

ISSUE 33, January / February 2017
RM10.00

ISSN 2180-382X



9 772180 382009
KDN PP18693/01/2016 (034422)

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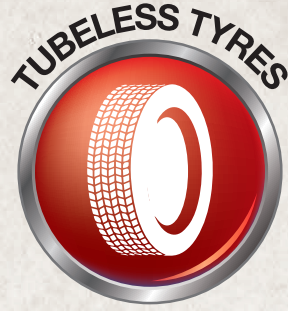
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Chassis
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Hub Reduction

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Transmission

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Chassis

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(8mm + 8mm)

Rear Axle

- 16 tons + 16 tons
- Hub Reduction

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4x2
6x4
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Engine

- FAW -CA6DM2 - 39
390Hp ; 11045 cc
- FAW -CA6DM2 - 42
420Hp ; 11045 cc

Transmission

- American Eaton
- ET - 20109A

Chassis

- Double layer
320mm * 90mm
(8mm + 8mm)

Rear Axle

- 16 tons + 16 tons
- Hub Reduction

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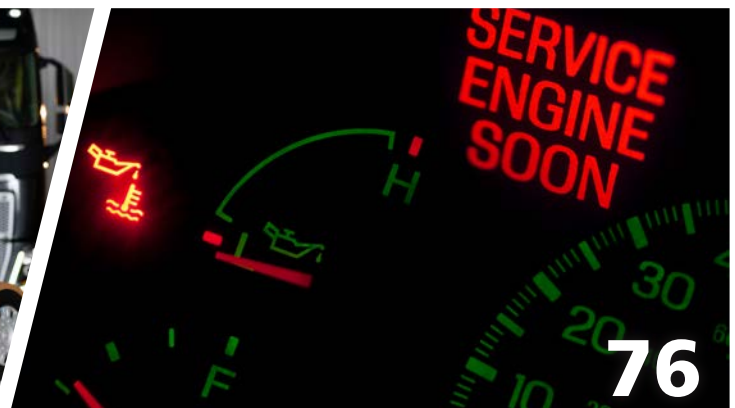
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FUELLING BUSINESS FURTHER

Sin Hock Soon takes Shell FuelSave Diesel for a test drive. It delivered.

Since young, Tony Yew has been ambitious. He never settled for what he had, and that determination made Sin Hock Soon Transport Sdn Bhd, industrial transport and logistics provider, into the success it is today. So when it came to his business' fuel partner, he expected no less. In 2015, Sin Hock Soon started to use Shell FuelSave Diesel as their main fuel supply, right after Yew tested its claims of better fuel efficiency and cleaner engines.

TAKING MATTERS INTO HIS OWN HANDS

Yew had been looking for more ways to further his business, and found that his operations were suffering due to vehicle performance.

"More than ten units were breaking down every month or so. The injectors were badly burnt and jammed with deposits." Investigating the issue, Yew discovered an alarming difference when his vehicles used Shell FuelSave Diesel and when they did not.

"We have saved up to 6% on our maintenance costs since switching to Shell FuelSave Diesel."

That difference greatly affects the business' bottom line.

IN THE DRIVER'S SEAT OF FUEL EFFICIENCY

The result of 100 years of fuel research, Shell created a powerful detergent formula that helps prevent deposit build-up contributing to improved fuel economy over the lifetime of the vehicle. This same formula is used in Shell FuelSave Diesel, supplied in both skid tanks and retail stations.



Unlike the rest, the injector on the far right used only Shell FuelSave Diesel and stayed clean from deposits.

Wanting further evidence, Yew put Shell FuelSave Diesel to trial. He monitored the engine parts of trucks that were either filled with Shell FuelSave Diesel or alternatives, and the results were clear.

"The injectors we used with Shell diesel had no problems. In fact, it still looked like new. From experience, the injectors would have darkened with residue in a short period of three months."

THE FAMILY BUSINESS JOINS SHELL'S FAMILY

All this solidified Yew's decision to work with Shell moving forward. With plans to expand his transnational business across Vietnam, China and Singapore, Yew is confident that this collaboration will optimise their efforts.

Sin Hock Soon stands as one of the largest service providers in Malaysia today, and has over 250 trucks of various capacities in their fleet.

Taking over the family business when they only had 40 trucks, Yew is now training the third generation, including the children of his siblings, so that all of them can be independent and carve their own successes.

Start driving your business further with the fuel that works just as hard as you. Learn more about Shell FuelSave Diesel at www.shell.com.my



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"Partnership is crucial for the success of a business, as it's never only about yourself. That's why I've chosen Shell, and believe they'll help bring my business further."

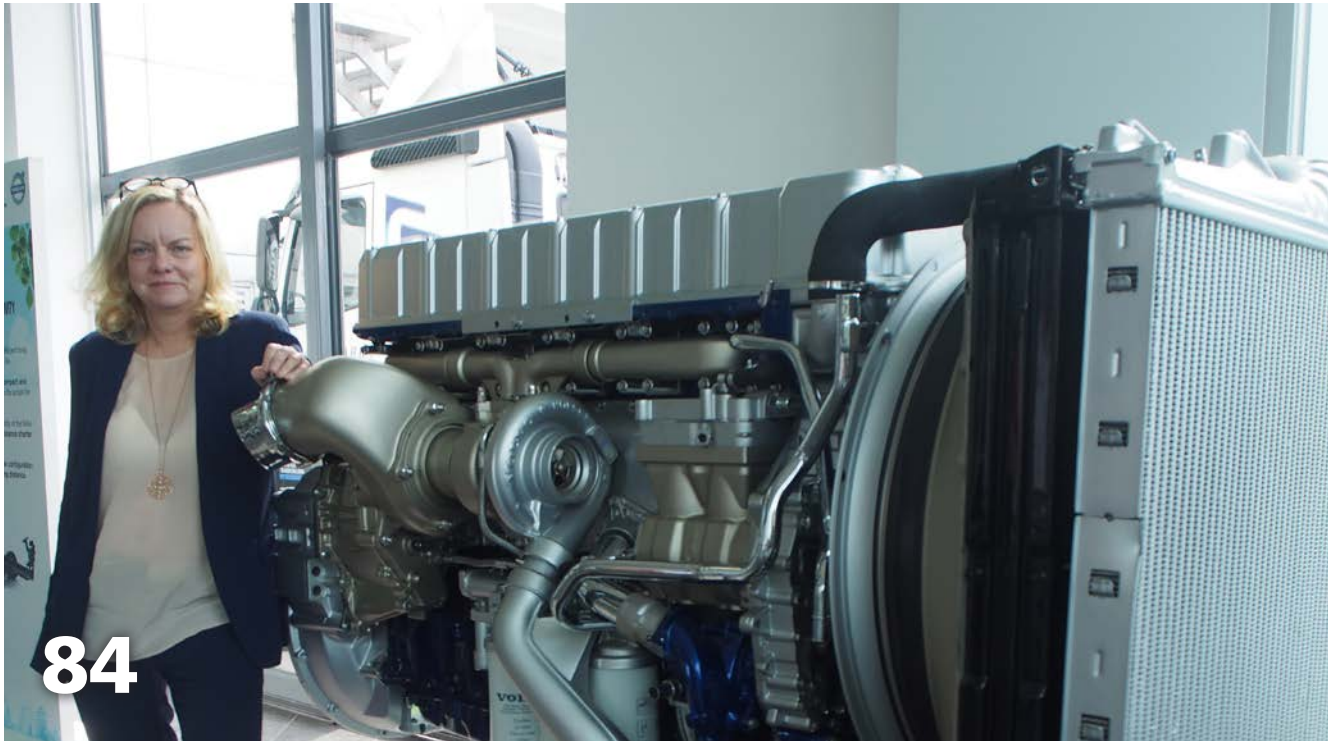
- Tony Yew, Director of Sin Hock Soon Group

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The above views are those of a real Shell customer who has used Shell FuelSave and may have been edited for brevity or clarity. The customer was not paid for his/her testimonial. Results were self-reported by the customer and have not been individually verified. Results are not indicative future performance; individual savings may vary.

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The **ASIAN TRUCKER** Drivers!

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Lot 8-2, Medan Klang Lama 28
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Malaysia

www.asiantrucker.com

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PRINTED IN MALAYSIA

Percetakan Osacar Sdn Bhd
(Co.Registration : 63461-W)
Lot 37659, No 11, Jalan 4/37A,
Taman Bukit Maluri Industrial Area
Kepong, 52100 Kuala Lumpur

Distributed by

MPH Distributors Sdn Bhd (5048-A)
Ground Floor Warehouse, Bangunan TH
No 5, Jalan Bersatu Section 13/4
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Industry 4.0: Delivered



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Coined "Industry 4.0" is the current trend of automation and data exchange in manufacturing technologies. It includes cyber-physical systems, the Internet of things and cloud computing. What started some 30 years ago with my class mates asking "What do you need a computer for?" has now become a roadtrain, coming at us with speed limited only by our imagination. Last year we discussed autonomous commercial vehicles as a vision for the future, whereby some said we wouldn't be seeing these trucks in our life time. The announcement that some Chinese truck maker is putting the first self-driving trucks onto the road this year put a massive jolt through me. I like computers and what we can do with them. The best thing that could have happened in my view is the internet. Just imagine how we would go about business without it! Try finding a place for a meeting, planning your routes or scheduling your backhaul without it. And with the rise of the Apps we also see some really smart solutions that finally address the woes of the industry. I just wish I had some of these ideas and would have integrated them into Asian Trucker. But then again, I would also argue that we should be the best we can in the business we are in.

Amidst all the hype about technology, personal interaction is still what keeps the wheels turning. While you can do a lot with the tools given to us, meeting people, face to face still is the most effective way of doing business. Many times I have tried to get an appointment with a gentleman in Singapore. However, it took a meeting with his business affiliate to get things done. Right there and then. In another instance, I met with the head of operations for a Swiss company that was looking for ways to promote their products. Had I not been at the exhibition we were media partners for, we would have missed this opportunity. And this is what our upcoming exhibition will be too: a huge

networking platform, offering myriads of opportunities for everyone attending. Internally, we have now switched from planning to executing the event. With an all new team, this will be exciting to see what will happen in terms of new ideas to be generated. In this issue you will already read some articles that have been written by Shee Mun and Saef, our latest additions to the team. Having the job of shaping them to be Truckers, I hope that I will manage to groom them to be among the best we have to talk about trucks.

Our cover story, an exclusive we developed in Japan, focuses on the heroes of the industry: the drivers. Sitting next to our champion from Malaysia, it was awe-inspiring to see the excitement of this young gentleman. Not only was this his first time to Japan, but also outside Malaysia and he was to compete in a global competition against other drivers that were equally eager to take home the trophy and glory. These kinds of stories are always something special, as they show how man and machine work together and we get a better understanding of the requirements of the job. In the case of the UD Extra Mile Challenge, I think it is a very tough competition, as it is modelled after the real life. Truckers are given a starting capital and every mistake they make means they lose some of that cash. Well, just like you would be punished by the market if your service isn't up to speed.

On a more serious note, we are continuing our series of articles related to road safety. I realise that this is a very delicate and fine line we are walking here as there are many interests, some of which are conflicting. When trying to put together the article on "Fatigue Management", I realised that the issue is easily described, but the solution to this issue is highly complex. While I like coffee, I am very sure, that an extra cup of this brew is NOT the answer to the issue of tired drivers. Perhaps I could encourage you to share with me how you are dealing with fatigue in your operation in order to get others to adopt procedures that make the roads safer?

Sincerely yours,

Stefan Pertz
Editor, Asian Trucker Malaysia 



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Sany Palfinger Launches New Models of Truck Cranes for Malaysia Mharket



In a recent event, Palfinger Asia Pacific launched four models of truck cranes that cater to the market of Southeast Asia’s construction, plantation, logistics and more booming industries.

These newly launched products include SPS 50000 Stiff Boom Crane and 3 other Sany Palfinger Knuckle Boom Crane models, namely the SPK42502 MH, SPK 36080MH and SPK8500. Speaking at the launching of the products, Staffan Meijer, Vice President and General Manager of Sales and Service for Southeast Asia Region said that, with the launch of the new cranes, the company aims to double its product sales volume in Malaysia this year from 2016.

Meijer said, the main focus for the launching of these new products will be on the SPK42502MH and SPK 36080MH; these two Sany Palfinger Knuckle Boom Crane models are designed particular for industries like construction, plantation and logistic, as for heavy-duty use. “Since Sany Palfinger delivered its first crane in Malacca in the mid of 2015, the market response here in Malaysia is very good, as well as for the Southeast Asian market. With the launch of the new products, we are expecting positive growth in the market, particularly for the sales of knuckle boom crane models,” said Meijer.

“In 2016, Sany Palfinger sold a record number of cranes in Malaysia; it is a tremendous growth compared to when we started our business here, when only few units have been sold. As for 2017, with the launch of these new products, we are expecting the growth of sales volume to be doubled,” he added.

Both, SPK 42502 MH and SPK 36080 MH knuckle boom cranes, are fitted as standard with PALTRONIC 50 overload protection and High Power Lifting System (HPLS),

The SPK42502, which is mounted behind the truck’s cabin with its maximum lifting moment of 42.3 meter tonnes and boasting

maximum slewing angle of 400 degree . Meanwhile, as for the SPK 36080, it has the maximum lifting moment of 34.8 meter tonnes.

Also present at the event were Executive Chairman of Wong Fong Industries Ltd, Mr Jimmy Lew, and Mr James Liew, Deputy Chairman & Managing Director of Wong Fong Industries Ltd. In 2012, Palfinger Asia Pacific undertook this joint venture together with SANY Heavy Industry, China’s largest manufacturer of construction equipment. The new company, Sany Palfinger SPV Equipment Co., Ltd develops and produces truck mounted Knuckle Boom Cranes, SPK, and Stiff Boom Cranes and SPS for the Chinese and international markets. In Malaysia, CE Asia Heavy Machinery Sdn Bhd, a subsidiary company under Wong Fong Industries is awarded as the sole distributor of the entire range of Sany Palfinger cranes.

Talking about the unique selling point of the newly launched cranes, Meijer emphasized that, the products have the premium quality of European cranes, yet the affordable pricing is the reason why most clients are shifting their choice from used or second-hand European cranes to the new Sany Palfinger cranes. “In the past, some clients might have opted for second-hand cranes due to budget concerns, but the gap in terms of sales volume between used crane and new crane is narrower now. Most of the used cranes in Malaysia come from Europe; the prices are a little bit higher. With our new strategy to have a Sany Palfinger joint venture, we produce good quality cranes with an affordable price range; it gave us more opportunities on the pricing by closing this gap.”

Meijer added, that for Palfinger Asia Pacific’s future expansion in Asia Pacific and the ASEAN market, they will put more efforts into technical training and spare parts service for its regional dealers, in order to provide improved and better after sales services and support to its clients. **F**

TATA MOTORS and Castrol host "SkillFest"



The TATA MOTORS "SkillFest" championship program in collaboration with Castrol was conducted across the globe.

The program is an initiative for recognising the knowledge & skills of its Service Advisors across all TML authorised workshops. The program received an overwhelming response from Channel Partners across the globe.

Skill Fest Championship Global level was held at Kuala Lumpur, Malaysia on Saturday 17th December 2016, seeing participation from the best Service Advisor from India, SAARC, Africa, Middle East, CIS and Russia.

SkillFest Global level had 26 Service Advisor from 16 countries (India, Chile, Kenya, Senegal, Sri Lanka, Indonesia, Nepal, Oman, South Africa, Bhutan, Dubai, Thailand, Tunisia, Malaysia, Saudi Arabia and Ghana) participating. The Global level involved tests comprising of a combination of theory, role-plays and personal interviews on topics such as product knowledge, soft skills, repair and maintenance practises, business skills, Castrol red carpet training and safety among the many disciplines.

Global SkillFest Award Ceremony was held on the eve of 17th December 2016 at the Renaissance Hotel located in Kuala Lumpur, Malaysia. The function was graced by the presence

of senior dignitaries from Tata Motors Ltd and Castrol, channel partners from around the world and global level Service Advisors.


Top two Global Service Adviser were felicitated by Mr Sanjeev Garg; Global Head (Customer Care-CVBU) and Mr. Omer Dornen, Managing Director –Castrol India Ltd.

SkillFest Global level Winner title was won by Mr Sandeep Gurung from Nepal (M/s Sipradi Trading PVT Ltd). He was awarded a trophy, certificate and a cash award of US\$ 2 000.

The 1st runner up position was secured by Mr Rajesh Das from India (M/s Mithila Motors). He received a cash award of US\$ 1 500, trophy and certificate.

The 3rd, 4th & 5th positions for Service Advisor were felicitated by Mr Sandeep Bharadwaj, Head- Field Service (Domestic), Mr Ganesh Shetty, Head (Customer Care - CV Intl Business), Mr Rajeev Govil; VP – OEM & Workshop Castrol and Mr Uday kumar, Global Key Account Manager Castrol.

- The 3rd position (2nd Runner up) was secured by Mr Venkata Satya Joga Rao from Oman (M/s Al Hashar Co LLC). He received a cash award of US\$ 1 000, trophy and certificate.
- The 4th position (3rd Runner up) was secured by Mr Sandeep Yadav from India (M/s M. G. Motors). He received a cash award of US\$ 1 000, trophy and certificate.
- The 5th position (4th Runner up) was jointly won by Mr Mohan G. C from India (M/s Arvind Motors) and Mr Felix Omondi Wandolo from Kenya (Tata Africa Holding (Kenya) Ltd.). Each of them received a cash award of US\$ 500, trophy and certificate.

All 26 Global level Service Advisors received a Certificate of Participation by Senior officials of Tata Motors Ltd. and Castrol India Ltd. 

The New Hino Total Support Customer Centre (HTSCC)



* Image used for illustration purposes only.
* Updated as at 11th November 2016

The New Hino Total Support Customer Centre (HTSCC) to Get Upgrade



Hino Motors Sales (Malaysia) Sdn Bhd recently announced the upgrading project of Hino Total Support Customer Centre in Sendayan, Negeri Sembilan.

Hino Motors Sales (Malaysia) Sdn Bhd, or short HMSM, is going to invest more than eight million Ringgit Malaysia to start the project that focuses on customer development through safety driving skills and knowledge. HINO Total Support focuses exclusively on its customer. Besides sales of products, Hino also provides Total Support in sharing and anticipating potential needs of customers and offering solutions that reflect the customer's voice and hence exceeds customer expectations. This drives Hino Total Support to reach deep into society, thus strengthening HINO's market operations and opportunity in Malaysia. The impact of Hino Total Support will intensify and further contributions can be expected to support Hino's customers' business growth.

