 percent takes 80 minutes, SOC 0 – 100 percent takes 2.5 hours.

For Malaysia, the van is equipped with a combined charging technologies, which allows for both, AC and DC currents to be used. The Type 2 charging port is located on the side of the vehicle. Sendok Group offers a charging station that customers can purchase along with the van. However, there are also charging stations around the country that can be found via apps, guiding users of EVs to them. In the case of commercial vehicles, the pre-set routes and planning of daily trips make it easy for users to schedule the charging.

The CAM EV is intended for daily logistic and courier companies that are transiting towards clean and responsible transportation. "At CAM EV, we believe green mobility is a joint responsibility. And thus, 'Drive The Change' is our tagline," Gwee summarised.

### Specifications:

Overall Dimensions LxWxH (mm)	4500*1680*1985
Cargo Cabin Dimensions LxWxH (mm)	2550*1480*1280
Cargo Volume	4.8m <sup>3</sup>
Wheelbase (mm)	3050
Minimum Turning Radius (m)	5.25
Entertainment	8 Inch Touch Screen Head
	Unit
Electric Motor	Permanent Magnet Synchronous Motor
Cooling Mode of Motor	Water Cooling
Peak Power (kW)	60
Max Torque (N.m)	80/200
Battery Type	Lithium Iron Phosphate
Battery Capacity (kWh)	38.7
WLTP Range (km)	268
On Board AC Charger (kW)	6.6
Standard Charging	7-8 hours
Fast Charging	SOC(20-80%) 1.3 hour; (0-100%) 2.5 hour
Safety	ABS+EBD, reverse camera & sensor, driver's airbag



### Snapshot of CAM EV Brand

CAM EV – CAM Electric Vehicle is the pioneer in providing electric commercial vehicle in Malaysia; CAM EV was founded because Sendok Group realised the impact of global climate change and wants to provide an environmental friendlier options.

With the latest trend in the automotive industry where GREEN is the new black, reducing carbon footprints is the next big mission to reverse the effects of climate change. Sendok Group is committed to providing sustainable mobility solutions aligned with Malaysia's Government commitment stated in the 12th Malaysia Plan(12MP) to become a low carbon country by 2030 and aspiration to achieve carbon neutral country status earliest by 2050, in line with the International Goal of Paris Agreement to combat global climate change. 



## A Closer Look at Volvo's Latest Truck Model

*During the launch of their latest truck models, Volvo Malaysia highlighted a number of features. Asian Trucker has a look at them in detail as being part of the overall strategy of the brand.*



One year after Anthony O'Connell, Managing Director, Volvo Malaysia Sdn Bhd laid out his plans, which marked the beginning of a new chapter after a challenging year for the entire transport industry, caused by the pandemic, Asian Trucker went to get an update. Naturally, a lot of questions hinged around the introduction of the latest truck range. O'Connell was joined by Mr Per-Erik Lindström, SVP of Volvo Trucks International.

According to O'Connell, the new range has a lot to offer for the Malaysian market. According to him, the trucks have been designed around the driver. "I have been here for a relatively short time, but I have realized that the same problem persists here as it does in many other countries: transporters retaining competent drivers," he said to kick-off the discussion. Many companies are struggling with attracting such good drivers, and he asserts that the new Volvo range would help addressing this issue. He highlighted the comfort, performance, efficiency and, naturally for Volvo, the safety aspects of the vehicles.

"A lot of design work we do in Volvo is based on the idea of improving safety," O'Connell said. Visibility from the cab is a crucial aspect for the drivers. For instance, the windows are now larger and with a lowered doorline: the field of vision is increased. Optional, the pedestrian corner camera also adds visibility for the driver. Covering the blind spot of the truck, this allows the driver to see vulnerable participants in traffic. In Malaysia, these are usually motorcycles, which O'Connell notices are typically moving around trucks on highways. Driving around trucks becomes dangerous for these bikers when the trucker doesn't know that they are there. With the hub and spoke system gaining popularity, heavy trucks are hardly seen in the cities, thus the protection of these riders is one important aspect of how to achieve the "Zero Accident" vision of Volvo in the country.

Further, he highlighted the two different Volvo unique features of the I-shift automatic gearbox and Volvo Dynamic Steering (VDS). The I-shift was originally the first-ever automated transmission system for heavy duty trucks, and is still being developed to enable lower fuel consumption, improved safety and less driver fatigue. VDS was made famous in the "Epic Split" commercial, and makes piloting the truck an easier and less strenuous job by reducing vibrations. The brand new dashboard also deserves to be talked about as the optional digital display is now able to be hooked up to eight external cameras around the vehicle. This will allow even easier and therefore more safer parking and manoeuvring in depots and other tight

spaces. Lindström added that through the use of these cameras, the job as a driver is becoming less stressful. "The driver can now see out of the corner of her / his eye that there is some movement, alerting to the objects around the truck." As drivers are crucial assets for Volvo's customers, the brand makes a conscious effort to ensure that the man-machine combination is as efficient as possible, in order to improve the working conditions for the drivers as much as possible. This is achieved by putting the focus on the driver's working environment and innovating accordingly.

Also highlighted in the introduction of the new range was Volvo's offer for service planning. One may think that this should be a straight forward thing as a modern car for example notifies the driver when there is a service to be scheduled in, say, 2 000 km. "Yes, in a car, planning service intervals is easy, but it's not the exact same thing not so for trucks," O'Connell reminded us. The underlying issue is that trucks are income generating assets, and therefore maximizing the trucks' time in operation, a.k.a uptime, is crucial. Considering different idling times, mission profiles and routes, Volvo is now planning the services to be scheduled in a way that minimizes the time that a truck needs to be taken out of operation. This may mean that some parts could be changed earlier or work delayed slightly within the tolerances in order to combine as many items as possible, while assessing the overall cost of the service. Enabling this is connectivity. Through it, data can be accessed and predictive, preventive and regular services are scheduled efficiently.

