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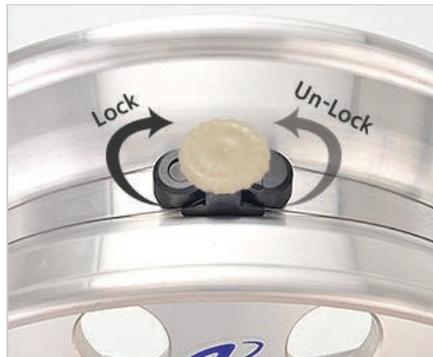
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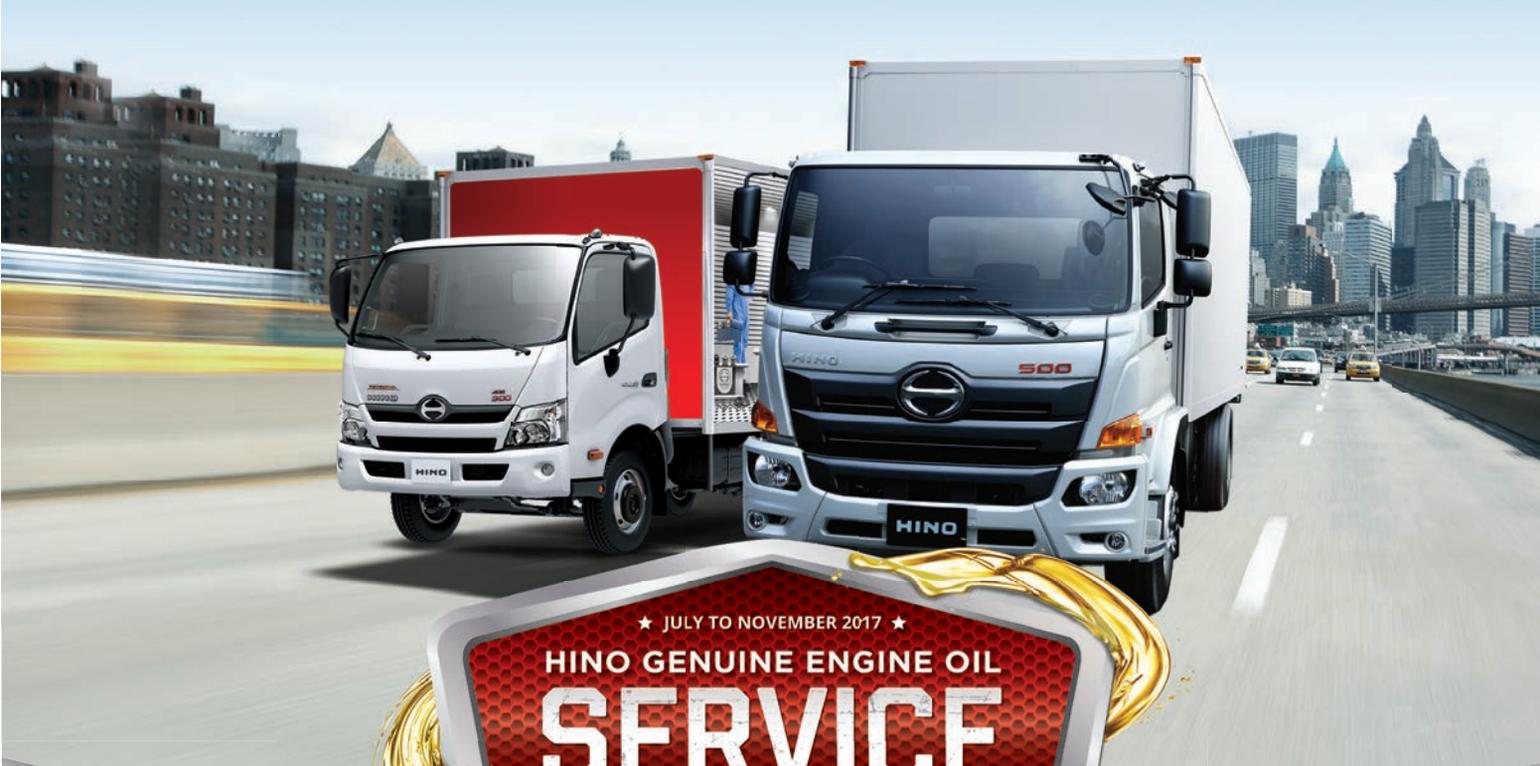
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**Transmission**  
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AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

6x4  
8x4

## MIXER TRUCK



**Engine**  
Hino P11C- 350Hp  
Hino P11C- 380Hp

**Transmission**  
ZF Friedrichshafen  
AG.

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

4x2  
6x2  
6x4  
8x2  
8x4

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Hino P11C- 380Hp  
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AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

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420Hp ; 11045 cc

### Transmission

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- ZF 16S223
- ECO4

### Chassis

- Double Layer 8mm + 8mm
- 320mm \* 90mm

### Rear Axle

- 16 tons + 16 tons
- Hub Reduction

## MIXER TRUCK

6x4  
8x4



### Engine

- FAW -CA6DM2 - 39  
390Hp ; 11045 cc

### Transmission

- American Eaton
- ET - 20109A

### Chassis

- 320mm \* 90mm  
(8mm + 8mm)