Hino Total Support Customer Centre (HTSCC) is a proof of Hino's dedication towards its customers and it will facilitate the foundation of Total Support activities. Hino aims to revamp the HTSCC professional driver's training curriculum with exclusive facilities to further improve the philosophy of Hino Total

Support. Choices of curriculums are particularly focusing on safety, defensive driving training, fuel saving driving and driver's familiarization training. Hino's customer-oriented syllabus aspires to produce professional HINO truck drivers.

Expansion of the curriculum imparts a full knowledge on safety driver training and skills to customers. Safety has been the main concern within Malaysian road transport industry and HINO has taken the best effort to help in reducing accident rates due to human error via this safety training courses. The upgrading project of HTSCC is to improve customer's experience thereby retaining customer's satisfaction and loyalty towards the brand. Customers also will get the valuable opportunity to go through advantageous Total Support driver training courses such as "Safety & Eco-cien Driver Training" (fuel saving driving) and "Driver Familiarization Training".

Keeping in tune with the local commercial vehicle's market, HMSM aims to have a capacity to train 6 500 drivers per year. On top of that, in widening customer's knowledge, the Hino Gallery at HTSCC will go through an expansion. On display in the HINO Gallery visitors can find information on Hino history, technological revolutions and product advancement. In the future, HINO also will open the training centre for the use of government and public agencies to ensure their training projects for professional driver will be a success.

"Hino has built a solid reputation through the outstanding products based on QDR, which means, Quality, Durability and Reliability. Hino's mission is not only to develop a product which is perfect fit for each customer's business but also to 'Maximise vehicle Up-Time' and 'Minimise vehicle Life-Time Cost'. With HTSCC in Sendayan, HINO is striving to deliver the best support to our customer with necessary trainings and also safety driving techniques," said Iwamoto, Managing Director of HMSM. **■**

Repair and Maintenance in Limelight at Automechanika Kuala Lumpur

Full range of Repair & Maintenance items from replacement parts to collision repair on display at Automechanika Kuala Lumpur.



The 10th edition of Automechanika Kuala Lumpur has evolved from modest beginnings. Keeping pace with the growing specific needs in the ASEAN regions, the upcoming show will reshape its direction and move towards a brand new edition that will not only highlight the supply chain within the Repair and Maintenance sector, but also showcase the latest trends in smart technology.

The Repair and Maintenance sector will be taking the front seat at the show, comprised of a range of items, including collision repair, coating, car wash, tools and equipment, etc. The comprehensive coverage is designed to attract body shops, express auto service centres, workshops, mechanics and technicians from ASEAN countries to participate in the show. To enrich participants' experience, the show not only showcases a range of Repair and Maintenance products and services, but also provides a series of collision repair training workshops with theories and practical applications such as spray booth and welding. Participants will learn the most updated information about the latest trends in Repair and Maintenance, network and acquire business opportunities while attending the show.

Automotive future is in connected mobility and smart technology

Connected mobility is one of the latest buzzwords in the automotive industry. Vehicles with smart technology are able to communicate with each other and the surrounding transportation infrastructure to enhance safety, convenience and efficient flow of traffic.

With growing disposable incomes, Malaysians are more eager to try out the latest technology. As a result, more market opportunities will continue to evolve in this field. According to a 2015 Malaysian import figure from MATRADE1, electrical and electronic products contribute to the largest sector (30%) of the overall total imports in Malaysia. GPS and audio systems are among these electronic items imported from other countries. This is why the coming edition of Automechanika Kuala Lumpur must stay at the forefront of the ASEAN automotive industry to capitalise on this potential while leading the markets to further expansion. According to Ms Fiona Chiew, Deputy General Manager, Messe Frankfurt (Shanghai) Co Ltd, "ASEAN has an

enormous need for repair, maintenance, connected mobility and smart technology. There is a missing dominant show in ASEAN to meet those needs. Automechanika Kuala Lumpur is an excellent resource to fill the market gaps."

EMMA – a car audio and tuning competition with international standards

Automechanika Kuala Lumpur will further cooperate with one of the supporters, AAA (Auto Audio, Accessories and Air-Condition Trader Association of Malaysia) in this edition to bring an international-standard audio competition to the show. AAA has a network of 900 members throughout Malaysia covering electronic manufacturers, tuning shops, retailers and service suppliers. Sony and Alpine are among those active members. The EMMA (European Mobile Media Association) Car Audio Competition, will be promoting smart technology within the automotive audio realm.

This competition attracts many participants from ASEAN countries including Indonesia, Thailand and Singapore. It offers a unique opportunity for both exhibitors and visitors at the show, according to Ms Cherrie Lim, President of AAA. "Show exhibitors will be able to connect with countless smart technology retailers and meet the modern automotive market needs with the approximate 1 000 expected ASEAN visitors attracted from this international car audio competition, inclusive of participants from different countries."

Automechanika Kuala Lumpur will be held 23 – 25 March 2017 at the Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia. The show is expected to welcome 300 worldwide exhibitors and 8 000 global buyers to the 9 710 sqm exhibition space spanning five halls.

Automechanika hKuala Lumpur is organised by Messe Frankfurt (HK) Ltd, co-organised by MAI and is strongly supported by the Malaysia External Trade Development Corporation (MATRADE).

For further information about Automechanika Kuala Lumpur, please visit www.automechanika-kl.com or email: autoasia@hongkong.messefrankfurt.com. Automechanika Kuala Lumpur is one of 16 Automechanika fairs held in Africa, Asia, Europe and North, Central and South America. **F**



Continental and Siemens Partner to Set Up Training Centre

On Thursday 29th November, Asian Trucker had the privilege of getting a special scoop of Continental-Siemens' new training centre launch in Continental's headquarter in Petaling Jaya.

their manufacturing productivity by significantly reducing their downtime. It will also be augmenting the workers' manufacturing efficiency and slashing the period it previously took to market their products, by up to 30 percent. Continental is investing an amount of close to half a million Ringgit (100,000 Euros) into the inception of the project, which will embark with the training of about 40 trainees throughout the year of 2017.

The launch of this new training facility also bodes well with the Malaysian government's 11th Malaysia Plan vision, which is to drive the Malaysian corporate industrial market toward the acquirement of more sophisticated skills, in a bid to stimulate innovation-led growth, sprawl up internationalisation and encouraging developments of productivity through automated-mode of production.

Mr Gerhard Janotta, Plant Manager of Continental Tyre PJ, took to the podium to explain how Continental is grabbing the figurative wheel of industrial vision by contributing in growing talents inside the industrial market instead of just anticipating for them to appear, "Sometimes when you are lucky you can buy the skills from the market or you find it already. But very often you have to tailor the skills, in-house, according to your needs; and this is what we are doing here. So this in-house training facility is important for us in order to ensure that we always have the sufficient amount of



The training centre will be the first of its kind training facility in Malaysia which will oversee the training of local manufacturing industry employees with the necessary skills and capabilities of digitalization. These skills include, among others, next-level automation, predictive maintenance and remote monitoring. Siemens' state-of-the-art manufacturing solutions such as Industrial PC Management and SIMATIC S7 provided by the Siemens Process Industries and Drives Division will be used here.

This in turn, will equip, not only on the ground workers or trainees with the chance to elevate their digital and high technology skills, but also for Continental to comprehensively increase



qualified people. And as technology is progressing and developing, we need to have good contact with those who are providing the technology and this is why we are partnering with Siemens.”

He continued to explain that, “If the market does not have enough people fully trained for this technology, [Continental’s] decision will always be to chaperone and take the people that already have the knowledge; and then you basically need to fill the pipeline.”

Janotta highlighted that the training facility will also provide services to other players in the market in the near future, “So far it’s an in-house training facility. But we intend to train other people as well. The idea is to look into selected companies and discern where it makes sense to train or to explore other people. This facility is intended for our people, so not only this factory, but also our factory in Alor Star, and we also have another facility in Penang. Previously, we were relying on external help to support us in serving our machines, so they,...., too need to have the right qualification from outside in order to keep our manufacturing process running. Thus it becomes the question of ‘make or buy?’ At the moment, we do it with our own people, but additionally we still have to look outside and buy the knowledge externally.”

The looming question on the entire project was the significant amount of capital which Continental was ready to invest for the training centre. Expanding on this, Mr Gerhard Janotta brilliantly noted his arguments advocating the move toward investing more into human capital:

“There lies a big concern regarding training. If I want to run the operations, I need to have my machines turning. The machines that are stopping and cannot be repaired in a short period of time will create the loss of production. This will lead to the fact that we are not going to be able to produce tyres. It means that we will lose the revenue. In that respect, in the question of investing 100 000 Euros for ‘only’ forty people, may seem to be a lot. But if you look into what it costs if I lose a whole day of production, then you can say that this will be easily absorbed within short time. The

other point is, what happens if I have to train the people outside? Training fees for forty people and a lot of others externally will also cost a lot of money. Additionally, I will not be in control of what is actually being taught. So, if you look into this part of the investment, then you can say that this is money well spent. And do not forget that we have two other facilities that are going to profit from that. Furthermore, the intention as I said, is also to draw into scope our partners from the area of maintenance trained up.”

Moving away from the highlight of the day which was Continental’s new training centre, Mr Cameron Wilson, Managing Director of Continental Tyre PJ enlightened the media that Continental Malaysia will also step more forcefully on the accelerator on Digitalization and Industrie 4.0 in its future work. This was exemplified by their new works in the Malaysian tyre industry, which will involve rethinking of the fundamental products at hand:

“Continental is bringing digitization to the tyre product. Tyres are well-known for being round in shape and black and having a hole in the middle, but few people appreciate the technology that goes into them. But those who appreciate it are commonly commercial users. For the same reason that manufacturing companies need their machines to run, our customers who run commercial vehicles require their vehicles to have uptime, so that they don’t suffer revenue losses and so they can avoid maintenance expenses.”

“We are bringing digital sensors which are installed inside the tyres and will allow real-time monitoring of tyre inflation pressure and running temperature. We are connecting this through a telematics platform through various ways of combining the data. So on digitalization, it does not matter if you are a manufacturing company in Malaysia or whether you are a truck fleet operator, this digital technology is coming into old school products like tyres and heavy industrial machines to allow better uptime, greater efficiency and in the end of the day, better quality solutions.”

The conference ended on a positive note which was brought forth by Mr Adam Yee, the Senior Vice President and Head of Digital Factory of Siemens Malaysia. He underlined that it is mandatory for the Malaysian marketplace to largely participate with the global trend of stepping into the digital way of doing things, focusing on the fact that the Internet of Things will be the future primary niche of the industry: “The Malaysian company has to question itself, how will it stay competitive? Digitalization is changing the way we do business. What we are talking about in this marketplace when we talk about digitalization is Industrie 4.0. The future of Industrie 4.0 is creating a different market that is also producing a lot of opportunities, especially, for manufacturers. You can see that there are a lot of opportunities for them to shorten the time to market, meaning that you have to upgrade your devices, you have to make sure that you have devices to collect data because we are talking about digitalization here. Which is about collecting, analysing and optimizing the data. The big questions are: How is optimization possible? How can we improve energy saving? How can we improve our time to market? These are the crucial questions for a manufacturer. The question is less about how big the manufacturing facilities are, it is more on your vision of the company and how you want to move your company forward to the future.”

“If the future will become digital, then we should think about what to do now. This is the most important thing that companies need to ask themselves, with reflections on the party that can provide them with these kinds of solutions. And this is why Siemens is here.” **T**



New Hino 300 Series Launched

With improved safety in mind, the latest upgrades for the Hino 300 series ensure the vehicles comply with the latest regulations by the United Nation and Jabatan Pengangkutan Jalan (JPJ).

Welcoming the media for an exclusive preview, Ken Iwamoto, Managing Director of Hino Motor Sales Malaysia Sdn Bhd, said that the company is constantly striving to improve the safety of their vehicles. In view of the fact that the number of road fatalities has risen to 6 570 cases in the year 2016, the latest edition of the Hino 300 has been equipped with further enhancements to provide better safety to drivers as well as other road users. He expects the first deliveries of the newly introduced version to take place in March this year.

All upgraded models are now equipped with ABS and wide view pillars. With only 65mm thickness, the pillars offer a nearly uninterrupted view, enabling the driver to spot pedestrians and other vehicles. This was done without compromising the structural integrity of the cab. Drivers are securely fastened by the Emergency Locking Retractor (ELR) seat belt, which is activated immediately when tension is applied. Also, the trucks come with door beams made of high-strength steel reinforcements. To give more visibility, the mirrors have been re-designed and other participants will easily know about the movements of the vehicle as added roof top and side markers indicate direction changes the driver is making. Front under-run protection (FUP) and Rear under-run protection (RUP) have been further improved to protect the lives of others in case of an accident. Further enhancements will be made in the future in accordance with findings of ongoing market studies, Iwamoto said.

In addition to these safety features, Hino has also improved the performance of this series. Knee and foot clearance has been increased for the standard cab models by re-designing the instrument panel. The shift lever's material has changed from resin to aluminium in order to provide a smoother haptic perception. By moving the transmission shift lever some 18mm, the space to move about the cabin has been increased while the overhead console ensures tidiness in the workspace. Adding to the driver's comfort are more powerful common-rail engines. Engines comply with Euro 3 emission norms and are smooth running, thanks to extremely short spraying distances and multiple injection points.

Besides hardware upgrades, owners of the new Hino 300 series will also be at ease when it comes to the issue of theft. This series is now equipped with "HINO Arm Tech", a tracking device that is connected to the call centre 24/7. Owners can easily track the vehicle movement and recover it in the case of vehicle theft.

Obviously impressed with the new model, GD-Ex ordered some 200 new trucks, for which a signing ceremony was part of the proceedings. Iwamoto stated that GD-Ex has been a long standing client of Hino and is currently the largest customer in Malaysia. **■**



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Troplast is Moving forward by Doing What Comes Naturally



In the world of commercial road transport, Troplast Services Sdn Bhd does what comes naturally: They have concentrated their attention on the core business of container haulage. They are also guided by a commitment to providing safe, efficient, on-time and fairly priced services for its customers.

As Malaysia shifts to a position of being an economic powerhouse where transport infrastructures are the backbone of its economy, haulage companies like Troplast are capitalising on the changes and growth the country is enjoying.

To meet this increasing demand, the Klang based business has expanded its fleet and improved its facilities. Their 2017 strategy is for continued future expansion with a focus on international long term projects.

The Steelbro sidelifter became a significant part of that plan and has proven to be instrumental in helping Troplast serve the market more efficiently and effectively.



Established in 2004, Troplast started with just five prime movers in its fleet. As the company enjoyed increasing success, the fleet was expanded. Today, Troplast operates with 25 prime movers, 120 trailers (which handle a combination of 20' and 40' containers) plus six tipper trailers. It employs a team of over 50 dedicated staff, drivers and foreman and makes use of a sophisticated computerised haulage trucking management system.

But, crucial to the efficiency of their operation is the fleet of Steelbro sidelifters. As Troplast takes delivery of its 8th Steelbro sidelifter, Manager Mdm Lee says, "We have just purchased a SB450 sidelifter. The units have definitely helped our operation by increasing the number of containers we can move. We appreciate the benefits of being able to load and unload the containers on the ground rather than on the back of a trailer. And safety is improved significantly."

The SB450 sidelifter is a rugged unit with a strong lifting capacity. Transfers of containers weighing up to 45 tonnes can be made easily within a safe working environment. Immensely durable, the SB450 has been built to work under the most extreme of conditions. The SB450 sidelifter units help the company enjoy even greater efficiencies in their operation and continued steady growth.

"Most of the work we do is within the port environment in the central region of Malaysia where volumes have grown massively," says Mdm Lee. "We offer container haulage services

in the region's two major ports i.e. Northport and Westport and provide a range of container haulage services such as container movement by trailers and sidelifters and tipper services for customers.

Their sidelifters are being used to shift all types of container loads from 20' and 40' on mainly short journeys. Without the sidelifter, an operator would need to wait for a fork lift truck or other equipment to become available. Now the operator is self-sufficient and can load and unload the container and drive away on his own.

"We chose the Steelbro brand because they were competitive and we find them highly durable. The Steelbro brand also has a good resale value."

"We haven't used the Steelbro service centre as our staff have a good technical understanding of the Steelbro units and we have our own workshop. However, we do purchase spare parts from Steelbro and the service has always been efficient and products have always been delivered in a timely fashion.

As Troplast looks to the New Year ahead, the company faces new growth challenges and will continue to strive to achieve quality services, whilst keeping safety as a top priority. The management team at Troplast would like to wish all our readers a "Happy Chinese New Year" and a prosperous Year for 2017! 🚚

Yonming Delivers 10 Shacman X3000 Trucks to Sentiasa Hebat Sdn Bhd



Moving into the year 2017, strategic planning, budgeting, execution and management are undoubtedly some of the key concerns for all industries in Malaysia to ensure sustainable growth and development of the business.

For this reason, Sentiasa Hebat Sdn Bhd, as a leading container haulage provider, decided to expand their fleet of trucks to include ten Shacman X3000 series trucks from Shaanxi Trucks Sdn Bhd, under Yonming Group Malaysia.

Headquartered in Port Klang, Sentiasa Hebat provides extensive haulage services throughout Peninsular Malaysia, covering all critical ports and industrial locations. With a fleet of over 100 prime movers operated by trained professionals, and a partnership with over 60 outsourced haulage experts, the company serves a wide range of industries, including automotive, timber, agriculture and forwarding.

Speaking at the truck handover session during the launching of the new office in Klang was Mr Ang Tiak Chai, General Manager of Sentiasa Hebat Sdn Bhd. He said the decision to relocate to the new depot with the land that covers up to 17 acres comes as business development plan as the company's business has been growing at a rate of at least five percent annually in the past few years.

"As we relocate to the our new office, we decided to purchase ten Shacman X3000 series trucks from Yonming Group, as part of the plan for business development. Despite this being the first time we make a purchase of Shacman trucks from Yonming, we are confident that they can help us to deliver our services to clients efficiently and hence boost up our business."

"The reason we choose the new Shacman X3000 truck is not only because it has a fair pricing, yet it has premium quality. Most importantly, it comes with the promise of a good after sales service in terms of spare parts, maintenance and technical advice from Yonming. This is also what we value."

The handover session of the mock key was personally done by General Manager of Shaanxi Automobile Holding Group, Mr Du Weiqiang, and Sales Manager of Shaanxi Trucks Sdn Bhd, Mr

Kau Chez Ching. Also present at the event were Sentiasa Hebat Sdn Bhd Deputy General Manager David Ang .

Ang added that Sentiasa Hebat will work closely from time to time with Shaanxi in the future, as to ensure good maintenance of new trucks, so that the company can deliver services to its clients at the optimum performance level.