"As an example, the air dryers, brake pads or clutches are good examples where we can see when these items need to be changed, as the use is specific for each truck. Imagine a part would have reached like 95 percent of the life-span. Then it is more effective to change that part when the truck is in for a service instead of sending it out and re-calling it when the part has reached its end-of-life," says Lindström.

While Volvo is certainly pivotal for this, the client still can and will be involved as much or as little as they want. Customers can look forward to the launch of Volvo Connect, which will give them all the information about the service history at their fingertips in real time. "The ability to plan ahead for the servicing of a fleet also ensures that the parts are available when the vehicles come in; a fleet manager will be able to precisely plan resources," as Lindström adds.

Yet to be launched in Malaysia, but worth a mention is I-Save. Incorporating hardware updates and software features like map-reading and Eco mode, I-Save has the potential to optimise a truck even further in terms of fuel consumption. By using the energy in the exhaust gases a second time via an additional compressor, connected via hydro-dynamic coupling to the crank shaft, the I-Save feature allows for better utilisation of the engine, with reduction of revolutions of the engine to as low as 1050 rpm at marching speed. With such a low-revving engine, axle gear ratios can further be reduced as well. The net result includes more torque and a reduction of fuel consumption, noise and vibrations. "We have seen some really good results using this technology in Europe and we are exploring the possibility to introduce it here," says O'Connell.

With the ready availability of liquified natural gas, LNG, the addition of an engine using this fuel is certainly an interesting option for Malaysia. O'Connell sees this as a cleaner option to the conventional Diesel engine, and a good alternative for certain markets and applications. "There has been a lot of interest in this particular model, however, for it to be widely applied, Malaysia needs to further enhance the infrastructure for this type of propellant." It is, in his view, already a viable option for operations that have access to LNG. Lindström explained that Volvo is using the Diesel combustion cycle for their LNG engines as compared to many competitors who use the Otto combustion cycle: "In addition to not having to use spark plugs, the diesel cycle has a higher energy efficiency, enabling our LNG engines to efficiently reduce emissions without compromising on performance and driveability", Per-Erik Lindström comments.

A question that O'Connell was anticipating from the market is that about the introduction of electric vehicles. While he is confident that Volvo is ready to deliver on that promise also in Malaysia, he cautioned that the country may still have to get some work done to prepare for this technology. The use of electric vehicles requires production of electric energy, which in Volvo's view has to be as sustainable

as possible. In Malaysia, a lot of power is still generated from coal. "All that said, it is not a question of if, but when, we will introduce such vehicles here." Similar thinking applies to Hydrogen, whereby the production of Hydrogen also needs to be sustainable and not through the burning fossil fuels. In O'Connell's view, the move away from fossil fuels requires the involvement of many stakeholders in and around the transport industry.

Looking ahead, O'Connell is optimistic for the years to come. "What has really impressed me is how the country came together to fight the pandemic. First of all, the vaccination roll-out was done extremely well. Secondly, I have been extremely impressed by the commitment of our staff and how we have dealt with the pandemic." After two cautious years, he now expects that many customers will regain confidence and make moves to replace and/or add vehicles. "Interestingly, we have seen a shift of transportation to China to move to roads during the pandemic, which should boost demand for trucks," he summarised the discussion about the near future of the market.

What he has learned from this is that one has to look out for one another. When things are less restricted, O'Connell is looking forward to finally meeting customers that he has previously only met online. "I have been here for just a year, but I have gained so much. During the pandemic, we managed to also gain some very important insights into how we can leverage on technology to improve our business processes. Personally, I have gained a few kilos, which is a testament to the excellent food and hospitality found here!" **T**





## Blue.maxx: A Confidence Boost in Tough Conditions

*When you cannot afford a break-down of your truck as that means hours of travel for the recovery, then any added layer of protection is worth the investment.*

**W**hen talking about harsh and tough conditions, sometimes it can be as simple as vast distances that pose challenges for transporters. One of the characteristics of East Malaysia is that everything is more spread out than in peninsular Malaysia. A breakdown, for instance, can result in the outage of a vehicle for many hours or days, thus resulting in severe losses for the company. Taking extra measures to proof his business against such inconvenient occurrences, Alex Lai S. A., Mansang Logistics Sdn Bhd, has installed the Hengst Blue.maxx on several of his vehicles.

Blue.maxx sets new standards in fuel filtration. The lowest weight thanks to a consistently lightweight construction, and an optimization of the installation space is combined with maximum performance. The ground-breaking performance data for the contamination and water separation speaks for itself. However, Asian Trucker wanted to hear directly from a user about how the aftermarket filtration unit has improved operations.

Although incorporated fairly recently in 2015, the company learned their lesson very quickly. Starting out with three trucks, the fleet has since grown to 15 vehicles. "We service both, rural as well as urban areas," Lai said. Harsh conditions exist in the rural areas where roads are oftentimes dirt roads. "There are many places where there is no tarmac. It is dusty, putting a real strain on the vehicles." He invokes the image of logging tracks, which is one of the routes his trucks are plying.

To add a layer of protection, the Blue.maxx 200 was installed on the LCV Mansang operates. A key consideration was the fact that the fuels obtained are coming from sources that are questionable when it comes to the

maintenance of their filters. Diesel may be refilled far away from the main supply lines and thus there could be contaminants or water that has entered the tanks. "I needed something to add on to protect my engines. We don't want our trucks to break down in the middle of the jungle." Adding to this is the possibility of fine dust entering the fuel system.