### Rear Axle

- 16 tons + 16 tons
- Hub Reduction

## RIGID TRUCK

4x2  
6x4  
8x4



### 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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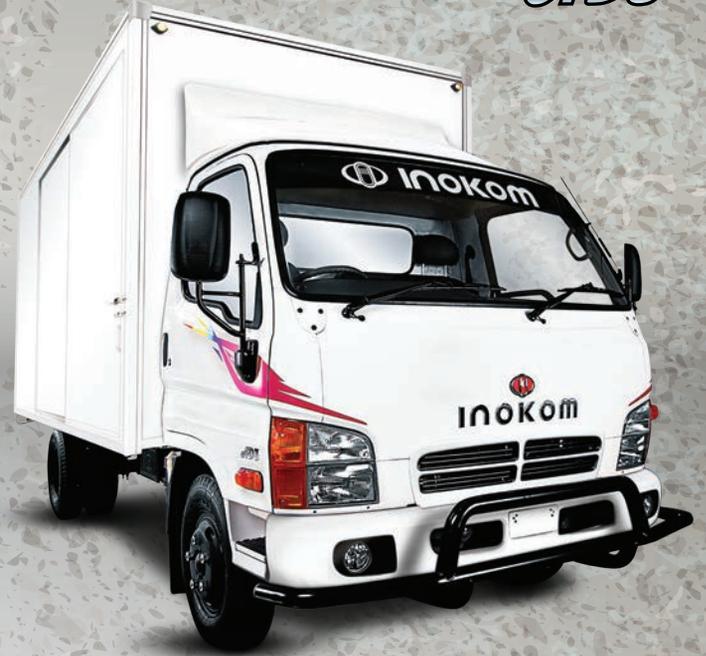
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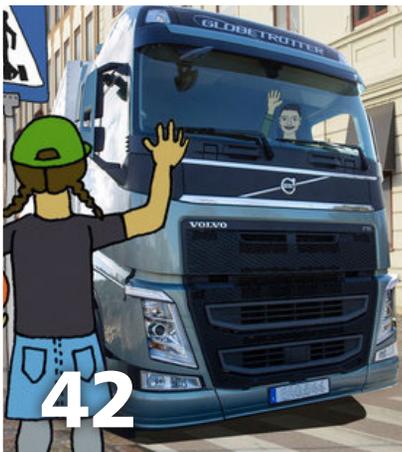
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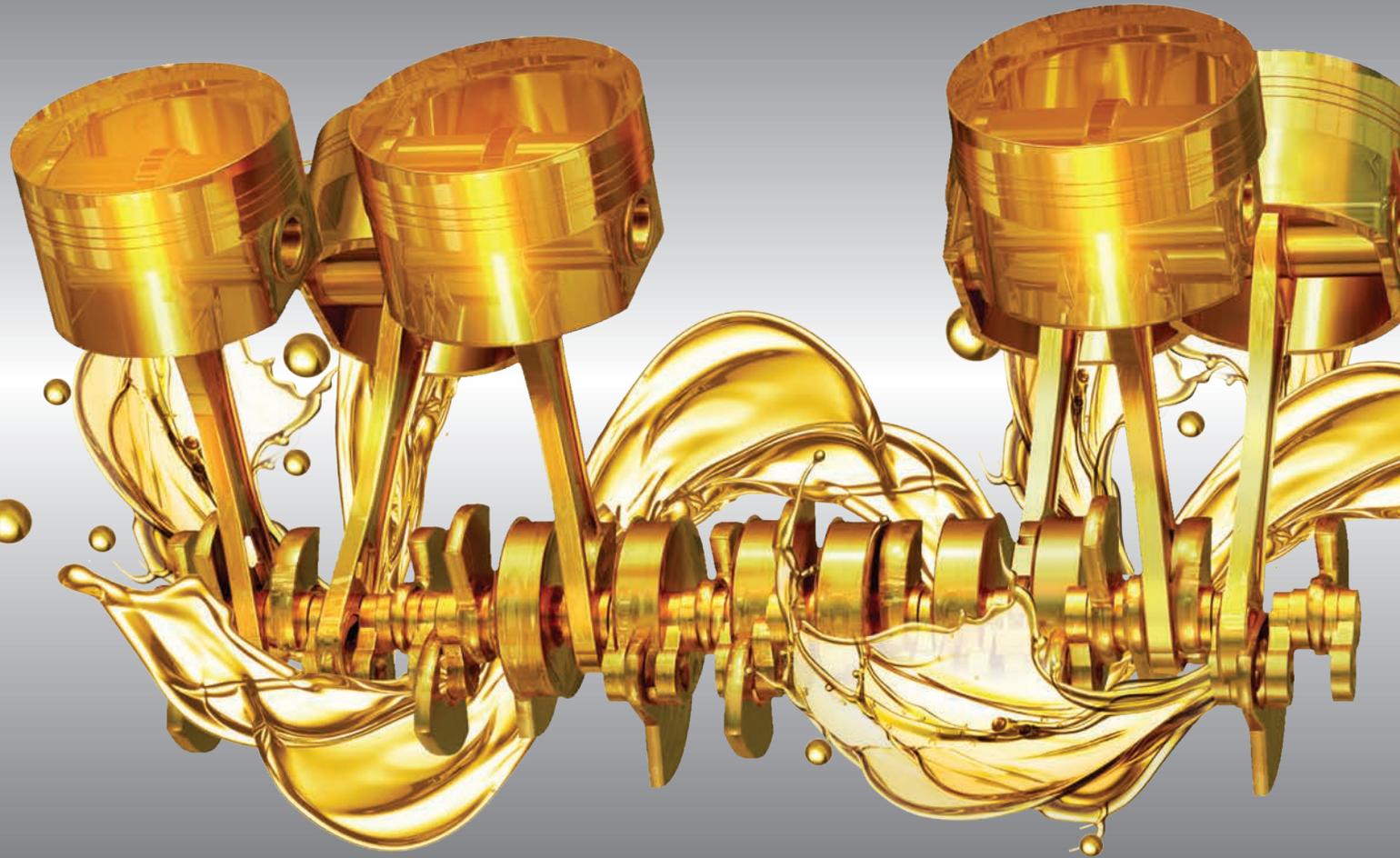
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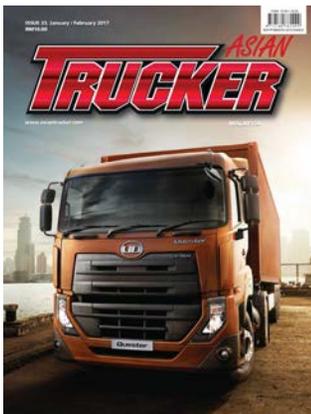
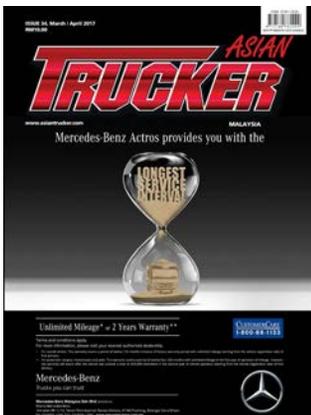
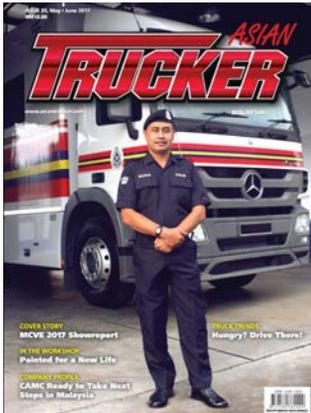
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# Learn Faster to be Successful



stefan@asiantrucker.com

They say that learning never stops and that it is a life-long activity. Surely, it has been a long time since you and me graduated from school or university. Yet, we all have to learn new things. In order to stay competitive, we need to update ourselves with the latest that is happening and new techniques and technologies have to be mastered. Also, everyday brings new scenarios and situations about that require us to learn and transfer knowledge. The only question is, how fast do we want to learn and at what speed are we to run our businesses. In a recent seminar we hosted, we learned about the future of transportation, as some global leaders see it. Not even two months ago, I would think that some of the content by now would need updating as there are new things popping up, influencing the path that was foreseen. Turn to our story on this seminar to learn more.

Being prepared for the future is important for any business and I am sure that many will monitor the news to see what new legislation will come up or where the next big potential lies with infrastructure projects as well as seeing what new technologies are being put to the test. In our cover story we report about the latest DAF truck models. Naturally, new trucks are packed with updated technology too. We also have a look at the UD Driver Competition, a novel way to test the skills of drivers. This is innovative in a way as it is the first competition of this kind in Malaysia hosted by a Japanese truck maker. Having been in the market for several decades, YonMing let's us in on their strategies for the future too. I am sure that some of our stories will give you a few ideas for your own business too.

Recently, our Designer Tony, sent me a video of a female truck driver, pointing out that the truck is sporting our Asian Trucker Drivers Club Sticker. In the short clip, the lady driver is seen

piloting a truck down the highway. I shared this video with a few of my friends and the immediate answer surprised me. It was the same reply each time: Why isn't she wearing her seat belt? This comes after social media was abuzz with the news that Malaysian roads are third deadliest in the world. Thailand and South Africa topped the list. While some may blame the conditions of the roads, I would want to refute that. When I went to driving school, the first thing we learned was that we are to "drive your motor vehicles in a manner that allows us to stop the vehicle at any time without causing harm or damage". Try that for a while. Not easy. It also means that, if the Malaysian roads were as bad as they are said to be, than one needs to adjust the driving style according to the road one is on. That said, travelling extensively, the roads here are fine. Really. And by the way, the German Autobahn is no longer what it said to be. Personally, I am planning my time and with that, I am in no rush and when I get into the car, I can drive with all senses on the road.