The improved X3000 series is one of the latest products by Yonming Group, launched last year, with the aim to provide better performance, efficiency and comfort for its clients at work. With outstanding power and fuel economy, a spacious and comfortable interior and excellent safety, the X3000 series marks a new standard for the Asian truck market.

The X3000 series is not only improved in terms of exterior outlook, with the new European style cabin design, but it is also a model that uses special engine MAP, double cylinder load dump air compressor, throttle off technology, optimized fan control logic and more enhanced features.

For better vehicle performance, it is designed with a FAST 12 speed transmission, unique structure of twin shaft main box, auxiliary box using fine pitch helical gear design and other improved innovations. With the superior quality, this new truck model is assembled from the world's top components and assemblies with the quality of European trucks and Shacman is the first Chinese truck manufacturer to pass the European ECE-R29 standard heavy truck collision test. **F**





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Gateway Welcomes Hammar Sideloader Into Their Family



**Managing Director of Gateway Shipping,
Mr Rishinsa Yusoff**

Gateway Shipping Sdn Bhd recently bought a new Hammar sideloader which was handed to them early January. The sideloader was coupled to their masculine and virile red P320 Scania truck, ready to take on the challenges of the day.

immense congregation and interactions of companies happen. Asian Trucker was briefed that Gateway provides almost all the shipping and container type needs which proved to us how advanced this company is in terms of the offer of its business and services.

Further services provided are chartering and tramping of barges and ships on a time or voyage charter basis, immediate shipments of time-sensitive cargo via air freighting (saving you the worry of different speeds of transits needed by multiple cargo shipments), and lastly, warehousing by providing a transit place and space for cargoes, with an added distribution option. Asked about why the need of a Hammar sideloader, the Managing Director for Gateway Shipping, Mr Rishinsa Yusoff states that the company has had a close working relationship with Taipanco which is based in Port Klang. This means that they have always been renting and using Taipanco's sideloaders, showing that the need for the advantageous equipment has always been there.

Gateway is a group of companies which provides logistic solutions to customers in all major ports in Peninsula Malaysia. Gateway is a brand group name for a list of six subsidiary companies which all specialize in logistics, haulage and related services. The six companies are: Gateway Shipping, Golden Nectar Shipping, Inspect Marine, MHY Jaya Antara Shipping and Marine, Jauhari Permai, and Tradeform.

Based in Kuantan, the company also represents the biggest shipping line in the world, which is Maersk Line in the East Coast of Peninsula Malaysia. Other than that, they handle feeder ships for MCC Transport Singapore Pte. Ltd. in Kuantan. But being a big player in the shipping and logistics industry, the company naturally also has bases in Port Klang and Johor, where all the

The constant need of using this equipment via renting has ultimately shown to them how much they need to acquire one sideloader of their own. "I think it's mainly a cost factor for us.



All this while we did a lot of equipment rental and of course we have to spend a lot of money there. So after our calculations, we concluded that by having one sideloader at this point in our business, it will assist us in our operations and more importantly, at the same time, it will save us money."

Mr Rishinsa Yusoff added that the need for another sideloader might also arise by the final quarter of 2017, if things are on track and on the right trajectory, "I told Hammar that our requirement (for a sideloader) will in time increase, and by this year we will definitely need another one, for our customer and yard needs. Of course, we have other machines like forklifts or Kalmar to lift on and lift off, but a sideloader is about mobility."

He deliberates that, "With a sideloader, you will also be able to deliver your container to your customer's premises or to other yards. With our current business expansion, and with our numerous involvements in various projects in Kuantan (like MCKIP, Lemon Grass Project, INPEX Pipeline project in the past, and in the future of course the ERL raiing system) we anticipate that our requirement for Hammar's sideloader will increase more and more after this."

Asian Trucker is of course, intrigued by any company's choice of vehicle/equipment acquired, so we asked the simple question, why Hammar? And this is Mr Rishinsa's reply: "Hammar basically suits our requirement. We studied major brands in the market, and when thinking about performance and flexibility, and talking about reliability, we end up choosing Hammar. Convinced by the experienced people in Hammar, in terms of their consultation and advice, and the very professional people there, it was a great help for us to choose Hammar." He added that, "We think that Hammar is the preference for us as the machine suits our own needs."

There are currently close to 600 Hammar sideloaders roaming Malaysian roads, mainly in the Peninsula. The latest quality materials and advanced design methods are just few of many main reasons which make Hammar a premium option for sideloaders. The Hammar sideloader is also interestingly the lightest sideloader that one can find in the market. This is due to the fact that it is made using the latest high tech Swedish steels. These strong steels are micro-alloyed with Niobium, Titanium and Vanadium, ensuring low Carbon and Magnesium contents in the build. Although being the lightest, the strength of the steel or the load that the sideloader can carry are not at all compromised.

Gateway Shipping's purchase of the Hammar sideloader may be a sign of improved business confidence and we hope that this positive event is one of many we see throughout 2017, which Mr. Rishinsa Yusoff believes to be a promising year for his company and other businesses alike. **T**





HINO Hosts 3rd TS Contest

Following the successful and overwhelming reception of the first two TS Contests held previous years, the third TS Contest was hosted on 3rd December 2016, at HINO Malaysia's HQ, Petaling Jaya.

This annual event is not only to evaluate, but also as a platform for Hino to give due recognition for their dealer's hard work. It also aims to maximize touch points with customers, through developing the contestants' or the dealers' skills & knowledge in area of Sales, Service and Spare Parts.

To do so, Hino Motors Sales Malaysia Sdn Bhd (HMSM) has once again invited its nationwide dealers to participate in the 3rd TS Contest that focuses on the 'HINO Total Support' activities.

"Looking at Hino Total Support activities previously, I'm glad that we have established a nationwide dealer's networking to run with us in the business. Meanwhile, Hino have been focusing on helping our dealers to provide Total Support activities that cover not only in the aspect of Sales and After Sales, but also in other related aspect which is common in the automotive trade," said M. Iwamoto, Managing Director of HMSM.

Also present at the contest opening ceremony were Mr Toshiaki Yasuda, Managing Officer of Hino Motors Ltd., Mr Toshiya Shiozawa, General Manager of Overseas Service Division; Mr Yasunori Yoshimura from Domestic Training Group and Mr Jun Sekiya from Overseas Parts Division.

Speaking at the event, Mr Yasuda said, "Today, we believe that all of you will be sharing with us the best TS practices which is developed by your daily efforts in sales, service and spare parts. In that sense, today's contest will definitely be an important session to raise the level of Hino Total Support in Malaysia."

To be qualified for the 3rd TS Contest, all candidates from various categories, namely Sales Specialist & Sales Advisor, Senior Technician (Mechanic) & Service Advisor, and the Part Senior & Part Advisor were screened and tested through vigorous processes of theoretical, practical and role play based activities. This time, Hino TS Contest saw more than hundred of Hino dealers' participation nationwide. In order to win the contest, contestants had to undergo the following:




I. Sales

Candidates are required to have a comprehensive understanding of various product line-ups. This is not only limited to the vehicle sales but also inclusive of all products, parts and after sales activities that align with the concept of Total Support. Skills assessment and role play of a proper sales process flow and techniques including detailed explanation of Hino Life-Time Cost Value, Free Service Program (FSP), Pre-delivery Inspection, correct model specification and usage and Total Life-Time Cost.

II. Service

Service plays an important role in portraying the image and service quality of HINO After-Sales. Being in the front line, Hino Service will determine customer's satisfaction on the service and repair jobs. Most importantly, they are able to assist customers in attending their vehicles' services and fulfil customers' needs. Service Technicians contestants will be tested in area of Product Knowledge, Electrical Troubleshooting, and Vehicle Inspection. As for Service Advisor, they were tested on Hino Customer Service Advisor (CSA), Component Function and its Warranty, Electronic Parts Catalogue and Parts' Price and Trouble Shooting Explanation.

III. Spare Parts

HINO Parts personnel's credibility was evaluated through their ability to provide solutions and giving advice to the customers, especially on parts' related matters. They are divided into two categories. HINO Parts Seniors and Parts Advisors were examined using the Electronic Parts Catalogue (EPC), Warehouse Safety SOP (Standard Operating Procedure) and seven Storage Techniques. This year sees improvement of this category with new subjects: Recognizing HINO Parts' Numbers and optimization of dealer inventory. Knowledge on parts management is essential in order to make them understand the total flow of parts delivery system. 

Multi-award-winning Daily Reaps Further Recognition as Euro 6 Model Wins the Coveted Large Van of the Year Award



Iveco's New Daily Euro 6 has been named 'Large Van of the Year' at the 2017 What Van? Awards, securing the honour for the third year in a row, and winning praise from judges for its DAILY BUSINESS UP on-board connectivity package and "sumptuously slick" Hi-Matic automatic transmission. Unveiled in April 2016, Iveco's New Daily Euro 6 range builds on its International Van of the Year 2015-winning predecessor, introducing features that make it even more comfortable for the driver, and productive for operators.

The What Van? Awards, organised by What Van? magazine, celebrate the best products in the light commercial vehicle sector, and were presented before an audience of more than 150 senior industry figures in London on 13th December 2016.

Pierre Lahutte, Iveco Brand President, said: "Winning the What Van? Large Van of the Year award for the third-year running is testament to the range's proven reliability, versatility and productivity – coupled with our best-in-class Hi-Matic transmission. With New Daily Euro 6, we've made a winning van range even stronger, with new technology to maximise fuel efficiency, boost operational productivity and reduce emissions – minimising environmental impact and making Iveco a true partner for sustainable transport."

The New Daily Euro 6 range features Iveco's DAILY BUSINESS UP app for tablets and smartphones, making it the first light commercial vehicle to take on-board connectivity beyond the concept of infotainment, turning it into a professional work tool with its very own app. DAILY BUSINESS UP requires no installation of additional equipment on the vehicle, and enables drivers to communicate with the vehicle through their own smartphone or tablet, using the app. A Bluetooth connection with the vehicle is automatically established through its digital radio, and in just a few seconds the New Daily Euro 6 becomes a connected professional workstation.

Described by the "What Van?" judges as a "big innovation", DAILY BUSINESS UP can act as a Driver Assistant, offering features such as the driving style evaluation system, Sygic professional navigation and the interactive user handbook.

The app can also act as a business assistant, with the Fleetwork function being used to help optimise the fleet's efficiency, scheduling and dispatching jobs to the drivers, plus organising their routes and assignments. It also takes care of customer assistance, providing a direct link to Assistance Non-Stop – Iveco's 24/7 roadside assistance service. All these features contribute to the New Daily Euro 6's lower total cost of ownership (TCO) – and a healthy bottom line for the customer.

Central to the Daily family is the New Daily Hi-Matic Euro 6 with the class-exclusive eight-speed automatic transmission, offering the absolute driving pleasure. Hi-Matic stands out for changing gear more quickly and precisely than even the best driver. It is matched perfectly by the new Euro 6 engine family, with power outputs of up to 210hp, and with the new intelligent EcoSwitch PRO system, which further raises the bar on fuel efficiency.

The judges added: "The New Daily's position as the outstanding van in the marketplace has been cemented by the excellence of its eight-speed Hi-Matic transmission, which is available with both its 2.3- and 3.0-litre engines. When we drove a New Daily Euro 6 with a 3.0-litre 180hp engine and a Hi-Matic gearbox, we concluded that customers would be very unlikely to revert to a van with a manual transmission."

The New Daily Euro 6 is the most versatile vehicle in its class with the widest line-up in the industry, offering gross vehicle weights in the UK and ROI from 3.5 to 7.2 tonnes, and cargo volumes from 7.3m³ up to 19.6m³ on panel vans. The full range includes van, semi-windowed van, chassis cab, chassis cowl and crew cab models, including the largest panel van available on the domestic market.

The New Daily Euro 6 has been recognised throughout Europe for delivering unrivalled performance, flexibility and reliability, winning multiple industry awards, including the title of "International Van of the Year 2015".

Iveco Daily 2015-2016 awards

- "International Van of the Year 2015"
- "Best 3.5 – 7.5 tonne van" – Trade Van Driver Awards 2016
- "Top Van 2016" – Transport News
- Germany – "Best Imported Van 2016"
- Germany – "European Innovation Award 2016" – Daily Hi-Matic
- Germany – "Best KEP Transporter 2015"
- Germany – "Innovation Award for KEP Transporter 2015" – Daily Hi-Matic
- Germany – "Beste Nutzfahrzeuge bis 3,5 to"
- "European Innovation Award 2016 of the Caravanning Industry" – Daily Hi-Matic 

Thrilling Driving Challenge in Cape Town for Shell Rimula Global Promotion Winners

For customers of Shell Rimula heavy duty diesel engine oils, the annual global promotion is a much looked-forward-to affair as winners are rewarded with money-can't-buy experiences to spectacular destinations.



This year, eight lucky Malaysian Grand Prize winners of the Shell Rimula Global Promotion had a thrilling time in Cape Town, South Africa, where they had the opportunity to participate in a driving challenge, go on a safari tour and take in the sights of the beautiful coastal city.

It was a driving challenge unlike any other. Teams from 21 countries – represented by over 150 Shell Rimula customers – competed to be crowned Shell Rimula Expedition Challenge Day champions. The four-day event put them to work, testing their problem solving and driving skills in a series of challenges involving heavy duty vehicles protected by Shell Rimula.

The teams saw Shell Rimula's cutting-edge Dynamic Protection Plus technology in action, along with the return of the Shell Rimula Technology Zone – providing them with a unique and interactive opportunity to understand this technology first hand.

For the two ladies in the Malaysian team, Song Mee Shan from Mukah, Sarawak and Siti Rozita Jamalludin from Rawang, Selangor, the trip was a memorable experience.

"The trip was truly unique as the programme was specially customised in a way that only Shell can. The driving challenge, in particular, was exceptionally fun, especially at the sand dunes," said Song, whose company has been a Shell Rimula customer for the past 18 years.

First time Shell Rimula Global Promotion participant and winner Siti Rozita said that the trip was not just all play as it was very educational as well.

"While we have always known that Shell Rimula was the best choice for heavy duty engines, the interactive sessions and demonstrations gave us a better understanding of how the oil

really works to protect engine parts. I am even more convinced now that it is a superior lubricant and I will definitely recommend it to my customers," she said.

Shell continues its lubricants market leadership in 2015 according to Kline & Company's Global Lubricants Industry: Market Analysis and Assessment 2016 report, published recently.

"Shell Rimula is a very strong brand in Malaysia and the country remains a very good market as far as the company is concerned. We are heartened by the support from Malaysians over the years, who continue to trust us and our products for their motor engine protection needs," said Leslie Ng, General Manager for Shell Lubricants Malaysia and Singapore.

Malaysia ranks among Top 3 markets for the Shell Lubricants global business. 



Events & Exhibitions



AUTONOMOUS VEHICLES ASIA 2017

Date : 21 February 2017 – 23 February 2017
 Venue : Amara Sanctuary Resort Sentosa, Singapore
 Contact Info : +65 6722 9388 / enquiry@iqpc.com.sg
 Details : The 1st Annual Autonomous Vehicles Asia Summit will be the definitive meeting point for key stakeholders from not only Asia but also the rest of the world to discuss, debate and share case studies in implementing and actualizing autonomous vehicles on the road.

INTERNATIONAL RUBBER EXHIBITION

Date : 22 February 2017 – 24 February 2017
 Venue : Saigon Exhibition & Convention Center, Ho Chi Minh City
 Contact Info : +84 8 39322605 / vra@vnn.vn / office@vra.com.vn
 Details : Rubexpo Vietnam 2017 is the international trade exhibition for rubber industry where latest technologies, current market trends, and advances of the industry will be available. In addition, there will be business networking among the industry professionals along with expert knowledge sharing experience.

CEMAT SEA

Date : 02 March 2017 – 04 March 2017
 Venue : Indonesia Convention Exhibition Center (ICE)
 Contact Info : +62 (21) 837 97 401 / rachel@debindo-ite.com
 Details : Whether you're offering sustainable production solutions in order picking and packaging technology, functionally safe materials handling, performance-enhancing automation systems or project management, CeMAT SEA gives you the opportunity to showcase all your applications and services in all five user-oriented technology areas-in full and direct contact with the customer.

THE INTERNATIONAL COMMERCIAL VEHICLE FAIR

Date : 15 March 2017 – 17 March 2017
 Venue : Bombay Exhibition Centre, Goregaon

Contact Info Details

: +91 44 – 432196666 / info@cvfair.in
 In its 3rd year, CV Fair has grown to be the most vital Indian platform showcasing the most comprehensive range of Commercial Vehicles, Equipments, Components, Accessories and latest trend in Technology to a diverse selection of users like fleet operators and decision makers from public transportation & freight carrying industry from India and abroad.

THE INDIA E-VEHICLE SHOW & BV TECH EXPO 2017

Date : 27 March 2017 – 29 March 2017
 Venue : Pragati Maidan, New Delhi
 Contact Info : +91 8130068308 / events@m7creations.com
 Details : This expo is best to meet and network with your customers, business prospects, targeting the future market and showcasing the potential of eco-friendly technology. This action-packed event will bring together in one large showcase; electric vehicles, hybrid vehicles, clean energy technology and advancements in alternative transport options.

MALAYSIA COMMERCIAL VEHICLE EXPO (MCVE)

Date : 18 May 2017 – 20 May 2017
 Venue : Malaysia International Exhibition & Convention Centre
 Contact Info : 012 – 364 4351 / stefan@asiantrucker.com
 Details : Previously named Malaysia International Bus, Truck & Components Expo (MIBTC), the event was co-organised by Asian Trucker. It is the only exhibition in Malaysia that caters specifically to the needs of the regional trucking, logistics and bus industries. The event is serving as an exclusive platform that gathers all the best from leading manufacturers, equipment suppliers and service providers. It is the only international-scale business-to-business trade exhibition in Malaysia focusing on the commercial vehicle market and its supporting industries.



UD is Going the Extra Mile in Global Competition



Gathering the best Quester drivers from four countries, the drivers gave it their best to crown the victor of the first global driver challenge. The finals were held in Japan using a new format for the competition.

En route from South Africa, Indonesia, Thailand and Malaysia, teams of drivers and their trainers made their way to Tokyo, Japan. Gathering for the first ever UD Extra Mile Challenge, the spirits were high with the spotlight on the heroes of the event: the drivers. Some have undergone extensive training. Yuzairi Bin Ibrahim took two weeks off to train for the event and his coach, Rosli from UD Trucks Malaysia was confident that his protégé would win.