Installation of the Blue.maxx is easy according to Lai. It is either replacing the existing filter or added onto the fuel supply. Without having to re-engineer the vehicle, the aftermarket filters can easily be installed at any time according to Lai. All that is needed is to identify the right size of Blue.maxx for the respective truck. "We had one vehicle that had clogged up Diesel injector after only 100 000 km, despite regular services and maintenance." This triggered a search for a reliable filter, which he found in Hengst's Blue.maxx. After two years in use, the Blue.maxx installed on Lai's LCVs receives a lot of praise. Now at 400 000 km, the engines have not given him any further problems.

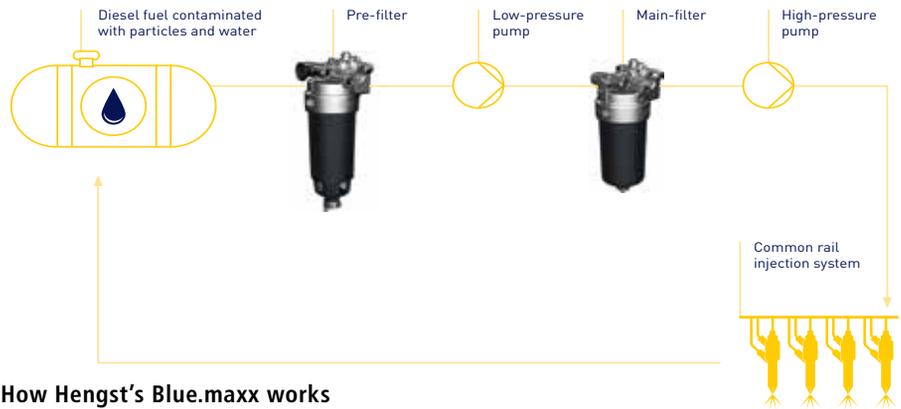
"Sure, one can look at the installation of this filter as a cost, but we really treat it as an investment. A break down would surely be more costly



and we are very conscience of that." Although the Blue.maxx is a highly effective filtration unit, it also needs some tender loving care. It needs to be serviced and Lai points out that this also has to be done on a regular basis for optimum performance. The other issue Lai highlights is the fact that there are cheaper alternatives in the market, which could be from questionable suppliers. Counterfeited products are also being offered, but Lai is cautioning against the use of them as they might not perform, thus just being money thrown away.

"There are many different contaminants that can enter the fuel system. In this environment, we don't want to take any chances and we trust the Blue.maxx to be the best available system that we could find matching our needs."

Convinced by the performance of the Blue.Maxx 200 installed in the LCV, Lai also has a Blue.Maxx 450 fitted on his latest prime mover.



#### How Hengst's Blue.maxx works

Fuel filters are indispensable for protecting the injection system and engine against contamination. This is because the requirements on diesel filtration are continuing to increase. Water and even minute particles should be effectively and reliably removed, despite very different fuel qualities. The Blue.maxx fuel pre-filter from Hengst is the smart solution. **F**



#### Hand pump

- Robust piston pump ensures solid, leak free performance throughout lifespan.
- Patented design with high volume flow for easy, jam free priming of system.
- Very low fuel pressure drop during operation.
- 3-Year Warranty on pump and housing

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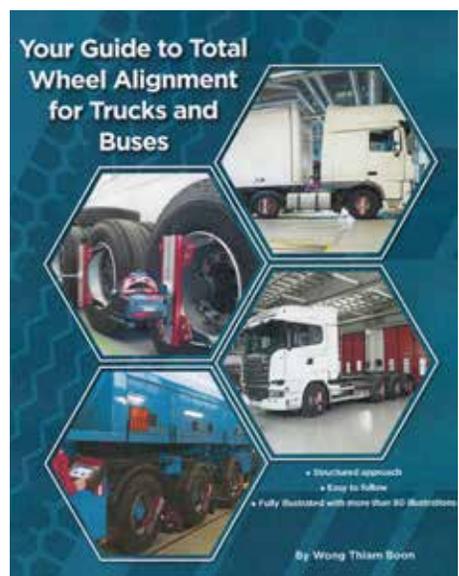
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Stefan Pertz,  
Editor, Asian Trucker Malaysia  
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# Tyre Trial to Prove Safety and Performance

*To prove the durability, performance and safety of retreaded tyres, transporters, Malaysian retreaders and rubber compounders partner up to put some misconceptions to rest.*

The concept of retreading tyres is over 100 years old. Although the technology and materials have vastly improved since then, there are still some misconceptions that are hard to eradicate. When we see a burst tyre discarded on the side of the road, it is impossible to see what actually caused the tyre failure as we are zipping past. Many motorists would simply assume that it is a retreaded tyre and a cheap one at that.

To prove some of the misconceptions wrong GiiB and Asian Trucker have agreed to conduct and monitor a long term test of retreaded tyres. The rubber compounder has agreed to provide free material and labour to a number of fleet operators in order to conduct this test. The rationale for using retread tyres goes beyond the intention to prove that retreads are safe to use. These tyres are also good for the cash flow, improving the bottom line and are reliable. In addition, retreading is contributing towards a more sustainable industry as the casings can be used multiple times. The biggest vote of confidence for retreaded tyres may come from a very different industry: retreads are used on commercial airplanes.

To ensure that the data gathered holds up to scrutiny, the trial will be conducted with the help of transporters from different industries. Participating companies are engaged in demanding missions. Container haulage is one aspect and joining the trial are Integrated Cold Chain Logistics and Taipanco to cover this segment. Sidhu Brothers, engaged in palm oil transportation brings a very different mission profile to the trial. KDEBWM, with smaller trucks that have to provide dependable service, adds to the mix with smaller tyres to prove that the retreading process works for various sizes of tyres.