For the seminar we co-produced with Shell, I had to go to Singapore. I went by bus. It was on that ride that I realised that we haven't done any major trips in trucks for a long time. The last multi-country trip was in 2013 when we hopped into a TNT truck. If there is any company out there that is transporting goods along an interesting route or in difficult conditions, I would like to hear about it and come along for the ride. Just give me a call. It is in such events that I learn from the drivers, management as well as from the business owners.

Meanwhile, I hope you all drive safely and I look forward to your feedback.

Sincerely yours,

Stefan Pertz  
Editor, Asian Trucker Malaysia 



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# UD Trucks Extra Mile Challenge Set to Increase Drivers' Competency

**First ever drivers' competition  
for a Japanese truck  
brand in Malaysia.**

**U**D Trucks and its long-standing sole distributor partner in Malaysia, Tan Chong Industrial Equipment (TCIE), organised the UD Trucks Extra Mile Challenge (UEMC) drivers' competition, aimed at increasing competency by improving their driving skills and knowledge on how to maximise the capability of a UD Quester heavy-duty truck.

The UEMC delivers multi-faceted advantages to both the truck drivers and UD Quester fleet owners. More than just about driving skills, the competition guides drivers on how to maximise all the innovative features of a UD Quester truck in order to achieve the highest truck uptime and reduce operational cost.

The UEMC is the first skills-based competition for truck drivers, organised by a Japanese truck brand in Malaysia, in partnership with its local distributor, TCIE. Last year's competition saw Malaysian truck driver, Yuzairi Ibrahim from ASAC Logistics Sdn Bhd, representing the country in the global championship in Japan, where he clinched the top spot after displacing winners from other countries.

The first of the three pre-selection rounds were held on 8 July at TCIE Batu Caves, as the organisers began their search for Malaysia's most efficient and passionate UD Quester truck driver who can best exemplify the brand values and spirit of UD Trucks.



The other two pre-selection rounds took place in Bukit Mertajam, Penang (15 July) and in Johor Bahru, Johor (22 July).

"The UDEMC is based on UD Trucks' brand promise of 'going the extra mile', as represented by our company values and quality products and services. It enables drivers of UD trucks to deepen their skills in maintaining vehicle uptime, thus improving their professional ability and offering them a role in propelling Malaysia's truck industry," said Naoki Kobayashi, UD Trucks Malaysia, Sales Director.

"The comprehensive approach of the competition also teaches drivers all about fuel-efficient driving techniques and behaviours. Overall, the competition targets to enhance drivers' skills and increase their confidence, thus enabling them to perform their jobs effectively," added Kobayashi.

Some 25 enthusiastic UD Quester truck drivers from all over Malaysia registered for the pre-selection rounds of the competition.

Recounting on his experience, Yuzairi Bin Ibrahim delightfully shared, "It was a priceless experience for me to be able to take part in last year's UDEMC event and to win the global championship in Japan. The experience was a milestone in my career and it has certainly increased my level of confidence as a truck driver. I wish this year's participants all the best and look forward to one of them bringing back a second trophy from Japan!"

Meanwhile, his employer, Tan Seong Teik, Managing Director of ASAC Logistics Sdn Bhd said, "UDEMC is a great platform for enhancing the capabilities and efficiency of truck drivers, as well as to keep them motivated on the job."

During the final round of the competition, all participants were assessed based on overall best scoring of Best Pre-Drive Inspection, Best Fuel Consumption and Best Driving Skill, in which the winner of each category received an award.

In conjunction with the UDEMC, TCIE is offering attractive rebates for UD Quester models where customers who purchase new units of Quester will be entitled to free first year service or five times maintenance service on labor and parts (whichever comes first) and a 2-year warranty or up to 200 000km (whichever comes first). This exclusive Quester promotion is available until 30 September 2017.

### About UD Trucks

UD Trucks is a transport solutions provider, specializing in fuel efficiency and uptime. It sells and serves light, medium and heavy-duty trucks as well as special vehicles. UD Trucks was established in Japan in 1935 and became part of the Volvo Group in 2007. With its headquarters located in Ageo, Japan, UD Trucks Corporation supports sales and services in more than 60 countries through a worldwide network. 



## ZF Celebrates 15 Years in Malaysia

*Marking its 15th anniversary in the regional market, ZF Sales & Service (Malaysia) Sdn Bhd renews its commitment to support urban transport modernisation of the trucking and logistic industry.*

**W**ith the introduction of its latest connectivity solutions and telematic systems, namely the OPENMATICS and DeTAGtive solutions, ZF Sales & Service (Malaysia) Sdn Bhd (ZFSSM) aims to set a new benchmark for efficient fleet management in the region.

Speaking at the opening ceremony of ZFSSM's 15th Anniversary celebration event, Siew Chee Kok, General Manager of Services (ZFSSM) and ZF Head of Global Service Asia Pacific shared his insights about the company's future direction and the goals it sets for the telematic and logistic industry.

Siew stated, ZF recorded EUR 7.7 billion or RM 4.98 billion sales or in 2016 for its Asia Pacific market, with an increase of up to 22% increase from 2015. Through the execution of its long term and short term strategies, the company eyes to achieve a continuous growth for the regional market.

Siew said: "One of the ZFSSM's long-term strategies is to continue enhancing its service network development and OPENMATICS system in Malaysia while ramping up its efforts introducing e-mobility to the automotive industry, with the aim of supporting the country's ambition to become an EEV hub for the region.

"Through the newly developed OPENMATICS solution, it will encourage a more cohesive service network as the brand offers fleet management, asset tracking, vehicle diagnosis, engineering as well as entertainment and multimedia applications."

OPENMATICS is an innovative telematic solution that allows fleet management to be transparent and efficient. With the installation of the Openmatics Asset Tracking Solution, it enables tracking and monitoring of valuable

assets, which is designed for modern logistics as well as manufacturing optimisation.

Under the Openmatics system, deTAGtive logistics is a Bluetooth Smart Technology solution specifically developed for transport and logistics companies. Through the components that included TAGs, a stationary TAG Finder, a mobile app and a web application, fleet owners can easily track and monitor the transport of goods globally with this system in the most simplest way. As it gives the tags with the coverage area of up to 30 metres; users can receive real-time alerts which enable prevention of loss or damage of goods.

Also present at the event were Mohd Syahrul Yusuf, Managing Director of ZFSSM, Low Chen Lon, ZF Head of Service of ASEAN and Cheah Chee Luen, General Manager of Independant Aftermarket of ZFSSM and Eric Fok, Technical Consultant of ZF Services Hong Kong.

Meanwhile, Low emphasised, through taking into account driving and rest periods in its route planning and monitoring fuel consumption, with the installation OPENMATICS, added with the enhanced DeTAGtive logistics, the new technology makes fleet management as transparent as possible.

He added, compatible with the existing telematic hardware, the above system is easily accessible through the mobile application and a web portal without the installation of other expensive and sophisticated accessories.