Brief History

While the UD Quester may be the result of many years of research, with a clear purpose to serve specific markets, the company looks back at an impressive history to back their latest product. Unlike the other Japanese truck makers, UD has not been a spin-off from other companies, but has been founded by an ex-pilot, who, after several visits to Europe, saw the potential for Diesel engines to be successful in Japan to meet the needs of the transport industry. Some 80 years ago, Kenzo Adachi started his company Nihon Diesel Industries Ltd. with the vision to "Make trucks the world needs today." One of his most impressive activities was a test drive with his first truck in 1939, covering 3 000 Km in 13 days with no break down. It is not difficult to see where today's brand name, which stands for Ultimate Dependability, stems from.

For many years, the trucks have been known for reliability, durability and being the most powerful in the market. The latter aspect is highly important in a country that is 85% hilly terrain and goods need to be transported over long distances. While the earlier engines were German originating patents with 2-Cycle Diesel design, eventually it was changed to 4-cycle methods. The groundbreaking "UD" engine in the 1950s that gave the company the name which they have proudly put on their trucks ever since. Like the powerful and beautiful 6TW equipped with the UD engine, the ultimate dependability of those times. The same aspiration led to the launch our heavy duty champion Quon and be the first truck maker in the world to commercialize the 'Urea SCR system', the convention breaking technology which was first met with skepticism but is now a global standard solution to meet today's environmental challenges.

Big Footprint

While the drivers went for their final training, media and guests went to learn more about the brand. Renamed from Nissan Diesel to UD following the take-over by Volvo, the Japanese truck maker may not be as big as their local competition, but they can rely on the Group's support and information sharing. The prefecture around Tokyo is called Kanto and some 30 % of the Japanese population lives there. It is no surprise that this area, with ports and lots of businesses, contributing some 22% of industrial production, is also the one with the highest density of UD dealerships. Out of 166 customer centres, there are 31 located in the Kanto region. UD staff point out that these are not called workshops or service centres, but customer centres, highlighting the importance of looking after the most important people for the business: the customers.

In Japan, the market size is around 92 000 trucks, of which UD sells 11 000, giving them a 19% market share. Naturally, the after sales service is very important and the Kawaguchi Customer Centre is a prime example of what UD is offering to keep the trucks on the road. The full service centre offers the compulsory annual inspection, as instructed by the government. Periodical inspections as well as accident repairs are carried out in this particular centre. In addition, UD offers financial services and REMAN parts. REMAN parts are components that can be refurbished instead of being thrown away, giving them a second life after an overhaul in the factory. Typical parts in this program are alternators or starter motors.

In the Kawaguchi centre, some 24 mechanics tend to the trucks that customers bring in. In total, the centre has 44 staff, which makes it relatively bigger than the average sized location for a





UD Customer Centre. The majority, some 70% of the work, are general repairs. Service agreements cover the trucks for one, two or three years, depending on the client's needs. On average, UD trucks in the market are about 10 years old with the typical first live ending after 13 years. Staff will have to internalise five safety rules, which are repeated in a group meeting every morning before the actual repair and maintenance work starts. Mechanics have access to some 3 700 parts in the storage on site and the REX, the Retail Excellence Program, helps to improve performance.

Design Process

The Volvo Group has four design centres, which are located in Gothenborg (Sweden), Ageo (Japan), Greensborro (USA) and Lyon (France). The centre in USA is focusing on trucks with hoods while the others develop trucks with cabs over engine models. DongFeng, also belonging to the Volvo Group is currently operating independently with selected projects drawing on the expertise of the other locations.

Serving as a basis for the design is a hexagon, which can be found in the front grille of the Quester (and other models). Each of the corners stands for a characteristic of the UD trucks: Tough, Smart, Harmonized, Supportive, Caring and Distinctive. These are the features that the design team will always consider when developing a new product. One could ask why the term "Dependable" is not among those six, but in the words of the UD crew, this attribute is overarching everything else and it is achieved through the application of the six traits expressed in the hexagon.

Designs are inspired by terms that are to describe the product. For instance, the Quester was inspired by visuals of forests and towers, signifying calmness and impressiveness at the same time. In addition, UD will study the looks and designs of the

The Truck

Kishi Nobuhiko, UD Trucks Senior Vice President, Brand and Product, describes UD trucks as affordable and trucks that meet the customers' needs. "Nothing more, but also nothing less." The Quester was launched in 2013 and the product range available in Malaysia was recently enhanced by a eight litre version. It is noteworthy that the Quester is specifically designed for growth markets. Apparently, Japanese customers also like the truck very much, but are unable to get their hands on them as the Quester is mainly sold in Malaysia, Thailand, Indonesia and South Africa and not available in UD's home market, Japan.

To perform well on a long run, a driver needs to be in optimum condition and supported by optimum equipment. Quester's spacious cab, designed for long distance comfort, reduces driver fatigue, with its well-planned driving environment resulting in safer and more fuel-efficient driving. The model range offers a vehicle configuration for just about any application in long distance transport with even more tailored solutions, such as a high sleeper cab variant, a wide choice of modern drivelines and a multitude of new cost-saving productivity features to make your vehicle even more effective on long runs.

Although the truck is available in many variations and financing as well as Telematics are available, Nobuhiko describes the Quester as not just a truck, but something special. "We try to offer a total solution. It is a simple, yet functional product." Quality is ensured by having a very strong quality gate as well as using proven technology. In addition, the local Gemba spirit helps on the local level to deliver the quality that the headquarters in Ageo, Japan envisions.

vehicles made by the competition. Here the idea is to ensure that the newly developed truck will be distinctively different looking from other trucks in the market. Initial sketches may not even look like a truck, as these depictions are to give inspiration for two or three ideas for models that are used for initial comparison with other brands. Partners (e.g. Distributors) are involved in the development process towards the end to give feedback and input for the final design. While UD Trucks thinks that the possibilities of aerodynamics have been exhausted in terms of fuel savings, other aspects of the surface design are crucial. For instance, the soil dispersement test is something that is not commonly done during the development of cars. What designers try to achieve is to ensure that the truck will always be as clean as possible, using the headwind and texture of the surfaces to deflect dirt.

Complex Competition

For this competition, UD has taken a unique approach in the way that the drivers would have to act as if they are business owners, complete with time pressure and penalties for making mistakes. Starting with a fixed sum as capital, the contestants have to demonstrate that they can drive and take care of the vehicle. There are two segments, driving and pre-drive check. Each segment has a time limit of 10 minutes and exceeding that means money will be deducted from the initial capital.

To determine the best drivers, pre-drive inspection, driving time, fuel consumption, driving skill, observation of traffic rules and cargo friendly driving. In essence, this is the way things work in real life too and the winner will be the one with the most money still left. Drivers must complete all the driving, which included four laps around the visitor centre, whereby traffic rules had to be observed. Various methods were used to evaluate driving skills and the fuel efficiency was monitored by Telematics. The driving style was determined using a "water spill test". While the components were known to the drivers and their trainers, the actual course was not known.

The pre-drive check is an important part of everyday delivery life as any break down may impact the delivery schedule. Or as Per Hansen, Driver Development Manager, UD Trucks, said "Fuel efficiency is all good, but a low fuel consumption is meaningless if a client doesn't receive the goods on time. There needs to be a compromise between these two aspects. That's what this challenge is all about." Checking a truck thoroughly before starting any journey will minimise the chance of a break down and therefore increase efficiency. Contestants were to check oil levels, tyre pressure, windscreen wipers and other vital components of the vehicle.

As a venue for the event UD chose their UD Experience Centre, which was opened a good year ago. Here, UD is providing facilities for customers to test drive trucks and to engage with them. According to top management of UD, the company cannot afford to simply sell a truck and then declare the job done. Engagement with the customer must go beyond the sales transaction and it is here at the Ageo plant.

To guide drivers, UD came up with seven small fuel saving tips:

- Q**uestion your driving habits
- U**se the highest possible gear
- E**liminate idling
- S**tay calm and collected
- T**ry to use skip or progressive shifting
- E**ngine RPM in the green
- R**est your right foot as much as possible

Held a week prior to the driver competition, the service staff also joined a competition in which they determined their champion. "UD Trucks is proud to see that Gemba Spirit is spreading worldwide with each of our highly-skilled frontline employees around the world. We will continue this international initiative to further pursue our brand promise of "Going the Extra



Mile," said Fiona Martensson, Project Manager of the Gemba Challenge 2016. The term "Gemba" signifies the local approach of UD as the company aims to adapt to the local conditions.

Split into four categories, drivers went home with their trophies. Here the list of contestants that made it to the top:

Best Fuel Efficient Driving: Thailand

Banchakij Co. Ltd
 Driver: Chukiat Klinthavorn
 Manager of the company: Apichart Sujaree

Best Pre-Check Inspection: Malaysia

ASAC LOGISTICS SDN.BHD
 Driver: Yuzairi Bin Ibrahim
 Managing Director of the company: Tan Seong Teik

Best Driving Skill: South Africa

Clover Industrial Limited
 Driver: Alfred Njilo
 Manager: Tony Amaro

Overall champion: Malaysia

ASAC LOGISTICS SDN.BHD
 Driver: Yuzairi Bin Ibrahim
 Managing Director of the company: Tan Seong Teik

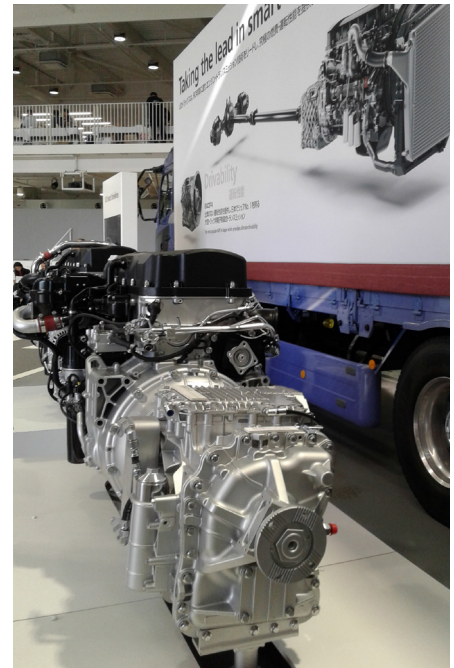
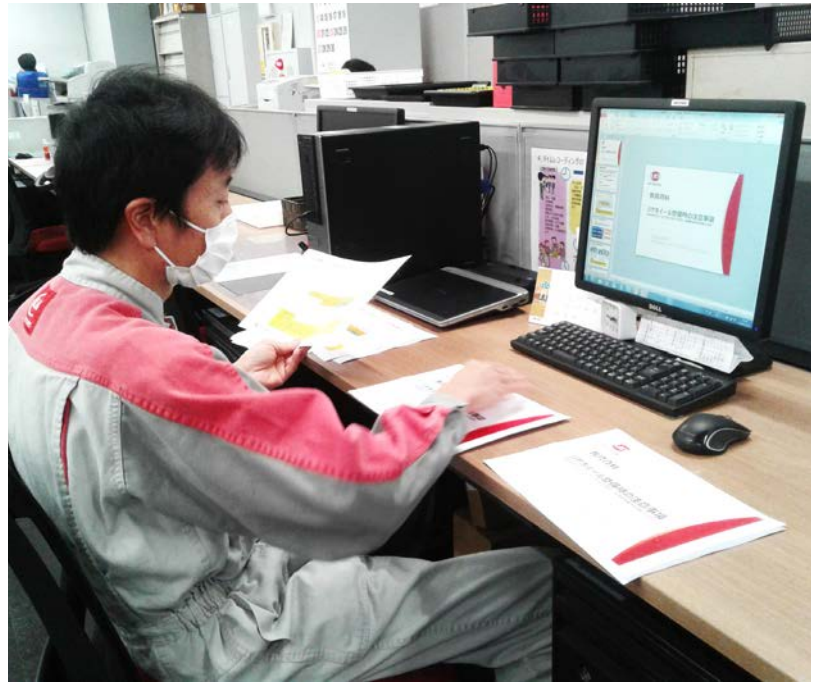
Local Partnership

In Malaysia, UD trucks are distributed and serviced by TCIE since 1979. For the year 2016, TCIE saw some 1 000 UD trucks sold with a good third of these being Quester. This constitutes some 24% of heavy duty prime movers sold in the country. To service commercial vehicles there are 11 TCIE owned service centres and 24 private service dealers in Peninsular Malaysia and another eight private service dealers that stand ready for customers in East Malaysia. Service centres in Malaysia are located along the main transport routes, in the case of Peninsular Malaysia along the West Coast for example. Compared to the service centres in Japan, TCIE's locations are similar in size with two centres for major repairs (Ipoh and Batu Caves).

In terms of the positioning, the UD brand fits within the Volvo Group's offering by providing a product best described as value segment. Looking at the overall structure, Volvo branded trucks would be covering the premium segment while Indian and Chinese trucks provide solutions for the basic segment. "It is important to have different products for various needs, clearly differentiated by distinct brands," said Mats Nilsson, Managing Director of Volvo Malaysia.

Since this event is the first time it is being held, every participating country is only to send one driver, the best in the market. It is an old time customer which has been using UD trucks for a long time and the driver is handling a Quester in his day job. "Driver training is very important for our customers. The skills of the






driver is part of the determining factor on how profitable the operation is going to be and how effective the trucks are in the daily operation," said Mr Tan Keng Meng, Executive Director of TCIE in a briefing during the event. To win the competition, TCIE and Volvo pooled their driver trainers in order to prepare their contestant for the challenge.

During the award ceremony

"It is an honor to have won this award at the finals in Japan. This is a milestone in my career as a driver. I have been driving Quester over one year already, which made me feel confident when I was driving the Quester truck during the competition," said Yuzairi Bin Ibrahim, the winning driver from ASAC LOGISTICS SDN.BHD. Tan Seong Teik, the managing director of ASAC LOGISTICS, continued that, "This event is a great opportunity not only for the participating driver but also for

our company to spread this achievement and motivate other drivers in our company back in Alor Setar, Kedah, in the north of Malaysia."

The Extra Mile Challenge also proves how the UD Trucks' "Gemba Spirit" - the professional, passionate and dependable spirit at the heart of UD Trucks - is aimed at our customers. Kishi Nobuhiko, UD Trucks Senior Vice President, Brand and Product, commented that, "The Extra Mile Challenge is not just a driving competition, but also provides a great opportunity for drivers to evaluate their skills, refine their strengths and 'go the extra mile.' UD Trucks is committed to improving our customers' businesses at their 'Gemba' regardless of the countries. Through this competition, we aim to help enhance driver capability and confidence, in addition to providing excellent products and services backed by our value of Ultimate Dependability." 

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Association of Malaysia Hauliers Initiative MyLESEN GDL

Peluang pekerjaan melalui Program myLESEN Goods Driving License (GDL)

Pendaftaran program bermula pada 15 November 2016 sehingga 30 April 2017 dan tertakluk kepada terma dan syarat yang ditetapkan.

Pakej Tawaran PEKERJAAN Pemandu Kenderaan Komersial di bawah

Program myLESEN GDL

Jabatan Pengangkutan Jalan (JPJ) bersama Institut Memandu (IM) dan Association of Malaysia Haulier (AMH) akan melaksanakan Program myLESEN Goods Driving License (GDL) bagi memenuhi 1,000 peluang pekerjaan sebagai pengendali kenderaan komersial (*professional mover*) di bawah AMH.

Sila hubungi AMH untuk maklumat lanjut di talian: 03-31763676
Fax: 03-31764676 @ Laman Sesawang: www.amh.org.my



PROGRAM KERJAYA PEMANDU SEBAGAI PROFESSIONAL MOVER BAGI INDUSTRI PENGANGKUTAN MELALUI INISIATIF NBOS AMH, IM & JPJ



Addressing the problem of the shortage of truck drivers in Malaysia, AMH, the Association of Malaysian Hauliers in collaboration with JPJ Malaysia, (Road Transport Department), Institut Memandu Malaysia (Malaysia Driving Institute) and Jobs Malaysia have launched a program called MyLESEN GDL (Goods Driving License) late last year to fill the vacancies within the industry. The program, apart from facilitating the process of getting licenses for transporting goods, will also ensure that graduates will come out with a secured job which will be provided by the association itself.

The launch and registration of the program had begun last year in November, and the association is targeting to get around 1 000 participants coming from the background of drivers or just unemployed people currently searching for vacant positions who are interested in this job sector.

AsianTrucker recently met up with AMH to get an inside scoop about MyLESEN GDL, and updates of what is currently happening with the program. We were told that there are four parties which are involved in this effort which is AMH, Institut Memandu Malaysia, JPJ and also Jobs Malaysia.

According to a representative from AMH, it was discussed that in the last meeting in December, they have gathered 180 potential drivers in an interview in collaboration with Jobs Malaysia. And in the recent weeks, 40 more registered directly via Institut Memandu Malaysia, hence they now already have around 220 drivers which will go through the process of selection by the committee. This selecting phase shall be considered through these criteria:

- i) The driver must have a D license and two years of experience.
- ii) There is no limitation for academic.
- iii) Applicants must have no record of crime.
- iv) Applicants must have clean record of accidents.
- v) Applicants must succeed through the selecting phase.

What is GDL? GDL is a type of license needed for a person to be legally allowed to drive a company vehicle. A company vehicle can be recognized as those vehicles with a registered company's name on the door and the address of the company printed at the side of both the doors. So, to be allowed by the government of Malaysia to drive this type of vehicle, one has to procure a license type called the GDL license.

There are requirements and conditions that need to be met for a person to be able to obtain a GDL license.

- i) One must possess D license for cars. (P license holders who are on probation or L license holders for learners will not be able to apply for the GDL license).
- ii) Those who want to apply must be 21 of age or above.
- iii) They must also pass a certain health test and be able to provide proof for this.
- iv) They must either be citizens of Malaysia or permanent residents.

These are the basic conditions that need to be met like documents to be sent in with the application. There are other things that need to be done to our awareness, but as long as a person passes these four requirements, they should be able to apply for the license without a problem.

The program was originally intended to end in April, but looking at their current need, AMH says that they will most probably extend the deadline to recruit more people. AsianTrucker was also informed that in the middle of February, they will have another program specific for the Johor region.

The advantage of the program is that the E and GDL license will be granted to participants at a discounted price. This discounted fee is offered by 10 Institut Memandu which are collaborating with the organization for the program. This is because AMH is working with JPI itself to recruit more drivers for the industry. So, participants will be able to acquire a license for only RM 1,650. The normal rate will vary from place to place but is usually around RM 2,000 to RM 3,000. The second advantage is that they have the highest chance to be employed by a company in the AMH association. This is also the concept and objective of the whole program.

Asked about why they think people should do it now instead of postponing their decision to take up this chance, AMH first told us that people should be aware that the salary offered is between RM 3,000 to RM 7,000. Obviously, this will be a good chance for the unemployed people to move into the industry and make a living for themselves and their families.