Each of the participating transporters will be providing their own casings for retreaders to process. In order to prove that the process of retreading is safe and subject to a lot of scrutiny and protocol, the tyre trial is supported by a number of retreading companies. Each of the transporters will be assigned one, according to location. Joining as retreaders are Gummitread, Kayel Tyre Retread, Tayar Celup Tanda Batu and Kian Hon Tyres. The retreaders will manage the retreading of the casings provided and collection of data. Each month, the trucks fitted with the retreaded tyres will be checked. At the same time, transporters will be kept informed about how they can better manage their tyres.

Each transporter will have multiple trucks fitted with the retreads in order to gather a representative amount of data while at the same time allowing the trial to be as representative as possible. Within the constraints of the trial, the organisers aim to have as much of a cross section of applications covered as possible.

Considering the mileages done by each of the transport companies, the trial is expected to run for six months, at which time it should be possible to extrapolate valuable insights and data. In parallel, the same trial is being carried out with bus operators to further prove that retread tyres perform in all kinds of applications. **T**



# Continental Tyres introduces Conti SupRim Technology

***Conti SupRim Technology: three times the bead durability and four times the ease of mounting for robust, longer-lasting truck and bus tyres.***

Continental Tyres, the leading German tyre manufacturer, has introduced Conti SupRim Technology, its next-generation robust and durable bead technology for enhanced durability and better retreadability into its range of commercial vehicle tyres. With the Conti SupRim Technology, Continental Tyres re-engineered the rim strip compound to deliver superior anti-ageing properties that enhance tyre bead flexibility, strength, and tear resistance. This next generation technology in rim strip compound with superior anti-ageing properties is to improve tear resistance and promote high flexibility and strength.

Every day, tyres undergo a great deal of wear and tear. Fleet operators and owners turn to mounting, demounting, and retreading the tyres to maximise their utilisation. This practice strains the bead areas making them brittle and susceptible to breakage. Instead of saving casing value and prolonging tyre life, customers end up potentially losing it entirely.

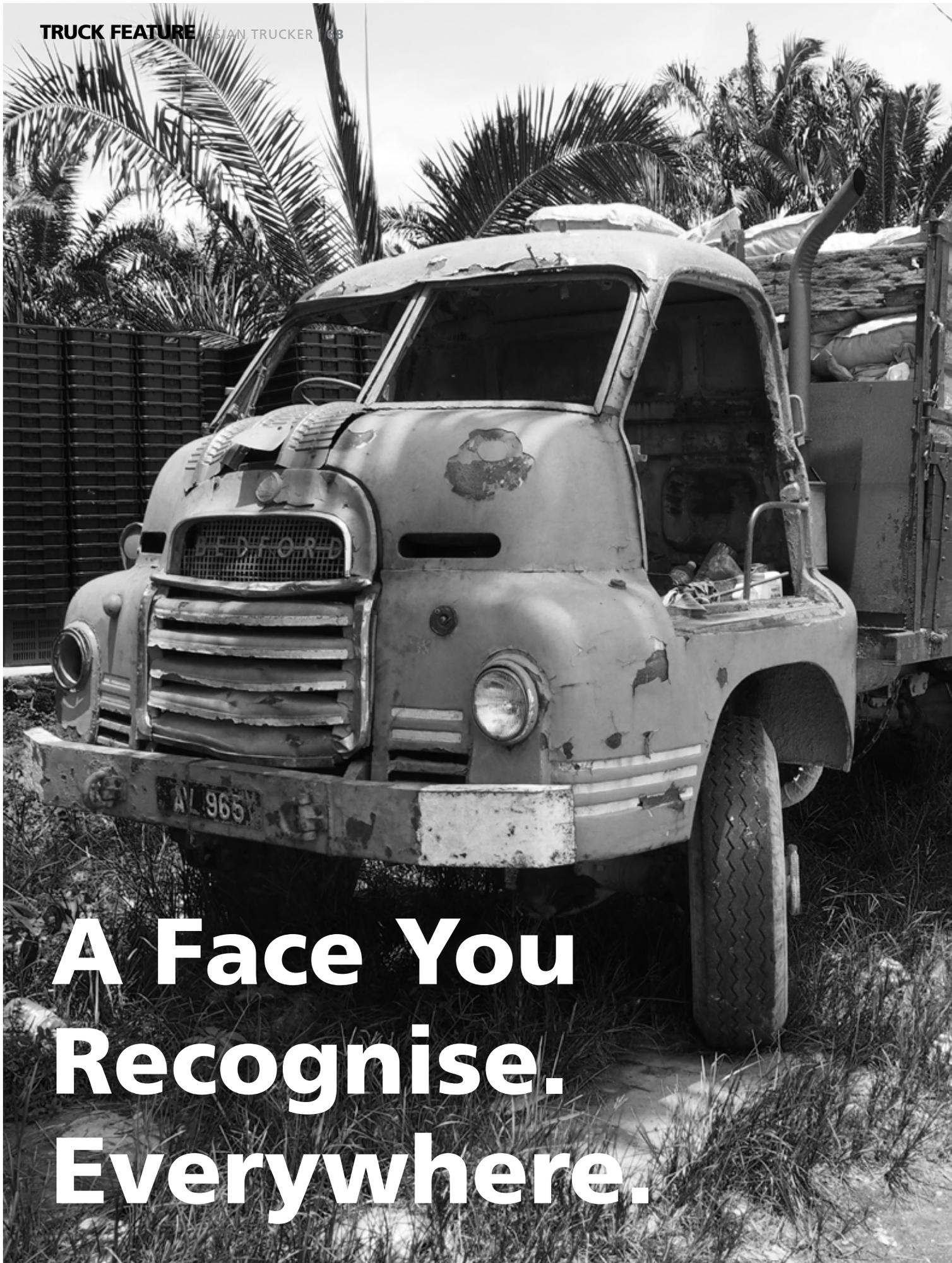
The Conti SupRim Technology was specifically developed by Continental Tyres for customers in the Asia Pacific markets including Malaysia. Users in these markets are known to have challenging product requirements which the Conti SupRim Technology is designed to address. The new rim strip compound comes with superior anti-ageing properties, improved tear resistance, and high flexibility and strength. Currently, Conti SupRim Technology is incorporated into all radial tyres manufactured at Continental Tyres' plant in India.