"As for the commercial industry in our regional market, we are currently focused on promoting the above telematics solutions, which it aims to offer transparent fleet management to the industry players." **F**

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# Cultivating the Importance of Road Safety

*Volvo, KidZania aim to empower children through the Stop Look and Wave campaign*



Children love the outdoors and are most likely to get injured close to home, often in their driveway or street. It is imperative for children to understand the hazards, do's and don'ts during their time away from home. Adults play an important role to keep children safe and it is important to teach them good road safety habits at an early age.

Volvo Trucks Malaysia will be running a 'Stop Look and Wave' campaign with KidZania to target over 200 schools in Malaysia throughout the year till 2018. The campaign aims to teach school going children how to behave on roads, especially when crossing them.

KidZania's partnership with Volvo Trucks Malaysia is aimed at creating awareness for road safety by simulating actual road conditions especially when facing large trucks. This partnership is part of KidZania go! – a KidZania mobile school outreach programme. The programme incorporates Volvo Truck's Stop, Look, Wave campaign which is tailored towards raising children's awareness on safe behaviours in traffic via the use of specially developed training kits.

The children get to experience being behind the wheel of a Volvo FM440 truck alongside participating in a classroom session inside the Volvo Truck Exhibition trailer where they will be exposed to the importance of identifying blind spots and practice proper road etiquette.

## Stop, Look, Wave

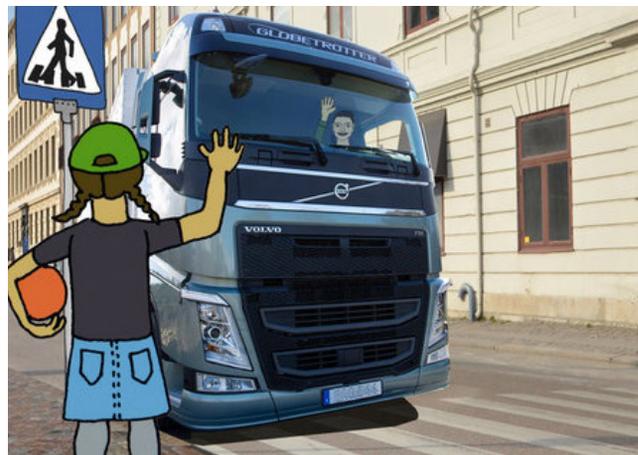
In the campaign, the children are taught to STOP at crosswalks, LOOK both ways and seek eye contact with

the driver. To make sure they have gained the driver's attention, they should WAVE and wait for the driver to wave back before crossing a road.

## Wave back!

To get the maximum effect of the campaign, we ask you as a driver to wave back to the children. You are also more than welcome to help us spread the message "Stop, Look, Wave" to as many children as you can. Volvo has developed a kit of images, scripts etc., that you are free to use.

For more information on the Stop and Wave Campaign, log on to <http://www.volvotrucks.my/en-my/about/safety/stop-look-wave.html>. 



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# Mercedes-Benz Malaysia opens Hap Seng Kuching Autohaus

*The one-stop centre is capable of servicing 510 vehicles a month.*



**S**trategically located in the heart of Kuching, Hap Seng Kuching Autohaus is a full-fledged 3S centre in East Malaysia, catering to a wide selection of customers ranging from industrial players to the local business community. Together with Mercedes-Benz, Hap Seng continues to enhance customer touchpoints by delivering its best vehicles, service quality and after-sales expertise in the region.

The one-stop centre, is capable of servicing 510 vehicles monthly, including an extensive range of Mercedes-Benz and FUSO Commercial Vehicles and has a built-up area of 18 383 metres, which adheres to the Mercedes-Benz Presentation System II (MPS II), the benchmark in automotive customer experience.

We were given a guided tour of the impressive facility which features two dedicated reception lounges, one for Mercedes-Benz cars and the other for Mercedes-Benz and FUSO commercial vehicles. Tastefully designed with elegant furnishings, the 3S centre also comes with 16 work bays, an integrated full-length work pit and a spray booth.

“Sarawak is a key market for Mercedes-Benz Commercial Vehicles as it is the fourth largest market in Malaysia after Klang Valley, Johor and Penang. It is only natural that we extend our wide range of services to commercial vehicle customers in Sarawak,” says Mercedes-Benz Malaysia President and CEO, Dr Claus Weidner.

He also added that by introducing a dedicated facility combined with the latest tools and equipment for Mercedes-Benz Commercial vehicles, there is continuous support given to commercial vehicle customers.

“The launch of the Mercedes-Benz Hap Seng Kuching Autohaus is another notable milestone in our journey of success in East Malaysia, as we continue to craft premium automotive experiences for our valued customers here. And we are happy to be on this journey with Hap Seng, which is now in its 48th year.”

Hap Seng has invested a total of RM237 million in enriching customer touchpoints nationwide, with an investment of RM53 million for the Hap Seng Kuching Autohaus alone. Hap Seng Consolidated Berhad Group Chief Operating Officer and CEO, Mr Harald Behrend stresses the importance of service quality and in driving the business forward.

“For more than 40 years, we have been devoting our efforts to delivering an exclusive premium experience that is synonymous with the Mercedes-Benz brand. Hap Seng Star currently has eight passenger car dealerships, and Hap Seng Commercial Vehicle has seven outlets nationwide. We remain as passionate and committed as ever to continue setting the highest standards of automotive excellence, be it retail or customer experience.”

Hap Seng Kuching Autohaus is located at Lot 11298, Section 64, KTLD, Jalan Datuk Abang Abdul Rahim, 93450 Kuching, Sarawak. 

### Hap Seng Kuching Autohaus - 3S Centre

Built-up area: 18 383 sq m

Number of work bays: 16



# Events & Exhibitions

## TRUCK INDONESIA

Date : 20 September 2017 – 23 September 2017  
 Venue : Jakarta International Expo, Jakarta  
 Contact Info : 62 (0) 21 3162001 / indira@pamerindo.com  
 Details : Truck Indonesia is an international trade fair for commercial vehicles. On it all the major producers from the industry are presenting their latest vehicles and accessories. This exhibition is the communication and information platform in the industry and offers the exhibiting companies the opportunity to present to an audience of experts here. Visitors can find in depth and comprehensive information here about the latest developments, trends, products and services in various fields.

## THE 14TH CHINA INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION

Date : 20 September 2017 – 23 September 2017  
 Venue : New Beijing International Exhibition Center, Beijing  
 Contact Info : 0086 – 10 – 5222090 / bob.ban@e-bices.org  
 Details : Co-located with BIECES 2017, IVEX-China International Commercial Vehicle Exhibition is where professionals can display the latest commercial vehicles to members of that industry. Vehicles on display at IVEX include heavy-load trucks, concrete mixers, construction site vehicles, mining vehicles and a variety of others.

## SMART CITIES ASIA 2017

Date : 2 October 2017 – 03 October 2017  
 Venue : Kuala Lumpur Convention Centre, Kuala Lumpur  
 Contact Info : 03 – 2170 1588 / richmond@knowledgegroupco.com  
 Details : Where most conference focuses solely on using technology to solve these issues; the Smart Cities Asia Conference & Exhibition is cognizant of the fact that technology alone cannot be the silver bullet that solves our urban woes. Smart Cities Asia Conference aims to be the intersection between urban planning, technology, governance and citizen involvement to address the modern challenges of cities. Asian Trucker is a Media Partner of the event.