AMH added that there are a lot of misconceptions out there nowadays about the driver job in the haulage industry. People would usually imagine that they will need to drive those lorries with wooden doors and uncomfortable conditions, when in fact, AMH haulier trucks are mostly the latest, updated trucks

carrying proud brands. They deliberated that for a company to be able to obtain the license for container haulage, they need to have trucks in perfect working condition. One can safely assume that it is a very comfortable environment.

The association commented that there are a lot of drivers who are old and are about to retire in the industry will create a vacuum and shortage for drivers. This is why they are opting for younger generation drivers. They also think that this is a great job for the younger generation in the job market who are currently unemployed, and all these reasons presented are the why they think that people who want to participate should do it now. AsianTrucker was also apprised with a very positive news that AMH will not stop here, they will also arrange other programs to recruit people in the technical and clerical sector for the industry in the near future.

Lastly, AMH said that once the program becomes a success, they hope that the pool of new drivers that they have can be trained further to improve the image of the industry, especially the haulage industry. They expect the future drivers in the industry to have this professional appearance and image which will make them proud to work as truck drivers, like truck drivers in Europe and other places alike. **F**

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Being Prepared for Any Situation

Dangerous, tiring, long and irregular working hours are some typical descriptions that we would have in mind when we talk about the job as a truck driver. But how accurate are these?



Recently, writer Shee Mun talked to Mr Jayabalan. He works for Taipanco, a container haulier, and he carries goods up to 30 tonnes daily. He shares with us about his stories and how he feels being a Heavy Goods Vehicle driver.

Describing his job, Jayabalan says, his task, in short, is to deliver the goods and items to the clients on time safely.

“I started my career as a truck driver some 20 years ago as a owner-driver. In the year 2007, a year before the global financial crisis, I sold my truck, and then later I joined my current company Taipanco as a container driver.”

Asked about the usual challenges he faces at work, Jayabalan says, the problem of vehicle blind spots and fatigue are two of his key concerns.

“It is not easy to drive a trailer with a container carrying heavy goods for a very long hours. This is because those containers are usually very long and huge, typically they are the 40 feet long type, making the drivers even more susceptible to the problem of blind spots. The next issue is the problems that come with fatigue after a long journey, when one drives continuously for hours.”

Jayabalan emphasizes, safety is always the upmost priority for a driver, therefore learning to stay focused and calm while driving on the road is very important for him.



“Sometimes, it could be distracting for the driver to drive alone when he has things on his mind. As for my case, I always try to think about the safety of everyone on the road, the motorcyclists and passenger car drivers; this helps me to stay focused and to avoid those distractive thoughts.”

“When I am driving around midnight and I feel sleepy or distracted during the journey, I will stop at the next possible R&R station and take a power nap. After that I may continue the journey once I am “recharged.”

Sharing one of his most unforgettable outstation experiences, Jayabalan says, it is the incident of a tyre blow-out that happened to him five years ago when he was on a journey back from Malacca after work.

He explains, as this type of incident can happen to any driver on the road, therefore, it is not only important for a container driver to check his vehicle, inclusive of the trailer, regularly in order to avoid any accident. Equally important, in his view, is that one must learn to do deal with any emergency situation calmly.

“It was the first time I have encountered this type of incident in my life. Despite having already checked the condition of the vehicle to make sure it is safe to be on the road before departure, the tyre just blew out suddenly. If that happens, I

can’t stop my vehicle immediately as this is dangerous for others and myself too. So I can only stop safely a bit further down the road after finding a suitable spot to interrupt my journey. However, by the time I stopped my truck, a motorcyclist passed by my vehicle and almost hit the burst tyre.”

“I stood at the road side, puzzled for few minutes because I was too shocked. I just couldn’t stop looking for the motorcyclist until he appeared in my sight again and I was happy to see that he was safe. I thought that he was hit by the tyre and he was badly injured and trapped under my vehicle. This is an unforgettable experience to me along my career.”

Being the sole breadwinner of the family, the father of two kids said, his wife is always concerned about his safety at work. Hence, he made it a habit to make a sweet call to update his wife whenever he reaches a destination.

“Even if I am going to my workplace in Klang from Shah Alam, it is like half an hour drive, I will call my wife to update her before I start my work,” he said.

“Anyway, I am a person who likes to travel around. I really enjoy my career being a container haulier. Besides, my company also rewards us fairly for our hard work, so I am really satisfied with it.” **T**

Fatigue – A Dangerous Wake-Up Call

We all get a little tired now and then. The worst that can happen to you when working in an office is embarrassment when being found snoozing, but when you move a few tonnes of chemicals in your truck, things look different.

Fatigue (also called exhaustion, tiredness, languidness, languor, lassitude, and listlessness) is a subjective feeling of tiredness which is distinct from weakness, and has a gradual onset. Unlike weakness, fatigue can be alleviated by periods of rest. Fatigue can have physical or mental causes. As we are responsible not only for the safe delivery of the goods on board, but also the wellbeing of drivers and other people around the truck, we need to look at what can be done to counter this deadly symptom of modern work. According to the accident research teams of one truck manufacturer, fatigue is one of the main causes of accidents. Having Standard Operating Procedures (SOPs) is one of the most important steps to counter fatigue. These SOPs should govern rest times, driving times, regular checks and proper planning for the trips.

Everyone that has been on a road trip to visit friends or relatives or to take the family to the beach will do this: journey planning. One would basically start backwards by determining when to arrive. From there we calculate the journey time including the stops for food, toilets and sightseeing. Add breakfast and getting the folks bundled into the car determines the time to get up. Backwards several hours from there gives you the time you should go to bed in order to get enough sleep. If you are the driver of a commercial vehicle you would basically do the same for every day of the week, whereby you would count the loading, unloading, dealing with staff at the ramp etc into your working hours. Should there not be enough time to sleep, either at home, in the truck or in facilities provided, not enough time to have meals or to even to stretch a bit, then the truck turns into an accident waiting to happen. Fatigued drivers may even fall asleep at the wheel during daytime.

As a result of the research of said accident research teams, trucks from that particular now come with a spacious bunk that allows drivers to rest whenever they need to but they do not advocate them to stop the trucks at the side of the roads/emergency lane which may cause disturbance to other road users. Here drivers may find themselves between a rock and a hard place. In the surveys Asian Trucker has conducted, drivers repeatedly commented on the lack of space at the reststops. Now, what are they to do: continue driving or risking a summons for parking on the emergency lane at the exit of the reststop? The distance between stops doesn't seem to be too far, so it is easy for drivers to schedule their stops. The issue seems to be more that of the size of the spaces, rather than the number.

For long journeys, it is advisable to have a co-driver so that when the driver is tired, the co-driver can take over. But then again, that costs money. While one driver is "productive", the other isn't exactly doing much. Or is s/he? After all, s/he is getting ready for the next shift. With human beings, things can get very unpredictable too as our personal issues, environmental impact and other factors have an influence on our performance. One day we can dance all night in the club and then next day we are ready for a sleep-in after just a walk in the park.

Ergonomics has come a long way and modern cabs of trucks are designed in a way to reduce the effects of fatigue. Sitting position, arrangements of buttons, switches, noise reduction and other aspects help to reduce the stress on the driver. Seeing some of the old trucks on the road one may however wonder how these drivers can still stand working under such conditions. Perhaps these drivers have no other choice and raising their

voice may result in them losing their job, something even less favorable than driving an outdated truck. As with many things, the technology may be there, but not accessible to everyone.

Good food and a healthy lifestyle can also help to reduce the effects of fatigue. How many reststops are there however, offering organic food and a fitness park? Getting fresh and healthy food to the rest areas is then another issue to be addressed. As truckers are often paid per trip, they may want to do as many trips as they can, even with the risk of falling asleep on the job. The epic split here is to find a balance between earning enough money for the family and not risking your life and that of others in the process.

Which begs the question of who should be responsible for the wellbeing of the truckers. In several workshops one will find driver lounges. But what about office folks? When was the last time you have seen bedding provided for you after you drove some five hours to a meeting? If trucks are being sent far away for a service, shouldn't the drivers been given hotel allowances (And use them for exactly that purpose)? One could think that the truckers themselves would know when it is time to stop. Those who have kids would know this analogy of putting your kid's hand on a hot stove. Once the child has experienced the pain, it won't touch the stove again with bare hands. As with many things, the mindset would be that fatigue is something that one can control and it doesn't affect me. Until it does, and with catastrophic consequences.

Modern technology may help to reduce the impact of fatigue. There are several systems available. Even modern passenger cars are now equipped with a simple warning system to show you a coffee mug when the engine has been running continuously for a number of hours. It's time to pull over and freshen up. While certainly easy to implement, it is also easy to ignore the little blimp. More sophisticated applications, such as a Drowsy Driver Alert, where the driver's level of alertness is measured using cameras directed at their eyes and the system will alert the driver and urge him to take a break. Another system, specifically designed to detect fatigue has time and time again proven to be highly effective. In a field test, the results shows that fatigue events per hour driven were significantly lower in the intervention period (2.97 per 1000 moving hours) compared to the baseline period (43.65 per 1000 moving hours), translating to a 93.2% reduction in fatigue events in the intervention period. As such systems are also rather pricey, the implementation may not take place at a quick pace. One way of getting the message across would be simulators or goggles that replicate drowsiness (These are fun exercises when you don't pilot a 40 ton bullet barreling down the highway, but the effect will quickly have an impact). Implementing these devices may result in higher cost for the transportation of goods. As always, we need to ask the consumers buying stuff in the supermarket if they are prepared to pay more for the extra safety on the road.

Fatigue, as a health issue, is obviously not that easy to tackle and with all factors to be taken into consideration; it will be not go away by sleeping on it. While every participant in road transportation plays a part in reducing fatigue, it should be the task of fleet managers and drivers to plan trips in a way that reduces stress. What may also help is a system that allows drivers to skip a trip to fully rest without too much financial losses. **T**

Hargon – The Next Generation in Trailers

Many may know Hargon as the market leader in producing car carriers in Malaysia. The second generation is now taking over and is using the solid reputation to build upon.



Having made the appointment for our interview with Chong Pim Sam, Executive Director, we met with an energetic man who has spent the last decades building a robust business that is now being taken over by his son. Driving into the yard, we see all the names that are familiar to us: trailers waiting to be delivered.

Solid Foundation

Hargon Engineering Sdn Bhd has been established in 1980 as the result of the founder's desire that it is time to start something on his own. The circumstances were in his favour as he had three partners that he could rope in and work together. "There were four of us, each with a different expertise and focus. That made us a powerful and harmonized team," said Chong. Having worked for others, Chong gained experience for a decade before starting out with his own business. Today, the company operates and supplies in four countries, namely Malaysia, Singapore, Indonesia and Vietnam.

Recipe for Success

Chong learned early on that it takes something special to ensure that the business is built in a sustainable way. Having seen that his former employees failed to do so, he set out to do things slightly different. "These were tough times. As soon as 1985, we hit a recession and it was really a tough time for us," he remembers. When asked what he did in order to weather the bad times, his answer is somewhat baffling, but also a very sensible one. His approach was simple "Most business also expand when times are good. They hire people, add equipment and gear up towards even further growth. When the economy turns bad, they then have all these assets that they need to service and maintain, which in many cases becomes a burden that will break the company. Size isn't always an advantage.



Hargon stayed small and we didn't have to downsize in bad times". Overexpansion in boom times would typically end in the collapse of the business when the economy shrinks is what Chong has observed. Today, the company employs some 60 people, keeping it lean but capable of handling the work-load. Furthermore, Hargon Engineering has its own design team, making them independent from third parties.

Focused Range


Likely the most prominent design from Hargon Engineering is their car carrier. It is likely also Chong's proudest moment. Developed in-house, it has managed to capture some 70% of the market share for that segment. "Our car carriers were revolutionary when we launched them in 1983 as the first in the market. They are very robust, some of them run for 20 years with the prime mover being replaced many times over," a proud Chong elaborates. Using only one cylinder, the operation of the upper deck of the carrier is exceptionally smooth. Hargon Engineering also offers bulk tankers for cement, flour and animal feed. On top of that, clients like Linde or AirLiquide rely on Hargon engineering for their tankers. Gas cylinders are made by foreign third parties as there are no companies in Malaysia offering them for the trailer making industries. It takes knowledge though on how to assemble these into the trailers, a skill that Hargon Engineering prides itself in too. Making it a one-stop shop, Hargon Engineering also provides certification. While mostly Hargon Engineering produces trailers, they also offer body-building services for rigid trucks. One such model would be for palletized gas cylinders. Rounding off the offer, it is here in the Hargon Engineering shop where Hammar has their high-tech sideloaders made.

Challenges

Having seen three recessions that left many businesses in tatters, Chong says that "Maybe we are now going through the fourth one?" Another challenge he sees is the need for homogeneous products across the region. With the ASEAN Economic Community (AEC), the free movement of goods will only be

possible if the markets all operate under the same conditions. In Chong's view, trailers are currently operating under capacity as modern technology and components would allow for higher BDM and payloads. Legislation has a big impact on the business and the management team monitors the developments closely. According to Chong, there is a lot of technology available to improve the trailer business, but the current developments in legislation pose too much uncertainty.

Next Generation

Injecting new ideas into the business is Chong Jia Hao, son of Chong Pim Sam. Having studied electronics, he is looking at improving the trailers by using high-tech. "Most of the trailers we make are custom made. This allows us to offer advanced solutions. However, it is up to the customer if they want to add these items. Sometimes, we even manage to include some gadgets that improve the performance while not adding too much cost to the finished trailer." In essence, Hargon Engineering's team is trying to transfer more of the work-steps from the driver to the machine. "We are not afraid of trying new things if the customer requests these." Flexibility needs to be allowed for. Therefore, the company can accommodate various requests. As an example, Chong (Jia Hao) said that they can fit axles of various kinds from SAF-Holland and BPW to TMC or Fuwa. 



Innovation at Heart: Volvo Trucks



In an exclusive interview with Asian Trucker, we speak with Lars Mårtensson, Director Environment and Innovation at Volvo Trucks about the thought processes involved in developing trucks.

Visiting Kuala Lumpur to share the latest insights Volvo Trucks has with an audience of government officials and transporters, Martensson takes some time out to meet with us and to share his knowledge.

He starts by saying that automation is one of the key trends in our industry at the moment. Apparently, this has been going on for some time now and in his view, it may have peaked now with the development of self-driving vehicles. Next he cites connectivity, which is not only a prerequisite for the automation, but also an enabler for other things. The third trend he mentioned is electro-

mobility. "These are of course the big overarching trends. There are others that also impact our business, such as demographics and the way we consume things," he said. While looking at the mega-trends, these other influences naturally also have a significant impact on how Volvo trucks are being developed and how the business sees itself as a part of the industry.

Driven?

"We think that autonomous driving is a part of automation. If we were to call it just autonomous driving, we would forget all the other things that we are doing in this area." There are various levels of automation, with tools like cruise control being the first level. The next level up would be systems that allow for the driver to let go of the steering wheel. Following that would be the level whereby the truck would be self-driving. Martensson still sees a lot of opportunities to further improve the driver-assist systems as well as possibilities for self-driving vehicles. For Volvo, it is the entire range of vehicles that are of interest to further develop. In terms of technology, we would be, however, ready for autonomous vehicles. In less complex environments, such as mines or restricted areas, this would well be possible. Among the issues that hinder the further development of autonomous vehicles is legislation, which as of today, isn't adapted to the new kind of trucks in many countries. "We are starting to get ready for this however." Currently, Volvo has one truck operating in a mine with another three being added in 2017. Besides the issue of legislation, he is stating that the consideration is to be what the benefit is for the customer. For now, autonomous vehicles are more expensive than regular, driver operated trucks, and the question is about profitability and productivity.

Currently, it may be a case of finding suitable industries in which the use of autonomous vehicles would result in a significant increase of productivity in order to off-set the higher cost of the truck. For now, it is highly likely that there will be mixed fleets. The question is how to make the transition between these two fundamentally different kinds of trucks. "We are proud to say that the Volvo Group is a technology optimist, but at the same time we also need to be realists," was his reply when asked about the time-frame for the implementation of the new technology. While he is confident that the technology is ready,

others are saying that we may not see autonomous driving being fully implemented in our life-times. Martensson is emphasising again that the implementation will take place in mines and ports first before moving into cities. As cities are highly complex, the computing power on board the vehicles needs to be increased significantly first in order to handle these situations found in urban areas. Many are saying that autonomous vehicles will help to avoid accidents. Martensson however said that humans are also very good at avoiding accidents and that one would have to combine the abilities of man and machine to make the create the most safe vehicle. There is a strong linkage between automation and safety.

"If we believe we can increase efficiency, then we will also reduce impact on the environment. But there are other items too, such as the automated gearbox, which helps to improve efficiency." Even the best drivers get tired and aren't as efficient anymore. The key to success in automation is to do things repeatedly in a good way, all the time. As an example, he cites the I-Shift gearbox which is helping to keep the truck running in the optimum band of rpm. And such a gearbox doesn't get tired.

Less Impact on Nature

When it comes to the reduction of the impact on the environment, it is important to take a holistic view, starting with the big picture and arriving at the truck. Volvo is aiming at taking care of this from the development of the truck all the way to the end of life of the vehicle. This in turn requires extensive knowledge of all the materials used in the trucks and how they are extracted and produced. Also, Volvo has extensive knowledge on how to dismantle the trucks and re-cycle the materials. This requires a very close working relationship with suppliers. While talking about CO2 neutral transportation, Volvo is also thinking about how to achieve CO2 neutral operations. "Take our factories for instance. We want to use as little energy as possible and the energy we use has to be from renewable energy sources". Several plants have already done so while others are being prepared for this. On the truck level, it is about emissions. With the EURO 6 Emission norms widely implemented in Europe, it is no longer about the emissions, but about the use of renewable fuels to power the trucks. Energy efficiency and alternative fuels are, in his view, the two key drivers to reduce environmental impact.



Lars Mårtensson, Director Environment and Innovation at Volvo Trucks



Taking into consideration legislation, trends and the notion of reducing impact on the environment, Volvo trucks develops trucks that, in simple terms, have to be better than the previous version. Volvo uses life-cycle assessments in order to ensure this objective is being achieved. "It should be the entire life of the truck we are looking at. From the production, the usage and finally the recycling of it," Martensson said. Of course, the key area to address is the usage of the truck as it constitutes more than 90% of the impact. Here, Volvo looks at the impact on the environment not only in terms of global warming, but also resource depletion, air quality and others. The environmental load unit is measured through a system that Volvo uses, weighing various aspects and measuring them. The system Volvo is using was developed in the 1990s. "At Volvo, we have a long history of taking a holistic view." While alternative fuels are a key trend, Martensson is sceptical that biofuels will replace fossil fuels in the near future. According to him, biofuels aren't able to replace Diesel as there is simply not enough available to replace the common fuel. Instead, the industry should be looking at making better use of what is currently available.