Customers who have tested tyres with Conti SupRim Technology agree that it is four times easier to mount compared to a tyre with a conventional compound. This technology provides three times the bead durability of conventional compounds, further minimising damage caused by mounting and dismounting.

In conventional tyres, bead durability tends to deteriorate up to 75 percent by the end of its first life. The Conti SupRim Technology ensures that the bead retains its initial durability throughout its first life and only results in a marginal decline of up to 18 percent by the end of its first retread. In short, the Conti SupRim Technology ensures superior retreadability as well as ease of mounting throughout the lifecycle of tyres while delivering lower cost of ownership to customers.

"Conti SupRim Technology is truly a technological breakthrough for Continental. This leading-edge technology will not only enhance our competitive presence in the industry among fleet operators and owners; it also successfully demonstrates superiority in innovation and capability from within," said Andrea Somorova, Managing Director of Continental Tyre Malaysia.

"We want to fulfil an untapped demand within the Malaysian market as well as provide our existing customers with a sustainable solution. With the incorporation of Conti SupRim Technology, we bring safe, durable, and robust tyres to Malaysian fleets. Our customers have shown great confidence in this technology to enrich their long-term product experience," she added. 



**A Face You  
Recognise.  
Everywhere.**



Launched in 1950 and produced for about a decade, the Bedford S Type was the biggest Bedford truck at that time. Today, they can still be found in palm oil estates where they operate under tough conditions.

The highly recognisable front makes it possible to spot them from far. Even when they are abandoned in the thicket of overgrowth or parked far away from the roads. These two trucks were found along a road that leads from Teluk Intan to the North South highway. Even driving by and the trucks parked in the thickets, one can make out the distinctive shape of the vehicle.

Online forums feature this workhorse a lot with many of the trucks still being in use today, after decades of service. Parts are being actively traded and advice given on how to maintain the Bedfords in top conditions. [F](#)



# The Iveco-Nikola Joint Venture Explained

*The collaboration between the two innovative forces in the transport industry was announced last year. In our exclusive interview find out more about the purpose, mission and ambitions behind the arrangement.*

**A**s announced in February 2020, the IVECO manufacturing facility in Ulm, Germany, is now hosting the production hub for the Nikola TRE battery electric and fuel-cell electric heavy-duty truck models. IVECO and FPT Industrial, the commercial vehicle and powertrain brands of Iveco Group and Nikola Motor Company are manufacturing, through their European Joint Venture, the Nikola TRE in Ulm, Germany, at the IVECO manufacturing facility.

This strategic and exclusive Heavy-Duty Truck partnership saw Iveco Group taking a \$250 million stake in Nikola as the lead Series D investor. The partnership announcement at the CNH Industrial Capital Markets Day in September 2019, was quickly followed in December with the unveiling of the Nikola TRE, a battery electric vehicle (BEV) heavy duty truck, which is the first step towards the fuel-cell electric (FCEV) model.

Asian Trucker spoke to Mr Diego Borghese, Chief Executive Officer of the European joint Venture, to address a number of topics surrounding the collaboration. One of the first questions that will come to mind is regarding the choice of location for the production facility for an Italian and US brand. Germany has been chosen based on a number of points: Ulm being an iconic location for the company is one reason. Ulm, in the south of Germany is home to the legendary Magirus brand, which is part of the Iveco Group's portfolio. "We have a ready site here, where the Magirus company was founded over 100 years ago." However, just having space available was not the only consideration. According to Borghese, the area is home to a major European cluster of companies involved in electromobility and zero-emission mobility. Easy access to suppliers has proven to be a real boon during the pandemic as the project could be push forward despite global limitations. Strategic partners needed for the development of the Nikola truck have been crucial for this project, whereby Ulm is also home to a great portion the engineering departments needed for the Nikola truck, which is the third main pillar for the undertaking.

The site itself has been a production facility for heavy duty trucks until 2012 and the team could leverage on the experience and expertise on site. The proximity to internal and external stakeholders, as well as to expertise found in the region has been an enabler for the fast development of the vehicle. "This proximity to our partners has allowed us to continue the development with the intended speed, whereby restrictions did not impede too much, thanks to this."

*"We think that we can leverage in a clever way on the proximity of the internal and external stakeholders."*

Borghese elaborated on the purpose of the joint venture, which was announced in 2019, by explaining the two main areas of the agreement. The first area is the development of the Nikola truck in two versions, the battery-electric version and the fuel cell option. This is, according to him, a mainly engineering-driven task. The second component is the production of the Nikola truck in Europe. What makes the Nikola truck an outstanding vehicle is that it is not just a retrofit vehicle, but a truck designed as a electric truck from the outset. "The design is based on the project requirement of having a fully electric truck, not re-designing a Diesel-powered vehicle. To do so, we are using the proven and tested chassis of the S-Way as a platform," Borghese said. With thousands of

trucks already in the market, the team can draw upon six years of data about the IVECO S-WAY to design the electric drive train and the fuel cells for the Nikola truck and on a much wealthier experience within the Iveco Group, which exceeds decades.