## CHINA (SHENZHEN) INTERNATIONAL LOGISTICS & TRANSPORTATION FAIR (CILF)

Date : 12 October 2017 – 14 October 2017  
 Venue : Shenzhen Convention & Exhibition Center, Shenzhen  
 Contact Info : +86 755 83581250 3970 / scm002@scmfair.com  
 Details : Since its debut in 2006, the CILF has been successfully held for 11 successive years and earned a popular reputation. As a professional, effective, reliable and wide exchange platform for all players in logistics, transport and relevant industries all over the world, the CILF attracts numerous international well-known firms to exhibit and further promotes the international influence of China logistics industry.

## ASIAN DOWNSTREAM SUMMIT 2017

Date : 25 October 2017 – 26 October 2017  
 Venue : Sands Expo and Convention Centre, Singapore  
 Contact Info : +65 6590 3970 / info@downstream-asia.com  
 Details : Now in its 10th edition, the region's largest downstream-focused conference and exhibition is designed to help refiners, petrochemical operators and chemicals players understand how digital and process technologies can help them achieve overall operational excellence.



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# Tyre Pressure Monitoring System can Save Your Fleet Money

*Seetron aims to be a leader in the parts and test systems market.*

Imagine if you could increase the lifespan of your fleet’s tyres by 30 percent and at the same time improve fuel economy by two percent. Sounds impossible? Not at all. Seetron Inc, who specialises in automobile parts and test systems, aims to bring in their Tyre Pressure Monitoring System (TPMS) to the Malaysian market.

The Korean manufacturer is working closely with YonMing Group to bring in the system which can give fleet owners a real-time pressure readout of each tyre, which will enable them to reduce breakdowns, improve safety and prevent unwanted crashes.

“TPMS is new to the market. We are currently the only distributor in Malaysia and through YonMing, we are able to break into the local market. The system can give accurate psi readings as well as relay bearing data to its user. The Tyre Pressure Monitoring System can increase the lifespan of tyres by having the right amount of tyre pressure at all times. This will ensure that the tyres perform at optimum level reducing wear and tear due to overinflating or low pressure,” said Mr Lee Chin How, Senior Branch Manager of Quality Trailer Parts Sdn Bhd at MCVE recently.

“Seetron also supplies Loose Wheel Nut Indicator – a gauge that indicates the driver when the nut on the wheels are loose and Roll Stability Support – an electronic braking

system built for trailers to reduce speed and lower lateral acceleration at the rollover threshold. Nippon Express are one of our clients who uses the system.”

## About Seetron

Seetron Inc. specialises in automobile parts and test systems. Founded in September 1999, Seetron started to develop and sell Auto Tire Inflators from 2000 and also developed and supplied the integrated engine test systems for automobiles. Since then, Seetron’s Auto Tire Inflator has been used as a standard machine for maintenance and the business of test systems has been expanded so the test systems for engines and transmissions have been specialized and EOL equipment is being supplied too.

From 2001, Seetron concentrated itself on research development, forecasting the market demand for TPMS, and in 2003, Seetron developed TPMS first in Korea and launched TP2 in the market in 2006. Seetron will develop TPMS for commercial vehicles, not only for automobiles, to supply it to automobile manufacturers as a genuine part. With the belief of making a contribution to society with valuable products, Seetron aims to become a small, but strong company that owns the world’s top technology. 



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# Blue.maxx a Ground-breaking Solution for Diesel Fuel Filtration

*Hengst offers this new modular system to the Asian market*



Founded in 1958, Hengst Filtration has a long-standing history of success as a leading developer and manufacturer for filtration, fluid management systems, crankcase ventilations and cylinder head covers. With the history of almost half a century, Hengst has developed more than 2,500 filter products for the Independent After-Market (IAM), which specifically catered for automobiles, commercial vehicles and industrial applications of all manufacturers worldwide. Today, Hengst aims to extend its market share in Malaysia with the latest Blue.maxx modular system, a ground-breaking solution for diesel fuel filtration.

“Likewise, we would like to introduce our latest Blue.maxx modular system to the Asian market. With the improved design of lightweight and optimisation of installation space, Blue.maxx is setting new standards in fuel filtration. It is designed for optimal and maximum performance yet is a more environmental-friendly solution that it enables 80 percent higher pump volume and water separation efficiency which is up to 99 percent. It is easily plug and play retrofitable and even EURO 6 compliant,” says Mr Frank Margner, Sales Director of Hengst Asia Pacific Pte Ltd.

“We are the pioneer among the manufacturers who developed this type of technology in the domestic

and regional market, we are keen to offer our new products for the market,” said Margner.

The Blue.maxx concept combining pre-filters and main filters will have long-term advantages: significant improvements in particle filtration, water separation, and differential performance along with a reduction in the required installation space. Tailored to the respective situation, the filter stages can be defined for any application.

He further elaborates, “The requirements for fuels, not only in modern common rail drives but also commercial vehicles, are constantly increasing. At Hengst, our products including the Blue Maxx consistently relies on multi-stage systems consisting of a pre-filter and main-filter

to ensure efficient fuel filtration. For this new modular system, each filter stage is designed in a way that it enables true precision work and individually adjusted to the application and their respective boundary conditions. During the pre-filter stage and multi stage of fuel filtration, the filtration efficiency is up to 96 percent to above 99 percent, while the water is up to 99 percent and above. By optimally calibrating the media stages, it maximises the usage of filtration system in delivering optimal performance for our customers.”

Talking about the growth prospect for Hengst in the domestic market, Margner says, he feels positive for the continuous growth of the Hengst brand here via its local representatives.

## About Hengst Filtration

Hengst Filtration was established in Germany about five decades ago, the group remains an independent German company managed by the third Generation of its founder Walter Hengst. Over the years, Hengst has built its prominent reputation and has a strong market presence across twelve locations in Europe, North and South America, the Middle East and Asia. With a globalised and dedicated workforce of over 3 000 employees worldwide, Hengst relentlessly seeks to impress its business partners with its diversified product portfolio for passenger car, truck, off-road and industrial applications. Hengst can be contacted via [info@hengst.de](mailto:info@hengst.de) or [www.hengst.de](http://www.hengst.de)



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## The Undisputed Turbo Rebuilder in the Region

*Turbo Performance offers solutions for rebuilding parts through exchange or from scratch*

**B**uilt on stringent quality control standards and a commitment to total customer satisfaction, Turbo Performance Sdn Bhd is the leader when it comes to rebuilding turbo engines. Together with YonMing Group the company sets itself apart due to YonMing's vast experience and expertise in the region.

"At Turbo Performance, we are in the business of repair service, recycling and remanufacture of parts. Parts that are deemed broken can be exchanged with ours, which are compliant with manufacturing specifications. It saves cost, gives you the peace of mind and it comes with a warranty, once refitted into your vehicle," says Mr Yap Sai Ming, Branch Manager of Turbo Performance.

"We offer the best solutions when it comes to replacing parts, besides offering quality assurance Turbo Performance is able to do well in the commercial vehicle market due to its partnership with the YonMing Group. Parts we carry for remanufacturing are: Turbocharger, Fuel System, Air System, Starter, Alternator, EBS Valve, Steering Box and Speedometer.