Design Challenge

When designing a truck, the strict emission laws have been long the biggest challenge to overcome for truck designers. The issue here is that the compliance with emission regulations may result in less than optimum fuel efficiency. Volvo is however known for having reduced fuel consumption of a rate of one percent per year over the last 30 years. Volvo still sees a lot of potential to be in these areas though. Today, the transport buyers are the agents of change, after the challenges posed by legislation. "If we have been driven very hard by legislation, nowadays it is the transport buyers. Especially those moving consumer goods. They are really setting tough objectives and requirements when it comes to transport." These requirements include fuel efficiency and a move to alternative fuels. With global players pushing for

change, this is a global phenomenon. One may expect this to be on the agenda of only the big companies, however, smaller operators are now more demanding, too. In Martensson's view, this is a positive development as it forces the company to work harder in improving the product. For instance, Martensson states that the company has an immense knowledge about aerodynamics and that truck design has not yet reached the full potential of what is possible to do with aerodynamics. One vast area is the improvement of truck and trailer combinations in view of aerodynamics. Many customers may not use the possibilities of what can be done enough. Volvo is using concept trucks to showcase how fuel consumption can be reduced by some 30%, with a third of that through aerodynamics. A tangible example would be the Iron Knight and the record runs it did. "Surely, this is not to showcase an environmentally friendly truck, but we have done all we could to reduce the impact on mother nature," said Martensson when asked about this vehicle and how it fits into this context. The purpose of the Iron Knight is to showcase other aspects of vehicle development, such as the use of technology and alternative fuels. "Here we push boundaries and some of that will be used in product developments."

No One Solution

There have been attempts to create something like a world truck by several OEMs. However, the trend is going into the opposite direction. In order to make each client as successful as possible, trucks need to be more specified to meet the needs of a certain industry. What is needed, are more adaptable trucks. The limitation here may be the common basis, such as the engines or gearboxes, whereby it is not feasible to have too many option for customisation. As customers, we can look forward to continued improvements. Sometimes, as we are all interested in new designs, we can view them ahead of time as there are also spypictures. **T**

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KEY TOPICS DISCUSSED

1

Legislation and Regulatory Roadmap for Asia Autonomous Vehicles (AVs)
Examine the current legislation roadmap and partnership opportunities to accelerate the rigorous testing process and the implementation of autonomous vehicles in Asia

2

Evaluating Infrastructure Readiness to Enable AV Implementation on Public Roads
Discuss infrastructure readiness and standardization processes including road and facilities, V2V and V2X communications systems as well as autonomous parking

3

Ensuring Risk Management, Safety and Reliability for AVs
Discuss safety and reliability, and cyber-security pertaining to AVs

4

Latest Case Studies on the Commercialization of AVs
A comprehensive update on applied case studies of automated shuttle bus, autonomous trucks and Mobility as a Service (MaaS) business models

5

Enhancing Public Acceptance of AVs
Address the social disruption concerns and pave the way for greater society acceptance to fully capture the benefits of AVs



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Truck Trial by Terrain

When talking about racing, most people would think of the vehicles driving on smooth surfaces, going as fast as possible. Truck trial is different and it is tougher.

What is Truck Trial? It is a type of motorsport that involves driving trucks in tremendously difficult terrain. What is considered difficult here is beyond a layman's imagination; cavernous mud holes, harsh and unforgiving rocks, and gradients of more than 45 degrees are frequented by trucks in these tournaments.

This makes it a sort of Olympics for trucks as it is the attestation to the durability of a truck's chassis and tyres, the manoeuvrability of the design and ultimately the sterling skills of the truck drivers. The sport was born in the 1980s in Europe. In a Truck Trial, the trucks must be all-wheel drive as it is almost impossible to master the terrains without the strength and agility that an all-wheel can provide.

The drivers have to be able to manoeuvre the trucks through gates, which are set by the organizers, with great skill and dexterity. These gates are, by no means, easy to reach however. In this sense, man and machine are both put to the test of their limitations. However, by man, we do not only mean the driver alone.

The man is completed by his team. His partner, the wingman throughout the drive, will be his traffic control tower which will help him ascertain the best directions to follow through and impart valuable information on the truck situation that will get the truck out of literal mudholes or climb an overbearing slope.

Other than that, the backup team is always at the helm of fixing damages which need to be immediately repaired on site for the whole operation to continue.

In an interview with MAN Magazine, two-time European Vice-Champion and achieving third place once, Marc Stegmaier, 23, who drives a MAN truck for the sport with co-driver Jan Plieninger, spoke about how the vehicle that they drive in the sport will experience severe conditions. He went on to explicate the importance of an efficient technical and service team:

"The truck is subjected to extreme stress. Sometimes the track runs through mud holes that are metres deep, or over rocks that would be impossible to navigate on foot. Occasionally, this results in damages to the truck, such as a flat tyre. These damages are immediately repaired on site by our service team."

One might also wonder about the safety of the driver and his only passenger, the co-driver. But in Truck Trials, the machines are modified to meet the standard safety requirements and to ensure that there are no injuries that will occur to the participants no matter how difficult the terrain. Mr Stegmaier explained further:

"We built in certain safety components such as a rollover bar and a cage as a safeguard in case the vehicle overturns. In addition, all units that are typically attached to the side of the

frame, like the tank and the air reservoir, were moved to the top. The bumper was reinforced, while the transfer gearbox was also shielded further. The Russian-made tyres are also used for military vehicles.”

In a Truck Trial, each course's section will be accorded to its own time limit. Usually, apt drivers are able to pass this time limit without any trouble. The evaluation for the trucks takes place for different classes specifically. As mentioned, the gates set by the organizers are poles which are planted firmly into the terrains. The ordeal of having to pass a gate in a specific set of time is what definitively decides the skills of each driver and their partners. The drivers will know the direction to drive their trucks by seeing the poles which are white in colour.

In certain sections, participants will be able to choose their own order of the gates so they will be able to drive through without making even a slightest gaffe in their manoeuvres. In the end, the main aspect that will be taken into account is whether the truck will be able to triumph each obstacle and pass through the entry gates, and conclude the section by passing through the exit gates within the time limits.

Six-time European Champion, Marcel Schoch, 34, who drives a MAN TGS 35.480/8X8 BB truck in the S5 Premier Class Truck along with co-driver Johnny Stump, in an interview with MAN magazine was asked about his experience in this sporting industry. He was quoted saying:

“I've been actively involved in Truck Trials for 15 years, first as a member of the service team and as a driver for eight years. I find it a perfect complement to my desk job as a managing

director. Getting down in the dirt, tinkering with the vehicles, camping with the team – it all stirs passion and enthusiasm for the sport.”

Explaining the technical aspect of the sport, Schoch explained: “We drive through different sections, which we should master preferably without error and within a given time frame. There are gates that we have to pass through for each section, with a maximum of six direction changes. Other than a solid sense for driving itself, experience and preparation are the primary factors.”

Asked about his strategy, he said, “Before the competition, we go over the sections on foot and work out a strategy. We may occasionally decide to deliberately leave out one of the gates, for example, in order to pass the others more effectively.”

However, it doesn't sound as easy as it may appear. Penalties exist for driving direction changes, for touching the gate poles or breaking it, omission of any goal or exceeding the time limit. The team in their class with the fewest penalty points at the end of the competition will be the winner of the race, collecting championship points.

Win or lose, at the end of the trial, all will be muddy. But mud is the least of the drivers' concern as there lay ahead of them challenges of slanted slopes and uncanny rocky terrains. It can never be emphasized enough how challenging truck trials are for drivers and vehicles alike, sailing on top of what can be fittingly described as uncertain grounds. Truck Trials are conclusively the ultimate adumbration to the strength of the driver and truck combination. **T**

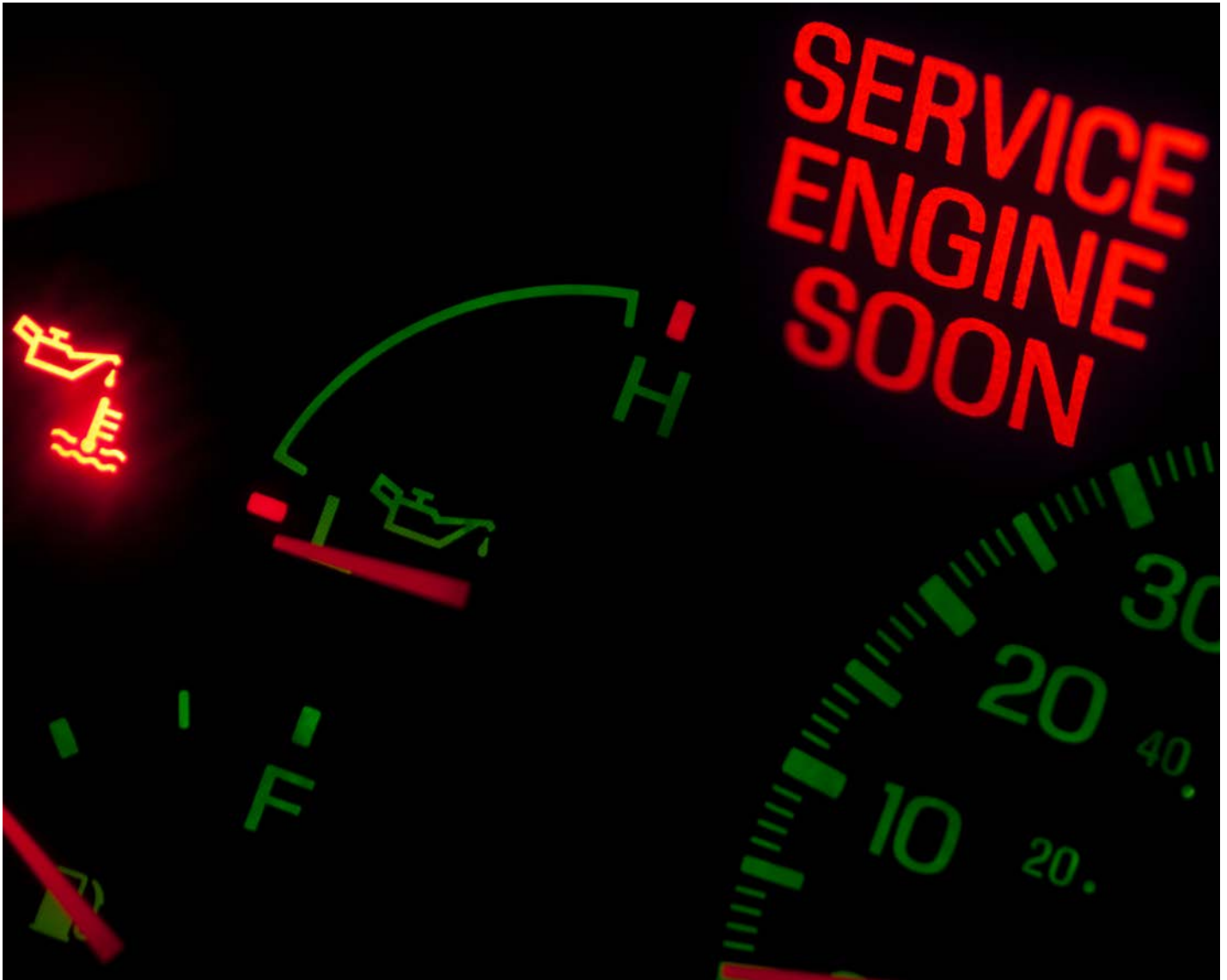


Marc Stegmaier, centre, top performer



Six-time European Champion
Marcel Schoch





Auto Start/Stop Engine: A Better Future?

In the year 2013, a study was produced by Trucking Efficiency Operation which was a collaborative effort by Carbon War Room (CRW) and the North American Council for Freight Efficiency. In their finding, which focuses on sleeper trucks only, the report states that during idling, fleets in the United States specifically use about up to three billion gallons of diesel (eight percent out of the total fuel burned). Idling is a condition where trucks are parked or are stationary, but their engines remain running for a various number of purposes. The comprehensive study concluded that two thirds of the amount of emission was inefficient, meaning that two billion gallons of diesel were burned off and emitted into the atmosphere needlessly. This is also a cost the industry has to bear with approximately eight billion dollars' worth of fuel burned off, which equals to over 20.3 million tonnes (Mt) of environmentally damaging Co2 emissions, in the USA alone.

The report also finds that in 2012, back when diesel fuel hiked up to about \$0.64 per mile compared to the previous year, it burdened the trucking industry per annum more than the costs of wages and benefits for the drivers; this translated to an

emergency in reassessing the economics of trucking. It seems for the layman that the simple solution to these conundrums is to encourage a good driving behaviour and ethics within the truck drivers' community, which would mainly include reinforcing shutting down their engines when the trucks are unoccupied, or are not in use.

Contests for Better Environment

What the more enlightened reader may find odd about the primary question of this article is that, of course, trucks need to idle. When one asks any truck driver, they find out that idling is mostly done for cooling the temperature inside the cab or in the sleeping cabin for sleeper trucks. Idling is also necessary for the consistent use of any electricity equipment inside the truck, because it demands a charged battery which translates to maintaining the engine running.

Looking at the more insider and mechanical aspect of things, some would tell you that leaving the engine on for any vehicle is imperative for lengthening the life of the engine and the starter. One could theorize that, because metals which are used to

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manufacture engines expand at different rates, they gradually wear each other out when frequent expansion or contraction happens and they make more contact. So, when continuous turning off and re-starting the engine happen more often, this slight incompatibility between the metals' plasticity may cause the engine to deteriorate faster.

Furthermore, keeping in mind that an engine compartment is only good for a specifically finite number of cycles, the starting up process for the engine is one of the most wear-intensive events within its lifespan, especially if it is a cold-start situation. This situation seemingly puts us in a difficult situation of needing to choose between engine/starter wear, or burning more fuel to maintain the lifespan of the both the starter and engine.

Nevertheless, looking at the sheer immensity of wastefulness that idling has caused us in our more than ever environmentally-aware world nowadays, it is blatantly obvious that the world can do away with this unmindful profligacy. Aside from the environmental aspect, one must factor in the reality that this massive amount of fuel burned extravagantly and inefficiently has caused the trucking industry substantial amount of cost. This takes a pricier toll for the industry, in our post-2008 world, which sees diesel prices hiking up every single year. Thus, systems and technologies that can overcome the wastage of idling are very important.

That is why, paying attention to the need towards tuning this key limitation and flaw of the vehicle, companies around the world have expressed their demand for a way to overcome what could be assumed as one of the truck's biggest hindrances, which is the need for idling. For that, the auto-start system was introduced into the industry. But the system itself is not new at all, in fact, to cope with the stricter regulations in the European Union, cars sold in the European market have been equipped with the system since around 2005. But the technology moved into the trucking industry a little slower, possibly, due to the fact that the pace of the commercial vehicle industry, its market and its own set of distinctive build are in a different ecosystem compared to the automobile industry.

Overcoming Challenges

What automatic engine start/stop systems provide is the way to reduce the need for idling, by measuring when to turn on the engine and shut it down again based on the need of cooling and heating, especially when the driver is resting. Once the ideal temperature is met, the system automatically shuts down again. Aside from measuring the temperature, factors like the battery needing to be charged will also be considered. Thus, it is a comprehensive system which optimally takes into account all the necessary conditions needed for the vehicle to be able to run, or used to rest in. But what about the challenges like more intensive usage of the trucks' engines stated above?

Well, technologies to counter these problems, or at least recompense the engine-wear, has more than flourished. More heavy duty alternators and starters replace the conventional ones in the trucks that provide this system. Alternative new bearings which have greater self-lubricating properties are also developed by manufacturers to overcome the need for the immense leap of start-stop cycles in vehicles with engine start/stop systems as opposed to conventional ones. Federal-Mogul, the manufacturer and supplier of vehicle components and safety products, has developed a new material named


'Irox', which contains polymer coating containing particles of iron oxide (rust), which is surprisingly very slick and slippery. The Federal Mogul product information site states that Irox helps facilitate 90% lower wear than conventional bare Aluminium bearings, and up to 30% lower coefficient of friction than bare Aluminium bearings.

One might then wonder about the difficulty and disappointment of having to head out to check a parking space and climb into your truck again only to find that it has now been completely shut off! But cleverly enough, the way engine start/stop system works is that you would only need to touch and depress the clutch for the engine to fire up again in less than a second. Most would find it harder to adjust during earlier stages of driving a vehicle equipped with the system, but as soon as you get used to it, it would just become the flesh and blood of your driving then, that you would not realize it, or at least bother with it anymore.

Companies have different features to their auto start/stop systems. Kenworth sleeper trucks in the US for example, are equipped with its Engine Auto Start and Stop monitoring system capability. In addition to smartly decide the suitable battery level for the auto start/stop system to run, this capability lets Kenworth's unique Auto Start and Stop system to detect when engine oil temperature drops so that it would be able to run again and avoid what is called, fuel gelling.

In an interview published in Kenworth's website, after the launch of the new system last year, Jason Skoog, the Assistant General Manager for Sales and Marketing states, "Our system is proactive. Instead of shutting down battery draws, or letting the engine oil temperature get to a state of no return, Auto Start and Stop automatically starts the main engine to keep all systems going. Once at a designated level of charge or oil temperature, the engine shuts down. This is a great feature, especially for those running in climates where fuel gelling may be an issue," adds Skoog. "This will help ensure trucks are ready to roll regardless of winter conditions."

Kenworth's own Auto Start and Stop system is just one of the examples that we have for the engine auto start/stop technology. Mercedes Benz for example, has fitted what they call the MSS (Motor Start Stop) system in all of their Atego and Axor R Trucks since 2011. Aiming to reduce emissions and fuel consumptions, the system helps companies not only to reduce emissions, but makes their usage of trucks friendlier towards the environment. Mercedes-Benz states that the system is perfect for urban journeys, when trucks are being used in busy roads especially. It is perfect for countering the fuel wasted sitting in traffic.

There are many more examples to the challenges and benefits that come with the arrival of engine auto start/stop system. A lot of companies are adopting the system smoothly, some are still dragging their feet, reluctant to incorporate its use still. Some are saying that the equipment of the system in cars in the future for example, is inevitable, whether you like it or not. AsianTrucker maintains to be objective and unbiased in our presentation of the system. But we sure know that the discussion of the system and all the other aspects of it provides us with good material for our interactions with all readers. At least for those of us who are keen readers and enthusiasts of the industry's developments! 