Borghese points out that the vehicle will need to be designed to meet newly formulated requirements, which govern electric and emission free vehicles. This is, as he puts it, where the two parties contribute their expertise. Iveco is injecting its experience in heavy duty vehicles, gathered over many years, especially in the design of chassis and cabs. Nikola, as a new player in the market, is contributing knowledge about battery management systems and batteries. Stressing that this is a collaboration, he points out that the team comprises of members from both companies. The partnership was specifically created to speed up the development of the features and requirements by the market.

Borghese said that "This is a natural fit. IVECO may not be the biggest in the European market, but we are certainly one of the most innovative and therefore, a young, creative partner is a perfect fit for us." The commitment was to work as fast as a start-up, which clearly has been delivered upon as the first vehicles have been delivered already, resulting from the collaboration. The recipe for the success was to take the best of the two different cultures and not to get bogged down by insisting on one approach being better than the other.



Borghese is an Iveco veteran. A Turin-native, he had the opportunity to start his career with the vehicle maker after completing his studies. Having graduated with a degree in aeronautical engineering (think rocket scientist), he admits that his first job was by chance. However, he soon discovered that there is more to commercial vehicles than meets the eye. With a lot of challenges to solve, there are opportunities that he has seen and today, he says that he has really fallen in love with the complexity of the transport industry. It is the closeness to the customer that makes his daily work exciting as a commercial vehicle is an asset that enables users to earn money.

Customers in Europe will not have to wait much longer either as validation will commence shortly, followed by vehicle homologation. The truck is currently slated for introduction in 2023. It is mainly regulatory issues that are impacting the development, however Borghese assures that the final product will be addressing the same needs, with the differences being based in the laws governing the different markets. However, the vehicle is to be based on the same platform and the technology at its core. Thus, eventually, clients outside Europe and the US will also be able to access this vehicle, however, for the time being, the focus of the JV is on the two aforementioned regions.

Considering future trends and the ambition to become carbon neutral, Borghese pointed out that both, fuel cells and battery electric vehicles can address these needs. However, in his view, the Diesel engine is not to be written off either as there are still many missions that require this type of propulsion system. "For sure, some off-road vehicles will not be as easy to be replaced with electric drivetrains. I think in the future we will see a broad mix of technology, including biofuels." In his personal view, there will not be a one-size-fits-all solution. Overall, he lauds the ambitions of both, established players and new entrants to the market to find different solutions to decarbonise the industry.

*"For sure, some off-road vehicles will not be as easy to be replaced with electric drivetrains. I think in the future we will see a broad mix of technology, including biofuels."*



Today, he pointed out, Diesel has still the advantage of having a well-established support infrastructure, which still needs to be created for fuel cells and charging of electric vehicles. Here, IVECO can draw upon a foundation of knowledge gained from their acclaimed LNG-powered vehicles, whereby some technology can be transferred to electric trucks.

Globally, one challenge all manufacturers face is the fact that there is no uniform legislation or standard for new technology, in particular zero emission mobility. Borghese points out that the biggest gaps can be identified when it comes to the standards on hydrogen. "There is a lot of excitement in the industry at the moment and this needs the support of the governments." Funding goes into the Hydrogen industry, which goes beyond transportation and includes the production and storage of this energy. With the current state of technology and cost of components, both technologies battery electric vehicles (BEV) and fuel cell electric vehicles (FCEV) are now more expensive than diesel. To spur the growth of vehicle populations, thus achieving significant economies of scale, incentives from governments are needed on both technologies. **F**



## Scania's Recognition of Good Drivers

*In their recent initiative, Scania is to recognise 'A Good Driver' for contributing to 'A Good Company' CO2 emission reduction.*

Scania's Ecolution customers' drivers are now getting the recognition that they deserve through the launch of the annual 'A Good Driver' Truck & Bus Competition (AGD) that will run from 1 December 2021 to 30 November 2022. 'A Good Driver' is a truck or bus driver from 'A Good Company'.

The drivers automatically qualify as long as they are part of the Scania Ecolution partnerships and drive the specific vehicles under the programme. The vehicles they drive is already marked with a Scania Ecolution sticker. The drivers will get a t-shirt with AGD Qualifier Badge to begin with.

To win, a good driver's driving must result in the best percentage of km/l improvement throughout the duration. This can be tracked using Scania Fleet Management System. The 1st, 2nd and 3rd place winners will then be crowned with a certificate and a host of attractive Scania premium prizes. The best that drives consistently in a safe, fuel-efficient and environmentally-friendly way will get the Champion Jacket with AGD Champion Badge. Corresponding companies to the winners get service vouchers worth MYR5 000/3 000/1 000 respectively. For more information and the terms & conditions of AGD can be found on Scania Malaysia's website.

"It is about time that we elevate the status of heavy commercial vehicle drivers by recognising the role that they play in contributing to their respective logistics and transport companies and to the environment," stated Heba El Tarifi, Managing Director, Scania Southeast Asia. "They are truly the good drivers that drive for good companies that care for the people and planet." Scania Ecolution is a tailor-made partnership between Scania and customers that focuses on reducing fuel consumption resulting in reduced CO2 emissions. The partnership also focuses on reducing operating cost translating to improved profitability while fulfilling the growing demand for environmentally-friendly initiatives.

The driver and vehicle performances are tracked via Scania Fleet Management Control (FMS) Packages, analysed and discussed between the customers and Scania periodically to spot improvement areas in order to implement the right

solutions. Over 200 vehicles and 400 drivers from over 30 customers in Malaysia are part of Scania Ecolution. These good companies and good drivers are also part of the global effort to achieve the Science Based Targets together with Scania.

Scania is committed towards minimising emissions from its products and its own operations. These include cutting CO2 emissions by 20 percent from its land transport per transported tonne by 2025 (using 2015 as a baseline), and 50 percent from its own operation.