### About Turbo Performance

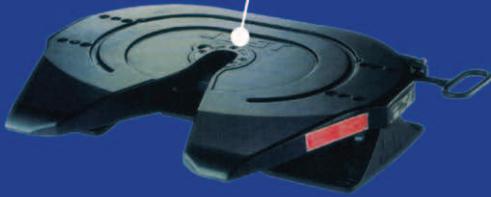
Formed in 1999, Turbo Performance is a subsidiary of the YonMing Group. A name synonymous with innovation, new

technologies, reliability and integrity, Turbo Performance is backed by a vast inventory of factory assemblies and parts, their highly trained and skilled technical staff ready to assist you in diagnosis and providing cost effective solutions. Their depth of experience in the auto industry together with an extensive network throughout Malaysia enable them to bring to you unparalleled support and service. 





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## VIMS Offers Solutions for Second-Hand Vehicle Buyers

*Its Certificate of Inspection with a 90-day validity within 48 hours will be able to help buyers make informed decisions in their transactions*

**B**uying second-hand commercial vehicles has its pros and cons. If you are a new player in the industry - whether in freight forwarding, logistics, or public transport - with limited resources for new vehicles, things can get tricky when purchasing a used vehicle. The credibility of used vehicle resellers comes into question in terms of trust and legitimacy of the vehicle condition. Suffice to say, it is more of a roll the dice situation to take some risk on the hope of a positive outcome.

The launch of the Vehicle Inspection Management System or VIMS recently by AucNation Synergy can equip buyers with data that will be useful when purchasing a used vehicle. The system, powered by Automobile Inspection System (AIS) and supported by MAI, is a new and innovative solution for the used vehicle industry.

Dato' Nik Izani B Nik Ibrahim, Chairman of AucNation Synergy said: "Our partnership with AIS, a top inspection company for Honda,

Toyota, Subaru, Nissan & Mazda in Japan, allows us to leverage on technology and Japanese expertise to provide in-depth analyses and accurate scoring of the inspected vehicles. Through VIMS, we are able to contribute to the industry in an effective and practical manner, while promoting a more reliable and secure trading experience for businesses and consumers."

### WHAT IS VIMS

VIMS is a web-based inspection which comprises two analyses - Visual Analysis (VA) using a Pen Based Computer (PBC) and Diagnostic Analysis (DA) using the On-Board Diagnostic 2 (OBD 2) device. VA covers checks on the vehicle's main frame, exterior, interior and the basic mechanical components while DA focuses on Health Check on the vehicle's subsystems including engine and transmissions.

Data from the analyses are then stored on a web server and are easily retrieved when needed. Customers

will also receive a VIMS Certificate of Inspection with a 90-day validity within 48 hours to help them make informed decisions in their transactions. The inspection process takes just 30-40 minutes to complete.

Currently the system is focused in the car industry. For the commercial vehicles, VIMS can actually help fleet owners who wish to purchase used trucks or buses save time and money. Currently, to get a vehicle checked at PUSPAKOM can be an arduous affair. However Dato' Madani Sahari, Chief Executive Officer of Malaysia Automotive Institute said that VIMS is not a replacement for PUSPAKOM, which is regulated by the government.

"Together with the dedicated inspection training programme, VIMS has the potential to uplift the used and reconditioned car trade in Malaysia, and we look forward to see the results of our collaboration. VIMS is not a replacement for PUSPAKOM, hence it is a form of reference check." **F**



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## DAF's New CF and XF Will Delight Drivers & Owners

**D**AF is introducing the new generation CF and XF trucks, which set a new standard in transport efficiency and driver comfort. Engine innovations, new drivelines and aerodynamic optimisations result in an up to seven percent lower fuel consumption. The new DAF Connect fleet management system will drive even larger efficiency gains.

### Excellent Reputation

"Building on the excellent reputation for fuel efficiency, reliability and driver comfort, the current Euro 6 product range has earned in Europe, DAF has developed a new generation of CF and XF trucks offering the best possible solutions for both the customer and the driver," stated Preston Feight, President DAF Trucks. "Backed by industry leading

*DAF's new CF and XF vehicles will delight both owner and driver with its new level of efficiency, comfort and stylish design.*





### **The new CF and XF**

- Seven percent lower fuel consumption
- PACCAR MX-11 and MX-13 engine innovations
- New efficient TraXon automated gearbox
- New high efficiency rear axles with new faster ratios
- Advanced powertrain software features
- Aerodynamic optimisations
- New PACCAR Engine Brake
- Up to 100 kilogram higher payload
- New compact Exhaust After-treatment System
- Maximum uptime
- Service-intervals up to 200,000 km
- First class body builder-friendliness
- DAF Connect fleet management system for the highest transport efficiency

services and a highly professional dealer organization, the new CF and XF trucks - entering production in summer 2017- embody an owner's delight and the driver's dream."

Class-leading fuel efficiency is the result of the fully integrated and innovative driveline that achieves optimum interaction between engine, after-treatment system, transmission and rear axles, for lowest total cost of ownership, fully aligned with the DAF Transport Efficiency philosophy.

### **More Efficient Turbocharger**

The air management of the PACCAR MX engines has been improved by applying a new and even more efficient turbocharger, a new EGR system and a new valve actuation design. Thermal efficiency has been enhanced by developing a new combustion system, including new pistons, injectors and injection strategies, while higher compression ratios are employed.

New highly efficient variable speed cooling-, steering- and oil pumps are used to achieve the lowest fuel consumption.

A key principle when developing the new drivelines was to reduce engine revs for best-in-class fuel efficiency. Maximum torque of the PACCAR MX-11 and MX-13 engines has been increased significantly and is already available from 900 rpm to allow down speeding of the engine. The top-of-the range PACCAR MX-13 engine produces 390 kW/530 hp and 2 600 Nm of torque at 1 000 rpm.



**Highly-Efficient Rear Axle Designs**

Rear axle designs have been further developed and reductions of down to 2.05:1 can be specified for driving at cruising speeds of 85 km/h at only 1 000 – 1 040 rpm, depending on driveline choice. The new generation of rear axle differentials features a completely new design of crown wheel and pinion, aimed at highest durability and efficiency as well as extremely low noise levels.

Application of low viscosity oils, lower oil levels in the rear axles and low friction wheel end bearings also enhance fuel efficiency.

**TraXon Gearbox as Standard**

The latest generation of TraXon automated gearboxes are standard

on the new CF and XF series with the 12 speed being standard and a 16 speed optional. Less friction losses, even faster upshifts and the extended use of EcoRoll contribute to lowest fuel consumption. Driver comfort is enhanced thanks to its quiet and smooth operation and precise clutch control. The increased ratio spread allows excellent manoeuvrability, even when faster drivelines are applied.

**Advanced Powertrain Software Features**

The new CF and XF feature a completely new electric and electronic architecture. It introduces a new vehicle control unit for dedicated driveline integration, featuring enhanced EcoRoll and Cruise Control functionalities, such as Dynamic

Cruise. Dynamic Cruise adapts the character of the cruise control to the different driving circumstances. Thanks to a further integration of Predictive Cruise Control (PCC) and EcoRoll, PCC can now activate EcoRoll sooner, when both technologies have calculated that vehicle momentum is sufficient to carry the vehicle in neutral gear over the top of the hill within a set speed bandwidth.