Freight Transport Growing Fast, but Needs More Climate Efficiency

Trade-related freight transport is expected to grow by a factor of 4.3 between 2010 and 2050, but addressing climate change requires that it become more energy efficient, an UNCTAD official said, outlining a series of solutions ahead of an UNCTAD meeting at COP 22 on freight efficiency.

Freight transport - which includes road, rail, sea and air transport - accounts for roughly 7% of global greenhouse gas emissions (GHG), and emissions from trade-related are expected to increase by a factor of 3.9 between 2010 and 2050, Ms. Frida Youssef, head of UNCTAD's transport section, said.

"Freight transport is central to the goal of expanding trade and creating jobs, but we need to get emissions down," she said. "Developing countries which are investing in infrastructure may have an opportunity get their transport infrastructure right," she said. Solutions to make freight transport more energy efficient include better use of technology and innovation, use of cleaner fuels and more efficient transport, regulations, and other measures too.

Several developing countries have begun to boost the efficiency of their freight transport. The 2012 China Green Freight Initiative aims to improve fuel efficiency, reduce CO2, and air pollutant emissions, by adopting cleaner technologies and smarter freight management practices.

Indonesia has introduced comprehensive policies to promote sustainable freight transport systems by improving fuel efficiency and reducing the transport burden on roads, which currently account for about 70% of freight ton-kilometres.



UNCTAD

The United Nations Conference on Trade and Development (UNCTAD) International Business

Approaches in other countries, such as India, included dedicated freight corridors to shift freight traffic from roads to rail. Africa's Northern Corridor links landlocked Uganda, Rwanda, Eastern Democratic Republic of the Congo, South Sudan and Burundi with Kenya's maritime port of Mombasa, helping to boost trade while boosting the efficiency of freight transport. Since the route was re-established, freight costs have dropped from Mombasa to Nairobi by 56% and from Mombasa to Goma by 38%.

Industry is also pushing for low-carbon and sustainable freight transport with initiatives such as the Clean Cargo Working Group and the Sustainable Shipping Initiative.

UNCTAD assists developing countries to make informed policy choices, addressing the emerging environmental and social challenges in relation to transport, and to provide the associated capacity-building needs. **F**



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Singapore to Start Truck Platooning Trials MOT and PSA Tie Up with Scania and Toyota



The Ministry of Transport (MOT) and PSA Corporation signed agreements with two automotive companies, Scania and Toyota Tsusho, to design, develop and test-bed an autonomous truck platooning system for use on Singapore's public roads.

Singapore moves another step closer towards autonomous freight transport. These agreements follow from a Request for Proposals (RFP) exercise, suite to a Memorandum of Understanding (MoU) inked between MOT and PSA in October 2015 to collaborate and co-fund truck platooning projects.

Truck platooning involves a human-driven lead truck leading a convoy of driverless trucks. In the Singapore trials, the trucks will transport containers from one port terminal to another. Efficient freight movement is critical to the competitiveness of our port. Truck platooning will also alleviate our shortage of manpower, and allow more freight movement to be conducted at night to ease traffic congestion.

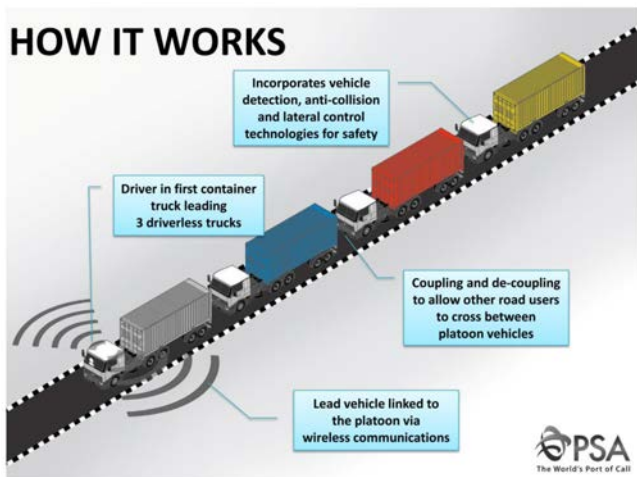
Said Mr Pang Kin Keong, Permanent Secretary for Transport and Chairman of the Committee on Autonomous Road Transport in Singapore (CARTS), "Trucking as we know it today is a highly labour-intensive industry. We face a shortage of truck drivers. In this regard, truck platooning technology presents us with an opportunity to boost productivity in both the port sector and the trucking industry. It will also open up opportunities for truck drivers to take on higher-skilled roles as fleet operators and managers."

Mr Ong Kim Pong, Regional CEO Southeast Asia, PSA International added, "As PSA prepares for our future terminals at Tuas, it is timely that we move on to the next steps in developing autonomous truck platooning technology. I am excited by the progress being made, as it underlines our joint commitment to being future-ready, while also helping us continue to serve our customers better through fast and efficient interterminal container movement."

Scania and Toyota were shortlisted based on the quality of their proposals and strong track records in both truck manufacturing and the development of self-driving technology. Both companies will be working to develop technologies to enable heavy vehicles to move in leader-follower formation, as well as to fully automate the processes for precise docking and undocking of cargo.

The truck platooning trials will take place in two phases over a three-year period from January 2017 to December 2019. The first phase, lasting about a year, will focus on designing, testing and refining the truck platooning technology to adapt to local conditions. The trials will be conducted by Scania and Toyota in their respective research centres in Sweden and Japan, to leverage their existing development work. Depending on the outcomes of the phase 1 trials, MOT and PSA Corporation will then select one of the companies for phase 2, which will consist of local trials and some development of the technology in Singapore.

A 10-km long test route along West Coast Highway has been designated for the phase 2 trials. The trials will initially involve inter-terminal haulage between Brani Terminal and Pasir Panjang Terminals, and may eventually be scaled up for haulage within the port area, as well as between Pasir Panjang Terminals and Tuas Port. **T**



Market Intelligence

The Fleet Data Research is an ongoing project by Asian Trucker Media that oversees the collection of basic information on fleets nationwide. Potential companies are selected through our existing database and relevant websites to participate and three collection methods are applied;

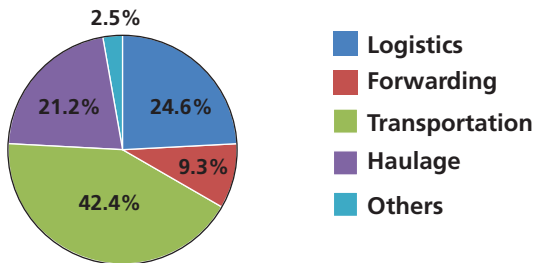
- i. Telephone Interview
- ii. Email
- iii. Face-to-face interview

To date, we have reached out to over 200 companies and have data on approximately 12, 404 trucks.

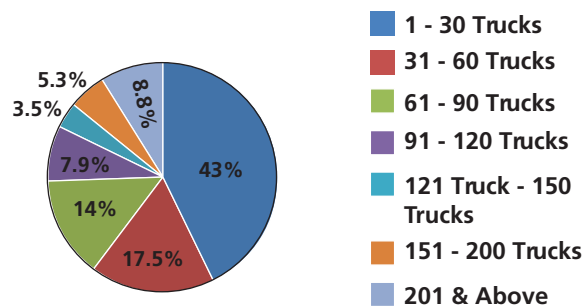
Disclaimer: The research findings published here are in no way representative of the popularity index in Malaysia's trucking industry. All opinions/conclusions are based solely on the information in hand.

Findings

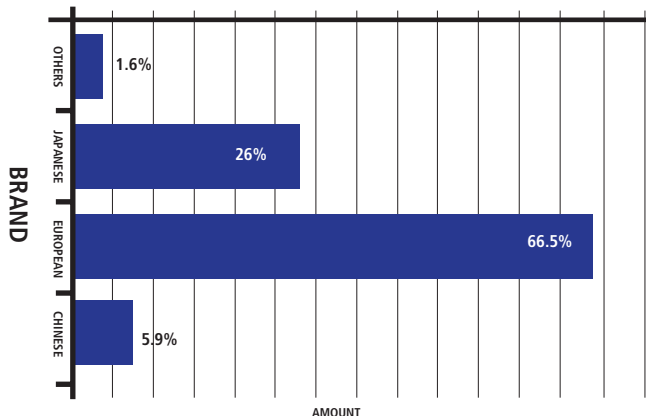
1. What is the nature of your business?



2. How many trucks does your company own?

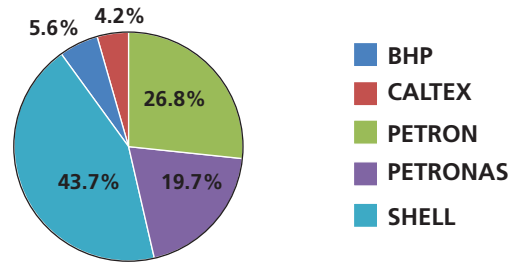


3. What brand are these trucks?

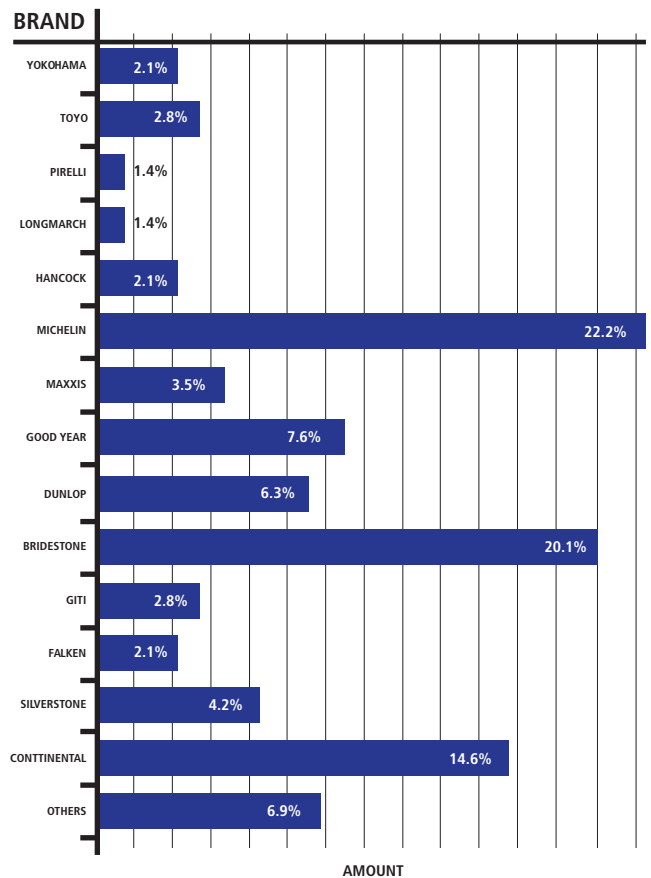


Note(s): Brands have been generalized by their country of origin.

4. What brand of diesel do you use for your trucks?



5. What brand are your tyres?



Takeaway

- 8.75% of the participating companies offered more than one service
- 6% of the companies interviewed uses outsourced vehicles
- 25% companies uses only one truck brand for all of their fleets
- While 39.5% uses three (3) (or more) brands with Volvo coming in first in the Unaided Awareness category
- 25% of fleet owners use more than two (2) diesel brands
- Despite a wide range of tyre brands used; participants were able to recall Michelin, Bridgestone and Continental 'off the top of their head' 26, 19 and 14 times respectively. **T**

About Asian Trucker Media's Research

Asian Trucker Media has been an integral part of the trucking industry throughout South East Asia since 2009. Whether your project is a trade show, a new product launch, a re-branding effort or a new segment market research, Asian Trucker has a research department that gathers data on fleets and their particulars-all tailored to your needs.

For more info, contact stefan@asiantrucker.com



The Beautification of Trucks

For commercial vehicle drivers, the workplace is the driver's seat. It is where they spend most of the day, moving goods or people. Seated up front, this is where they perform their duty, day in and day out. Just like someone working in an office would sit in a cubicle. However, it appears that drivers of commercial vehicles in South East Asia don't seem to take to decorating their work-space as much as their peers in office buildings do.

Job Trophies

Just look at the space our writers Fajar and Floyd occupy in the office. Both spaces are decorated with the trophies one collects in our industry: photos of events, postcards, media passes, truck and bus models, motivational signs and mugs with motifs. Certainly, the office is the space where we spend a lot of time and we want it to be as comfortable as possible. Some of us may even remember overflowing ashtrays when smoking in the office wasn't banned.

But why is it that our commercial vehicle drivers don't dress up their offices like that? Many times, all one sees is the dashboard littered with papers, empty bottles, cigarette packs and other discarded items. I doubt that this is an environment that drivers would create for themselves at home. We have to remember that for many, the truck is actually home when they are on the road for several days, whereby the sleeper cab is the living and bedroom. As I take along my French press to any hotel to make my own coffee, I wonder why truckers don't dress up their vehicles a bit more.

Amazing Collections


Are companies really that restrictive when it comes to adding a few personal touches?

I would doubt it as they should then apply the same for office workers. And I have seen some amazing soft toy collections in offices.

Perhaps it is money that is missing? Our cover of this issue shows how customisation can be taken to an extreme level. I am sure that it doesn't take that much to make a truck looking good. And if you are a proud business owner, why not make a statement with a colour scheme that stands out and let's your customers know that your truck has arrived. Life is too bland to drive white trucks, right?

Safety First

What I sometimes see are stickers on the windscreen. Which I think is dangerous, given that a truck already has enough blind spots. But there could be nice chrome plated horns, a gorgeous paint job or some nice items inside the cabin. If we look at Europe, there are many completely tricked out trucks and these are not just put together for shows, but for actual transportation jobs. Shouldn't drivers be proud and in a competition with their buddies over which truck looks best? At least one could make sure the truck is clean and doesn't look like a landfill site.

In countries such as Nepal, the beautification of trucks even goes so far that the added items increase the weight and moves the centre of gravity so much that some vehicles become unstable. Now, that isn't what I would like to see driving in front of me either, but I think we can all do with a bit more colour in our fleets. Maybe our next activity at Asian Trucker should be a competition to find the most beautifully painted and customised truck? 



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suitable for more than 7 300 references



Connecting Countries with Trucks

Volvo Trucks stakes a claim that the business is truly global. In order for that to happen, there need to be people that coordinate between countries and drive the business. In an exclusive interview with Asian Trucker, we learn from Helene Mellquist what it takes to manage across a vast region like Asia.

Prior to the interview we were told that Helene Mellquist, SVP Volvo Trucks International, is responsible for all commercial activities of Volvo Trucks. To understand this task, one first needs to look at how the business is organised geographically. Within Volvo Trucks, there are four sales areas: North America, South America, Europe and Rest of World. Each of those is responsible for the truck sales, spare parts and service products for the Volvo brand. The region "International" comprises of Australia, Asia, Middle East and Africa. The term "Commercial Activities" includes the customer facing activities, while other competencies, such as design and development are support functions that are not commercially motivated in the sense that they are not customer facing.

Sized Up

The segregation of the four sales regions is aimed at creating similar sized regions. However, with Europe being Volvo's home turf, this is not an easy task as Europe is the powerhouse of business for the Volvo brand. Fundamental differences exist between these sales regions. For instance, North America uses trucks with the hood while Europe and vast parts of Asia use the cab over engine design approach. "You could say that America has a completely different industrial system and that is the reason why we created that region" Mellquist said. Within the sales areas one will find hubs.

Homogenous Diversity

Operating in over 170 countries, Volvo has to manage a broad range of expectations. Mellquist also linked to languages that people speak as one of the issues that one has to deal with when being truly international. What unifies these many countries though is the approach Volvo is taking. "We have to be a good partner, offering superior products and optimum uptime," is her summary of the way Volvo does business. These products and services needed to ensure the delivery of that promise could be classified as the basics, which have to be consistent and delivered in the same way wherever customers are. Actual applications may vary according to the needs of customers. Mellquist proudly announced that "Volvo is considered to be the number one brand in terms of image and customer satisfaction in most countries we reached a certain size. This is the result of our service being delivered in a consistent and customer-centric way."

Growth Segments

Within Asia, many countries are developing while others are matured, with potential for more growth. "We see a lot of growth potential in the long haul business." Besides that, there are pockets of specialised needs in various countries, such as mining in Indonesia or construction in Malaysia. Some of the segments that Volvo services are more stable, such as haulage, while others fluctuate heavily with the prices of commodities

dictating demand for transportation. Where Mellquist sees a lot of growth potential though is in the skills of the drivers. "Without proper training, the trucks will not operate in an optimal way. And it is this aspect that allows us to help our customers to be more profitable, irrespective of the missions that they have," Mellquist further explained. Here, as everywhere else in the world, there is a shortage of drivers and they need to be well trained and looked after. At the same time, Volvo is of the opinion that one should not serve the market with trucks that are not of the latest generation. While markets in Asia may not be as sophisticated than Europe, many customers of Volvo are global and value the features that the latest generation would offer. "By offering the latest technology, we are also growing in the region."

Give Feedback

A major shift within Volvo Trucks is the fact that more and more feedback from the International Region is being collected and injected into the development process. "We used to be rather European focused," Mellquist admitted. As transporters operate in specific environments, their requirements are best captured by asking them directly. More and more feedback is gathered as markets grow and mature and the input is used to develop future services and products.

Challenges Faced

"While I see more opportunities than challenges, there are some issues that need to be addressed. For instance, productivity is one. With the need for transportation fluctuating, depending on commodity prices, there is a need to assist our customers with this." She opened the discussion on the current environment across the globe. Again, driver shortages are one of the key challenges that many face. In view of the ASEAN

Economic Community (AEC), infrastructure in many places could potentially become another topic to be highly debated. Not all bridges and roads are good enough to handle heavy loads, which can be easily moved by the highly engineered trucks of Volvo. Traffic congestion is posing another threat to the profitability and productivity of transporters. "We like bigger trucks as that means fewer trucks on the road." Naturally, the variation of the EURO Emission norms applied in the countries across South-Asia is something that concerns Volvo as it could impact decisions, operations and performance. Being a premium brand also means that certain companies will not be able to afford a Volvo. "While every customer is important, we also have to understand that we may not be for everyone. Therefore, our focus will have to be on companies with a very specific set of qualities and characteristics," she summarises.