"As Scania celebrates 130 years and the First 50 Years in Malaysia today, we continue to be the leader in driving the shift towards a sustainable transport system through sustainable partnerships," said El Tarifi. "Only by working with our customers and drivers can we achieve a sustainable future."

As an Ecolution partner with Scania, the good company and the driving is part of the journey towards achieving Science Based Target of reducing CO2 emissions in line with Scania's Science Based Target of the Science Based Target initiative (SBTi). 



## Increasing the Efficiency in Road Transport

It rained a lot. And then there were the floods. You can read all about that in other media; I won't harp on about that, but I will talk about what it meant for the transport industry. With the flooding paralysing large parts of the state of Selangor, many companies had decided to close shop on Monday as staff affected by the flood would have to re-prioritise. Some could not even get to work. Quickly the news spread about the closures of companies. And we all understood that there will be some impact.

And then a nervous caller told me that he had my goods lumbered up to the office and he was wondering where we were. At 5pm. On that day when we could not get through the flood to our premises. Two days later, goods were to be delivered to my home. At noon, I was called and told that I should come down to my lobby to receive the goods. The opposite was rather irritated when I said that I was at work and so was everyone else in my household. "What? Nobody at home now???" Correct, and why would there be anyone?

These two incidents stayed with me. Till now. Because I am still trying to figure out how these deliveries were planned. On one day, it would be safe to assume that a business is disrupted and that there may not be anyone present. The other time, I am puzzled as to why one assumes that there HAS to be someone at home on a working day. Meanwhile, modern technology allows us to get tracked as we move about and if there is someone that could be infected with Covid, all sorts of alarm bells go off. Amazing.

Somehow, despite the amazing technology we have on hand, literally with smart watches, the one thing that could have doubled the efficiency of these two drivers would have been common sense: A simple call to confirm that the delivery can be received at this time and place. Now the same package has

to be processed again, delivered again. Frustration surely creeps in as the payment for the job depends on successful delivery, profit thereafter is calculated after deducting all expenses.

With Covid, we also have a few more forms to fill. A friend told me that they have five different forms for various purposes. Their drivers, coming into the office in the morning to collect their job tickets, would have to fill in their names five times. Why not have one big form with everything on it you ask? That is a good question that I have also posed, but didn't get an answer for. It appears that the loss of productivity is an accepted cost of doing business when such a process is not thought through. And again, it would have just taken a little bit of re-shaping things, without having to have a project team in place, to make things a little more streamlined.

I hear of amazing apps, clever software and a lot of business consultants that can add some magic to your business. However, I am sure that we could all sit back for a moment and think of ways to eliminate wasteful processes and procedures that make no sense. Some may complain that business is slow at the moment. To that I say that it would be a great opportunity to take stock and to see how the business could be increasing efficiency by simply looking at things that don't make sense (anymore). I find the dependency on technology somewhat frightening, when there are ways to enhance a business by reducing wastage, not adding a feature.

When I went to school, we learned how to set up a workstation with each item needed in a specific place based on how often and when it was needed. The idea was to eliminate any kind of wasteful movements. That's my desk now. Imagine how much empty time that there is if one makes a few small adjustments.

Earning money is never easy. But it should not be frustrating as the profits are eaten away by superfluous tasks, needless documentation or out-of-sequence arrangements. With an efficient set-up, I am sure that staff will also be happier and it is a known fact that satisfied staff is more productive, loyal and profitable. Time to tidy up for a better bottom line. **F**

## IVECO Joins 27 European Companies in Discussions of Biomethane Scale-up with EU Energy Commissioner

IVECO was one of 28 leading European companies and associations which presented the “Biomethane Declaration” to EU Energy Commissioner Kadri Simson. The Declaration advocates for the recognition of biomethane’s role in the decarbonisation pathways as the most effective, affordable, scalable and sustainable gas available today. It highlights the collective ambition of its signatories to scale up biomethane application across Europe to at least 350 TWh (33 billion m<sup>3</sup>) by 2030, the potential estimated by the European Commission in the in-depth analysis supporting the “Clean Planet for All” communication (2018).

The Declaration signatories expressed their desire to mobilise the biomethane value chain to promote its benefits and opportunities and cooperate with national and EU policy makers and other stakeholders to ensure the support needed for a Europe-wide scale-up and use of this renewable gas.

IVECO has pioneered sustainable transport solutions and, with more than 25 years’ experience, is today the

industry leader in gas mobility with more than 40,000 vehicles sold. It has announced its commitment to become Net Zero Carbon by 2040 – 10 years earlier than the ambitious EU targets on climate neutrality – through the progressive adoption of alternative propulsion.

IVECO’s pathway to decarbonising heavy-duty transport sees an energy mix based on customer mission and product range, based on biomethane, Battery Electric Vehicle (BEV) and Fuel-Cell Electric Vehicle (FCEV) technologies. This is consistent with the European Commission’s new energy package, which aims to facilitate the deployment of renewable gases through the distribution networks, to set up market rules for Hydrogen, and to secure a fair and cost-effective transition. In particular, the energy package is expected to take action to enable, expand and maximise biomethane availability, as well as ensure accessibility through harmonisation of regulations across EU markets, which IVECO sees as a key factor in scaling up biomethane and reaching decarbonisation targets. **T**

## ZF Launches New “Commercial Vehicle Solutions” Division



Vehicle Control Systems divisions, the latter of which was formed from ZF’s May 2020 acquisition of WABCO.