**Industry-leading PACCAR Engine Brake Performance**

The performance of the PACCAR Engine Brake has also been enhanced. Maximum braking power of the PACCAR MX-11 engine has grown from 320 to 340 kW. Braking power has increased 20 percent between 1 000 to 1 500 rpm. Maximum braking power of the MX-13 is no less than 360 kW and in the important 1 200 to 1 500 rpm range, braking power has increased up to 30 percent.

**Aerodynamic Optimizations**

To achieve lowest possible fuel consumption, vehicle aerodynamics have been improved thanks to a new sun visor design for the CF and XF. In addition, the new XF features wheel bay extensions and flow guides behind the grille for optimal aerodynamics around the truck and through to the engine bay. New grille





closures reduce drag, and new gap closures between the headlight and corner deflector realize the best possible aerodynamics.

### **Up To 100 Kilograms Higher Pay Load**

For the new CF and XF, DAF has developed a completely new and compact Exhaust After-treatment System (EAS), which results in more chassis space for components such as larger fuel tank, compressors, tool boxes or crane legs. An advanced substrate technology allows for a 40 percent reduction in overall volume in the EAS unit. This is done without compromising backpressure, ash cleaning intervals or DeNOx efficiency. In fact, the compact box heats up faster allowing the engine to operate quicker and even more frequently in its most efficient fuel map. The new ultra-compact EAS unit is some 50 kilograms lighter. Thanks to additional measures like engine and chassis weight optimisation, the new CF and XF offer 100 kilograms more payload.

### **Maximum Uptime**

Service intervals of the new DAF CF and XF can be extended from 150 000 to 200 000k. Despite the compact dimensions of the new EAS unit, its capabilities are unmatched, resulting in ash cleaning intervals of up to 500 000 kilometre, which contributes to maximum customer uptime.

The enhanced Body Attachment Method supports the shortest configuration time, as the new design at the rear end of the chassis allows easy fitment of, for instance, tail lifts and dedicated prepared installation plates for boxed bodies and cranes.

### **DAF Connect Fleet Management System**

DAF Connect is an innovative fleet management system, offering real-time information on the performance of the vehicles and drivers.



Information on vehicle location, fuel consumption, mileage, fleet utilisation and idle time are clearly presented in an on-line dashboard, which can be tailored to customer requirements. The user-friendly dashboard can be configured to provide comprehensive fuel reports with current and historical data that compares the fleet's vehicles and drivers. The Live Fleet View feature provides all the information needed about the location of the fleet to enable optimal planning including distances, routes and driving time for the vehicle and driver. Operators receive self-defined alerts when deviations occur in areas such as speed, route, location and fuel consumption so they can immediately improve fleet performance.

DAF Connect optimizes vehicle availability, reduces operational cost and enhances logistical efficiency. DAF Connect also allows the transport operator to effectively plan repair & maintenance and take advantage of tailor-made advice by DAF when using DAF Connect.

### **Drivers Dream**

The new CF and XF remain the industry leader in driver comfort, thanks to their great accessibility, excellent interior space and many innovations that enhance comfort, user-friendliness, attractiveness and safety.

From the moment you step inside, the new DAF CF and XF deliver the highest level of quality and driver comfort. New warm and tasteful colours on the dashboard, seats, curtains, mattresses, side and back walls give the interior a

beautiful appearance in which every driver can appreciate the luxury and richness. The XF piano black decoration on dashboard and rear wall gives the interior extra appeal. The XF Super Space Cab remains the most spacious cab on the market with a total volume of more than 12.6 m<sup>3</sup>.

### **New Temperature and Climate Control**

The new DAF CF and XF feature a completely new automatic HVAC system that is very easy to operate. The system contributes to the best fuel efficiency as the new smart controlled air-conditioning system consumes less energy by cooling the air only as much as is needed to reach the desired temperature. The new fully automated HVAC system uses residual heat from the engine for heating the cab during shorts breaks, which adds to fuel efficiency. The temperature and climate control systems can also be operated using the new rear wall panel with temperature display.

### **New Exclusive Line**

The summit of luxury and comfort is the new Exclusive Line, available for both the CF and XF. The top-of-the range Exclusive Line is distinguished by the cognac coloured dashboard, door panels (XF) and leather seats, as well as the stylish bright vents (CF). A leather steering wheel is standard on the luxurious CF and XF versions.

### **Enhanced Driver Information**

The instrument panel has been redesigned with new characters for a more modern and attractive appearance

and enhanced clarity. The enhanced Driver Information Panel includes a tachograph countdown, displaying remaining driving and resting times.

This contributes to enhanced comfort and efficiency, as do the driver configurable switches (MUX), which allow the driver to position dashboard switches according to preference. MUX-switches also allow optimal positioning of controls and switches for the operation of the superstructure or components like aggregates and crane leg supports.

Drivers also benefit from the new interior light switch, positioned in the central part of the dashboard, while DAF's great sliding table and unmatched storage space remain untouched. The new interior light switch stands out in user-friendliness with possibilities of dimming for 'night drive' and 'relax' modes. All speed related functions, including cruise control, predictive cruise control and adaptive cruise control are perfectly and logically grouped to the right of the steering wheel.

### **Great Looks**

DAF has enriched the exterior styling with stylish elements, like the identity plate in the doorstep. A new

DAF nameplate with a redesigned DAF logo featuring chrome letters symbolize the trucks' quality. Accents in the bumper and sun visor give the exterior an extra touch of richness, as do the decorative strips in the grille and the new grill mesh for the XF.

### **Start of Production**

The new CF and XF enter production in the summer of 2017 in 4x2 tractor (FT) and rigid (FA) configurations, the 6x2 tractor FTG and FTP with pusher axles, and the 6x2 rigid with single mounted trailing axle (FAR). More versions will follow in autumn.

"We have made the best trucks on the market even better", commented President Feight. "The new CF and XF further extend the current trucks excellent reliability, fuel efficiency and driver comfort. As part of our DAF Transport Efficiency philosophy we have made major steps to further enhance vehicle efficiency by providing the lowest operating cost and higher uptime for our customers. The new CF and XF represent Pure Excellence." 





# Green Fuel for Cleaner Tomorrow

*Biodiesel is one of the viable substitute for diesel, but implementation comes at a price.*

**A**lternative fuel or green fuel has been a hot discussion topic for some time, especially for fleet owners, small businesses and owners alike. It is a viable solution which is proving to be cost effective due to long term savings, plus it is much greener than the regular diesel. It is widely used in countries like Norway, Sweden and Germany, where diesel has been replaced with alternatives such as biodiesel, electricity, ethanol, hydrogen, natural gas and propane.

In Southeast Asia, the growth in terms of production for biodiesel has been increasing exponentially. In developing countries such as Malaysia and Indonesia, biodiesel is seen as a viable replacement for diesel in the not too distant future. However, sentiments have been mixed of late as the price of crude palm oil (CPO) has seen a weakening trend going into 2018.

## Regional market

In March this year, the Malaysian Biodiesel Association reported that Malaysia was expected to produce 900 000 tonnes of biodiesel in 2017, up about 80 percent from half a million tonnes last year, while Indonesia's production is projected to rise to 3.5 million tonnes this year from three million tonnes in 2016.

According to industry expert U.R. Unnithan who is the president of the Malaysian Biodiesel Association: "Where the current oil prices were at, biodiesel plants were unable to make profits.