Neighboring Countries

Myanmar, hailed as one of the last frontiers as well as the up and coming market is also on Volvo's radar, with the brand already present in the country. However, Mellquist argues that it will still take some time before the country reaches a level of sophistication that would allow the Volvo brand to truly prosper. In Korea however, the Volvo brand has been positioned as one of the leaders by offering sophisticated products. China is a market that offers a unique challenge as Chinese people are now having a sizeable disposable income. With that, they consume. Goods may not be readily available in brick and mortar stores but online. The proliferation of online businesses however brings with it an hyper-increased need for road transportation as buyers would want their goods as soon as possible. As the infrastructure is there, the job is now to put trucks on the road. "Interestingly, in China, customers insist on having the latest technology." **F**




Mats Nilsson, Managing Director Volvo Trucks Malaysia Helene Mellquist, SVP Volvo Trucks International (M), Lars Erik Forsbergh, Vice President (R)

Mercedes-Benz Urban eTruck

The Urban eTruck illustrates the fascinating possibilities of connectivity, electric drive systems, future display and control technologies, telematics, and a largely self-sufficient power supply. The Mercedes-Benz Urban eTruck defines the latest developments in all-electric vehicles in the heavy short-radius distribution sector. The triple-axle vehicle with a permissible gross weight of 26.0 t produces zero local emissions and runs silently, yet it is equal to a truck with an internal combustion engine in terms of load and performance, and, thanks to its innovative power supply, it is also economical.

The features of the Urban eTruck include its drive with electrically powered rear axle and electric motors directly adjacent to the wheel hubs. Their maximum output is 2 x 125 kW, while torque is 2 x 500 Nm. The standard version of the axle has already proven itself in buses.

The battery capacity of the Urban eTruck has a modular design. The basic arrangement is a battery pack consisting of lithium-ion batteries with a total capacity of 212 kWh. This results in a range of up to 200 km – normally enough for a typical day's delivery round. 





Associations for Your Business

The Chartered Institute of Logistics & Transport (CILT)

Telephone Number : 03 – 5510 5275
 Email : info@cilt-m.com.my
 Person-in-charge : Secretary General
 About : CILT is the international professional body for all sectors of the logistics and transport industry. It was established to promote knowledge of the science and art of logistics and transport and to provide a source of authoritative views for communication to government, industry and the community.
 Website : http://www.cilt-m.com.my



Johor Mobile Crane Owners' Association (JMCOA)

Telephone Number : 019 – 779 0901 / 019 – 755 9793
 Email : info@jmcoa.org
 Person-in-charge : Mr Cham Kwai Sum
 About : JMCOA was established with the purpose of protecting the interest of the industry through the power of the community. Members of JMCOA enjoy events organized by the association such as related courses and seminars to enhance the quality of the members.
 Website : http://jmcoa.org/home



Tyre Retreading Manufacturers Association of Malaysia (TRMAM)

Telephone Number : 016 – 626 1263
 Email : jeeban.eng@gmail.com
 Person-in-charge : Mr Eng Jee Ban
 About : **AIMS AND OBJECTIVES**
 1. To promote environmentally friendly recycling activities such as the retreading of used tyre casings and the repair of used tyres.
 2. To advance and safeguard the business interests of the tyre retreading manufacturers.
 3. To compile and disseminate information of common concerns and to provide facilities for consultation and upgrade the industry's technology.
 4. To improve products quality and standards.
 5. To promote the interests of the industry internationally.
 Website : -



Sarawak Forwarding Agencies Association (SFAA)

Telephone Number : 082 – 482 778
 Email : secretariatsfaa@gmail.com
 Person-in-charge : Mr Joseph Chung
 About : SFAA was established in 1979. Representing a pioneer group of 80 Members, SFAA aims to protect the common interests of their members by particularly entering meaningful discussions and generally cooperating with any public or private establishments to benefit the members and the Association.
 Website : sfaa.ent.my



Kota Kinabalu Forwarding Agencies Association (KKFAA)

Telephone Number : 016-8313672
 Email : kkfaa_kk@yahoo.com
 Person-in-charge : President Dato' Johnson Dai
 About : It is the association's aim to gather all industry players to work together in compliance of custom and ports' rules and regulations, ensure accurate information to be provided for smooth clearance and delivery to local customers within time, and also to facilitate members' problems & difficulties with proper solutions and channels.
 Website : -



Update: The person-in-charge and email address of MasterBuilders Association Malaysia (featured in Issue 32) has been updated from En Hanif and mbam17@mbam.org.my to Loh Mei Ling and ed@mbam.org.my respectively.



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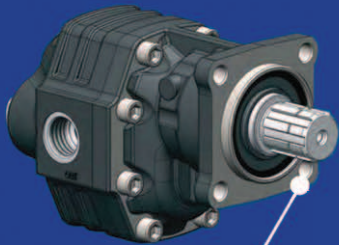


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Westlake Tyres Officially Launched in Malaysia

With full support from ZhongCe Rubber Group Co. Ltd, a global tyre manufacturer enriched with over 55 years of experience in the automotive industry, Westlake Marketing Malaysia launches its operation in Malaysia, offering consumers' premium quality of tyres at an affordable price.

In conjunction with its official launch, Westlake Marketing Malaysia introduced a series of Westlake tyres from passenger car, truck and bus, off the road, industrial to agricultural tyres. The wide ranges of tyres offered at the launch event are designed to meet different customers' demands and requirement to benefit on Malaysia's road conditions and tropical weather. Westlake Tyres is armed with the most advanced facilities and technology to produce ranges of tyres designed for the demand of Southeast Asia market. It creates the opportunity for consumers to experience reliable, good quality, high durability and value for money tyres.

As Westlake Tyres ventures into Malaysia's market, their priority is to introduce high-end products at an affordable price for consumers to enjoy wide range of tyres. The range includes PCR (Passenger Car Radial tyre), SUV (Sport Utility Vehicle), 4x4 (4 Wheels Drive), LTR (Light Truck

Radial tyre), LTS (Light Truck Bias tyre), TBR (Truck & Bus Radial tyre), OTR (Off The Road), Industrial, Agricultural, and TBS (Truck & Bus Bias tyre). Innovation and advanced technology is the cornerstone for Westlake Tyre. The Research and Development centre of ZC Rubber Group in Hangzhou, China, consists of 1,300 experience employees equipped with skills to develop new products or improve existing products based on attentive studies on different demands from different markets. Therefore, the range of tyres brought in for Malaysia's market are

with capability of withstanding Malaysia's tropical hot weather and scorching road condition.

As part of Westlake Marketing Malaysia's plan to better serve their customers and enhance its brand presence in the market, the company targets to open 100 Westlake centres in due course, which will see the opening of five to seven Westlake Centres each year progressively. By the end of this year, three Westlake Centres will start its operation across Peninsular Malaysia. **T**



New DT spare-parts Catalogue Suitable for Mercedes-Benz Actros

The brand DT Spare Parts is expanding the product range for heavy commercial vehicles from Mercedes-Benz. The new spare-parts catalogue suitable for Mercedes-Benz Actros, Antos, Arocs, Atron and Axor comprises more than 3 300 products, which replace around 6 400 reference numbers of the vehicle manufacturer.

With the Mercedes-Benz Actros, the most successful truck in the European commercial vehicle world celebrates its 20th birthday this year. The Mercedes-Benz Actros MP1 was presented to the public for the first time at the IAA Nutzfahrzeuge 1996. In 2011, after two

extensive facelifts, came the market launch of the second generation of the Mercedes-Benz Actros, which followed up the success of its forerunner.

In the area of light commercial vehicles, distribution partners of the brand DT Spare Parts and their customers benefit from the comprehensive product range suitable for the Mercedes-Benz Sprinter. In the bus sector, spare parts suitable for Mercedes-Benz O 500, O 400 and O 300 are offered. The total amount of more than 10 000 spare parts of the brand DT Spare Parts replace around 19 000 reference numbers of "the vehicle manufacturer with the star".

New spare parts in the catalogues are marked with "N" and are therefore easy to recognize. The catalogue introduction includes, besides general information, a comprehensive cross-reference table for speedy identification of suitable spare parts of the brand DT Spare Parts. A special feature of the product range are the special repair kits ("Special DT Kits") which, as a service, contain all the parts required for a repair under one parts-kit number. They are marked in the catalogues with "S". In addition, an online quick search can be started for each article in the Partner Portal using QR-Codes. **T**



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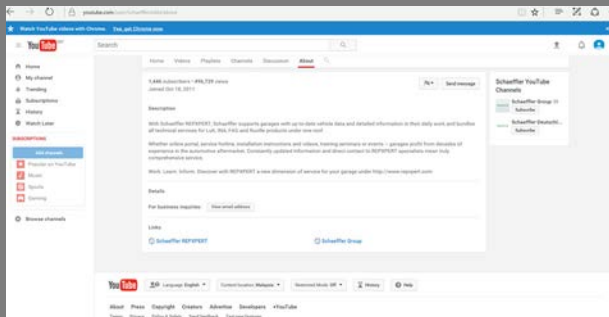
A total of seven chemical transport companies were awarded for their outstanding effort to provide safe passage of dangerous goods on Malaysian roads. During the event, held on 2nd December in the Hotel Intercontinental in Kuala Lumpur, the awards were presented by YB Dato' Seri Ong Ka Chuan, Second Minister for International Trade and Industry (MITI).

The Safe Road Award, which was first introduced in 2014, recognizes good performers and identifies best practices among chemical transporters. It complements the objectives of

Responsible Care and is open to CICM members and Responsible Care signatories who manage their own transport operations or their main transport contractors. There are: One Gold Award winner, one Silver Award winner and five Merit Award winners.

For the Safe Road Awards 2016, LTS Haulage Sdn Bhd was announced as the Gold Award winner and Min Soon Transport Company Sdn Bhd as the Silver Award winner. Globonus Sdn Bhd, Lee Hung Trading & Transport Sdn Bhd, Swift Integrated Logistics Sdn Bhd and Linfox Transport (Malaysia) Sdn Bhd (Banting & Kuantan sites) were given a Merit award. **F**

Schaeffler REXPERT – the all-in-one portal for garages.



With REXPERT, Schaeffler supports garages with up-to-date vehicle data and detailed information in their daily work, and bundles all technical services for LuK, INA, FAG and Ruville products under one roof.

Now, Schaeffler Automotive Aftermarket offers an extensive range of videos for different vehicle applications on Schaeffler REXPERT's YouTube channel (<https://www.youtube.com/SchaefflerAAM>).

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Phillips China Moves to Larger Facility Serving Asia/Pacific Market

Phillips China has moved to a larger production facility in Ningbo, China serving their Asia/Pacific market.

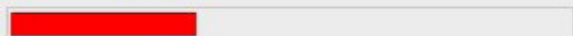
For more than ten years Phillips China has produced advanced electrical and air brake products for the commercial vehicle industry throughout the Asia/Pacific region. "We are now positioned to grow with our existing customers, and with the added capacity, we are prepared to bring on new business at Phillips China", says Kevin Zhang, president. The new facility is three times the size of the previous location, with an open floor plan allowing for more efficient production and material flow. The addition of tooling and injection mold workshops will improve maintenance capabilities as well.

The new 8.6 acre (34,800 m2) site includes current production space, plus room to expand. The total land area also incorporates offices as well as a dormitory and cafeteria facilities for employees. The recent move will support the company's plans for future growth and additional product introduction. **F**

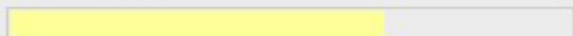
Snap Poll

Are you a member of
an Association?

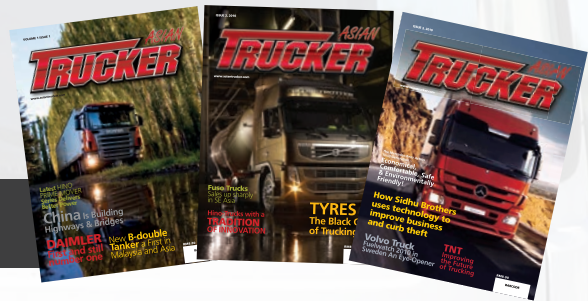
Yes - 33.3%



No - 66.7%



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Who will be crowned 'DT Aftermarket Champion 2017'? Kick-off for Champions League knock-out phase prediction game

Product brand DT Spare Parts is looking for its 'DT Aftermarket Champion 2017'. For employees of our distribution partners and their customers, the excitement of predicting the results of matches and winning fantastic prizes is set to kick in on 14 February 2017, when the round of 16 of the UEFA Champions League begins. A similar prediction game was played for UEFA Euro 2016. This time, participants will make their predictions ahead of each match day during the UEFA Champions League knock-out phases. Whoever has scored the most points overall by the end will be crowned 'DT Aftermarket Champion 2017'. Anyone interested in registering for the prediction game can do so now at <http://champion.dtspareparts.com>.

Exciting prizes worth 5 000 euros will be awarded to the competition's winners: The 'DT Aftermarket Champion 2017' will win a once-in-a-lifetime weekend of football for two in Munich, including flights, hotel accommodation and two complimentary tickets to a Bayern Munich Bundesliga game at the Allianz Arena.

The second-place finisher will win a high-end surround-sound speaker system that will ensure the atmosphere of the stadium is brought into their own living room. DT Spare Parts will award a high-quality football table to the participant finishing third, enabling the lucky winner to hold their own Champions League matches at home. The fourth-placer can also expect a football-themed prize, as he will win a Sony PlayStation 4 Pro and a PES 2017 game, which includes Champions League game mode. Participants who finish 5th to 10th in the competition will each receive an official Champions League football from Adidas.

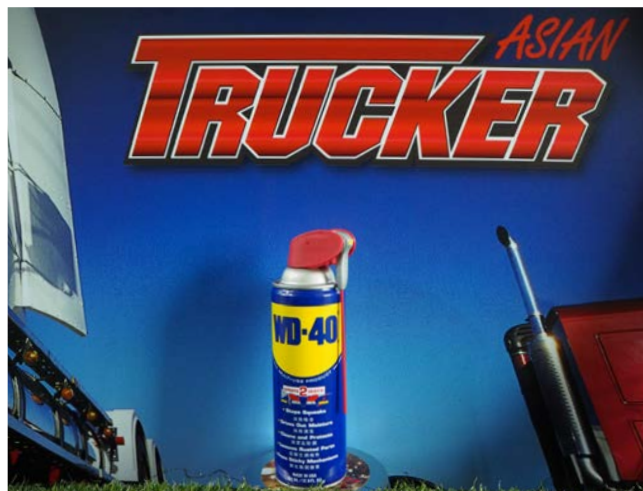
All you have to do is register and make your predictions. With a bit of knowledge about football and a little luck, it could be you that is crowned 'DT Aftermarket Champion 2017' and receives one of the fantastic prizes. Good luck from DT Spare Parts! 

From Space to Households and Workshops: The WD40 Special


For decades now people have been wondering about the secret formula for the blue cans containing WD-40's penetrating oil and water-displacing spray. But the secret ingredients to the formula is locked safe in a vault until today, not disclosed to anyone else other than one or two of the most important personnel within the company. It makes it much more amazing and exciting seeing that all these years, after innumerable competitors have popped up along the lines trying to defeat WD-40 at their own game, they fail miserably.

The formula which is composed of hydrocarbons, was originally utilized to protect the outer layer of the Atlas missile's extremely thin balloon tanks from oxidation and rust. Accidentally, the founding developers, which was Rocket Chemical Company at the time, began to discover household and commercial uses of the product. Thus, they began to commercialize it in San Diego starting from 1958. And 50 years onwards, we find WD-40 to be ubiquitous, found almost everywhere in the world, used in the smallest of paraphernalia to the most sophisticated machineries and vehicles.

As of now, one could go to the most populated social media sites like Youtube and find that netizens have uplifted the WD 40 uses to a level of myths and urban legends. WD 40, which was once used for a rocket, are now used for the most unimaginable things from, clearing off difficult crayon stains, removing chewing gums from carpets, to keeping metals from being rusted, greasing nooks and crannies and loosening stuck parts, to removing pythons from inside the hood of a vehicle and making better baits for fishes! All these comments are almost everywhere on the internet and you can find people vouching for these uses, which are famously called WD-40



lifefacks now. The company is extremely proud of its multi-purpose blue can WD-40 spray, which is acclaimed for having around 2 000 general uses for a user's daily life. You can protect your windshield from the snow using it, coat your boots from water, heck, even spray bugs with it!

But the more focused line of product is the more recent WD-40 Specialist which is designed to be utilized in workshops and used for maintenance and mechanical uses. They have about 10 products in this line which is attuned for the professional and upmarket workshops, and WD-40 Malaysia is really focusing on expanding its market base, and interest more customers in the automobile and trucking industries into the benefits and advantages that they can reap from using their Specialist maintenance products. AsianTrucker is really interested in seeing more presence of the WD-40's Specialist products in workshops throughout Malaysia. 

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Tyrexpo Asia 2017: A show within show



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Pre-register as a visitor today and 4 (four) GarageXpo Asia lucky winners will walk away with either a **1 (one) night accommodation** at organiser's selected hotel in Singapore or a **digital camera***! What's more, bring a colleague and earn double chances!

**Terms and conditions apply. Visit www.garagexpoasia.com to find out more.*

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For more information about the event, contact Andrew at Andrew@singex.com or call +65 6403 2149

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Asian Trucker's senior writer, Saef Wan, spent some time abroad and came back with some pictures of proven and tested trucks and buses, as they were used in Iran. We can't help but to share these with our readers as we all enjoy commercial vehicle-spotting.



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Back for the third time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Co-organized by Asian Trucker Media, two highly successful commercial vehicle exhibitions were previously held in Malaysia. Following the success of the past event, we are returning with the show in May 2017 under a new, more inclusive name.

MCVE, organised by Asian Trucker, will be held in the Mines International Convention and Exhibition Centre from 18th to 20 May 2017. Fringe programs, including the Asian Trucker Networking Night, will run concurrent. Please visit www.mcve.com.my for details and updates. Access is free of charge for delegates.

To book your booth or to learn more, please contact Nicole Fong via nicole@asiantrucker.com or +6012 207 5528

Lot No 8-2, (Level 2) Medan Klang Lama 28, Jalan Klang Lama, 58000 Kuala Lumpur

随着《Asian Trucker》杂志在近年来所举办的商用车辆展览获得各界营运商、物流公司以及利用货车经营等业者热烈响应，我们将在明年5月于我国举办第3届大马商用车辆展览。

本届展览将于2017年5月18日至20日，在马来西亚绿野国际会展中心(MIECC)举行，故此我们诚意邀请您参与此次展览，共同见证这东南亚区域内其中最大型的商用车辆展览活动。期间，我们更特别为各界参与展出的公司举办亚洲货车业者交流晚宴，促进区域内物流领域合作交流。

欲知更多详情，请浏览www.mcve.com.my，以掌握有关本届会展的最新资讯，参与此次展览的公司代表及业者皆可免费出席相关会展活动。

有兴趣预订展示单位者，可致电邮至nicole@asiantrucker.com或拨打6012- 207 5528，以联络本杂志社广告部代表Nicole Fong了解更多详情。

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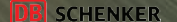


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