“With the new CVS division, ZF is now positioning itself as the world’s largest component and system supplier for the commercial vehicle industry. Thanks to our broad technological positioning and global market presence, we can offer our customers the key solutions they need to transform their product portfolio from a single source. Leveraging our regional structure, we offer significant advantages and close customer proximity for truck, bus and trailer manufacturers as well as fleet operators, wherever they are in the world,” said Wilhelm Rehm, member of the ZF Board of Management with responsibility for the new division. “In line with our ‘Next Generation Mobility’ corporate strategy, CVS will accelerate ZF’s global growth strategy.” **T**

ZF announced the successful start of its new “Commercial Vehicle Solutions” (CVS) division with effect from January 1, 2022. The new division combines ZF’s expertise in the commercial vehicle industry and will significantly advance solutions for safe, sustainable and digitized transport. The new division unites ZF’s former Commercial Vehicle Technology and Commercial

# FUSO Distributor Daimler Trucks Asia Taiwan Recognized with a “Golden Safety Award”

Mitsubishi Fuso Truck and Bus Corporation is pleased to announce that joint venture and FUSO distributor Daimler Trucks Asia Taiwan Ltd. (DTAT; headquarters: Taipei; CEO: Joe Wong) has been recognized by the Taiwanese Ministry of Transportation and Communications for its corporate social responsibility initiatives encouraging road safety. On December 8th 2021, DTAT was presented with a “Golden Safety Award”.

The “Golden Safety Award” is presented annually by the Taiwanese Ministry of Transportation and Communications to recognize organizations and individuals with significant contributions to road traffic safety. Private enterprises became eligible for nominations in the corporate contribution category for the first time in 2018. This year, four other businesses selected from around the Taiwanese island were recognized in this category.



## TRATON GROUP Intensifies Exchange Between its Brands

With its new strategy, the TRATON GROUP is not only focusing on greater exchange of technology within the Group, but also on increased knowledge transfer. As part of this, the current Board members responsible for Sales at the TRATON brands MAN Truck & Bus and Navistar will swap their posts.

Göran Nyberg, Executive Board member for Sales and Customer Solutions at MAN Truck & Bus SE, will join Navistar as Executive Vice President Commercial Operations, effective March 1, 2022. He will swap positions with Friedrich Baumann, Navistar’s Executive Vice President Sales, Marketing and Aftersales, who will join MAN as Head of Sales and Customer Solutions, effective April 1, 2022.

The exchange of expertise between Navistar and MAN strengthens the alignment of brands within the TRATON GROUP, further capturing the power behind this international group of strong commercial vehicle brands.

Christian Levin, CEO of TRATON SE, said: “Both Friedrich Baumann and Göran Nyberg are proven commercial vehicle experts with extensive experience and a clear understanding of customer needs in the transportation industry. This change in personnel means that our international group of strong commercial vehicle brands is growing ever closer together. MAN, Navistar and thus the TRATON GROUP as a whole will benefit from this change and exchange of experience.”



the building materials trade, which represents a new area of application for the electric truck due to its less uniform routes.

Nils Heine, who is responsible for the eMobility Truck Sales Division at MAN Truck & Bus SE, classifies the use of the MAN eTGM in the building materials trade as follows: "On the way to sustainable freight transport, it is necessary for all sectors to be on board. That's why I'm very pleased that we were able to convince STARK, a customer from an area of application in the construction sector, of the performance of our electric truck. We at MAN are firmly convinced that electric mobility is the key technology with which the transformation of the transport sector will succeed ecologically and economically.

The starting signal for the project, with which the building materials dealer is driving forward an initiative of the federal state of Hesse to promote sustainable transport, was marked by the commissioning of the MAN eTGM with a 26-tonne GVW on 29 November 2021. "As early as March 2021, the STARK Group committed to the 1.5 degree target of the Paris Climate Agreement as part of the 'Science Based Targets'."

## Powerful with Electricity: MAN eTGM Opens up New Areas of application

**S**TARK Deutschland GmbH is the first company in the German building materials trade to take part in a practical test for eLogistics in cooperation with Fulda University of Applied Sciences. The focus of this real-life application test is the delivery of building materials with an all-electric truck from MAN Truck & Bus, the MAN eTGM, in combination with an electric truck-mounted forklift. For the MAN eTGM, this is the first deployment in

## Hyzon Motors Provides Update on 2021 Deliveries

**H**yzon Motors Inc. a leading supplier of hydrogen-powered fuel cell electric vehicles, today announced the delivery of 87 fuel cell powered heavy-duty vehicles in 2021 under commercial sales agreements. These deliveries do not include any trial leases.

The 2021 shipments exceeded the forecast of 85 fuel cell vehicle deliveries set by the Company in February 2021, prior to the deteriorating global supply chain seriously impacting the production plans of zero-emission and traditional vehicle suppliers alike. The Company proactively shifted its deployment focus to Asia where average selling prices are approximately half of other regions. Global supply chain disruptions rocked many industries and sectors, with European and North American vehicle assembly particularly hard hit.

The Hyzon vehicles delivered were heavy duty fuel cell truck models ranging in weight from 18 to 49 metric tonnes deployed for a variety of use cases. These applications include refuse collection with a leading European supplier of refuse collection vehicles, sewer cleaning with European municipalities, and heavy-duty use cases such as steel coil haulage with the largest steel company in the world. Additionally, the eight dump trucks that were deployed under trial leases in Foshan, a UN Hydrogen Demonstration City in China, are not included in the 87 vehicle deliveries.



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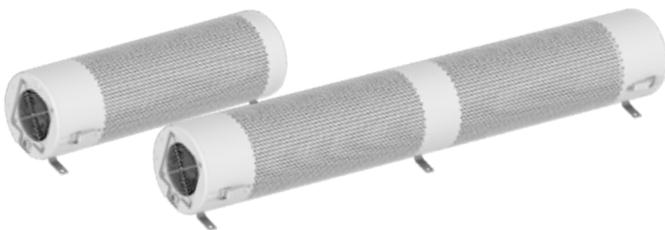
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