"Today, the utilisation capacity is under 25 percent, which means at present levels, companies can only cover their variable costs but not fixed costs. But if they ramp up capacity to nearly 100 percent, then they should see some profits," he said, adding that the biodiesel industry has survived because of the local mandate."

On one hand, commenting on Indonesia's B20 biodiesel mandate, Unnithan said Indonesia had taken a smart move by going ahead with the implementation, provided it can get its subsidy model to work. "I think it's a smart move because suddenly, an additional three million tonnes of demand a year has surfaced. The Indonesian biodiesel market is probably as big as China's now and for them, it is worthwhile because oil prices now are hovering about US\$50 per barrel," he said.

Malaysia, on the other hand, should implement its B10 programme this year now that CPO prices had adjusted to a new level.

“CPO prices in the region of about RM2 500 to RM2 600 per tonne are sustainable in the long term for both food and fuel. At that level, one can see a steady increase in biodiesel because the additional demand can be taken up when there is additional supply,” noted Unnithan.

Although, accurate in his assessment given that CPO price at that time was RM2 851 per tonne, analysts now have mixed views as it is projected that the CPO prices to be around the RM2 500-per-tonne for the whole of this year—indicating that prices could drop to RM2 300 to RM2 400 in the coming months on rising production but should remain at that level.

Exports registered a 17.3 percent growth, the highest gain in nine months, indicating that major CPO consuming countries such as India and Pakistan buying more.

On the other hand, some analysts have downplayed the CPO price outlook, indicating a further drop to RM2 250 per tonne at year-end. This coming from an RM2 650 forecast in May. Whatever the case is, right now, several plantation companies have either downgraded or kept a neutral rating on plantation stocks due to the weakening trend of CPO prices going into 2018.

### Rest of the world

Diesel has been a longstanding choice of fuel for commercial vehicles due to its exceptional fuel economy but it has come under the spotlight recently as a cause for poor air quality in the United Kingdom. This has seen some areas propose bans or additional fees to vehicles that run on this fuel type.

A recent study by Pendragon Vehicle Management (PVM) proved that diesel is the only realistic choice for fleet owners with high-mileage. The study analysed 270-strong fleet of diesel vehicles in the construction industry against electric vehicles and plug-in hybrid electric vehicles. PVM found that it would cost 8.5 percent more per annum to run a plug-in hybrid electric vehicle fleet than a diesel one. UK has higher monthly rental costs for energy consumption thus counteracting with the move to switch fleets to green fuel.

“Aged and poorly maintained diesel vehicles are very harmful to the environment. However, for those who change their vehicles typically every four years, the new Diesel technology and emission standards are class-leading with the economic and environmental argument compelling,” said Neal Francis, divisional managing director for PVM.

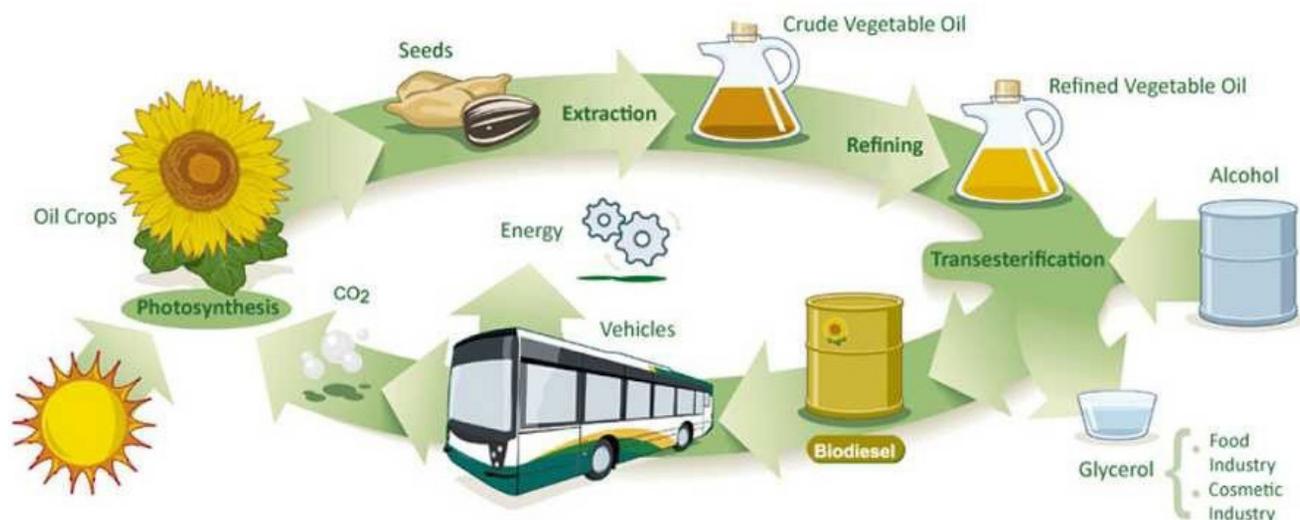
### FACT SHEET

#### Biodiesel

Made from vegetable oils (palm oil), animal fats, or recycled restaurant greases. It reduces emissions and can be used in most commercial vehicles without changing the engine.

#### Types of blends

100% biodiesel is referred to as B100  
20% biodiesel, 80% petrodiesel is labelled B20  
7% biodiesel, 93% petrodiesel is labelled B7  
5% biodiesel, 95% petrodiesel is labelled B5  
2% biodiesel, 98% petrodiesel is labelled B2



### Programme in Malaysia

Implementation date	% of blending	State involved	Sector
June-October 2011	B5	Putrajaya, Selangor, Kuala Lumpur, Negri Sembilan, Malacca	Transportation and other subsidised sector
July 2013	B5	Johor	
October 2013	B5	Penang, Kedah, Perak & Perlis	
January 2014	B5	Pahang, Kelantan & Terengganu	
Nov-Dec 2014	B7	Whole of Peninsular Malaysia	
January 2015	B7	Nationwide (Including Sarawak, Sabah and Labuan)	
2017	B10	Nationwide (in phases)	Industry
2017	B7	Nationwide	

\*Source Malaysian Biodiesel Association 

# Autonomous Vehicles: The Future of the Commercial Vehicle Industry

*Self-driving technology has a long way to go before its implementation.*

The world as we know it is constantly evolving. Apart from globalisation, the tech industry is by far one of the most vibrant if not challenging industry. From local start-ups to the big fishes in Silicon Valley, it represents one of the fastest growing industry that is always pushing the envelope.

Recently, two tech billionaires have been at each other throats over the Artificial Intelligence or AI. Tesla CEO Elon Musk and Facebook chief Mark Zuckerberg have traded barbs over the future of AI with the latter calling Musk's comments on AI "irresponsible". Musk have been warning the powers that be that AI needs to be regulated saying: "I keep sounding the alarm bell, but until people see robots going down the street killing people, they don't

know how to react, because it seems so ethereal," he told the National Governors Association recently.

Zuckerberg on the other hand, believes that with AI, companies make the world better. Naturally, Musk was not amused with Zuckerberg's comment. "I've talked to Mark about this. His understanding of the subject is limited," he tweeted. Both billionaires are referring to the type of AI that we see in sci-fi movies with super intelligence. Like in the 1983 movie War Games where a young man finds a back door into a military central computer in which reality is confused with game-playing, possibly starting World War III.

A little closer to reality, and autonomous vehicles or self-driving vehicles have taken huge leaps

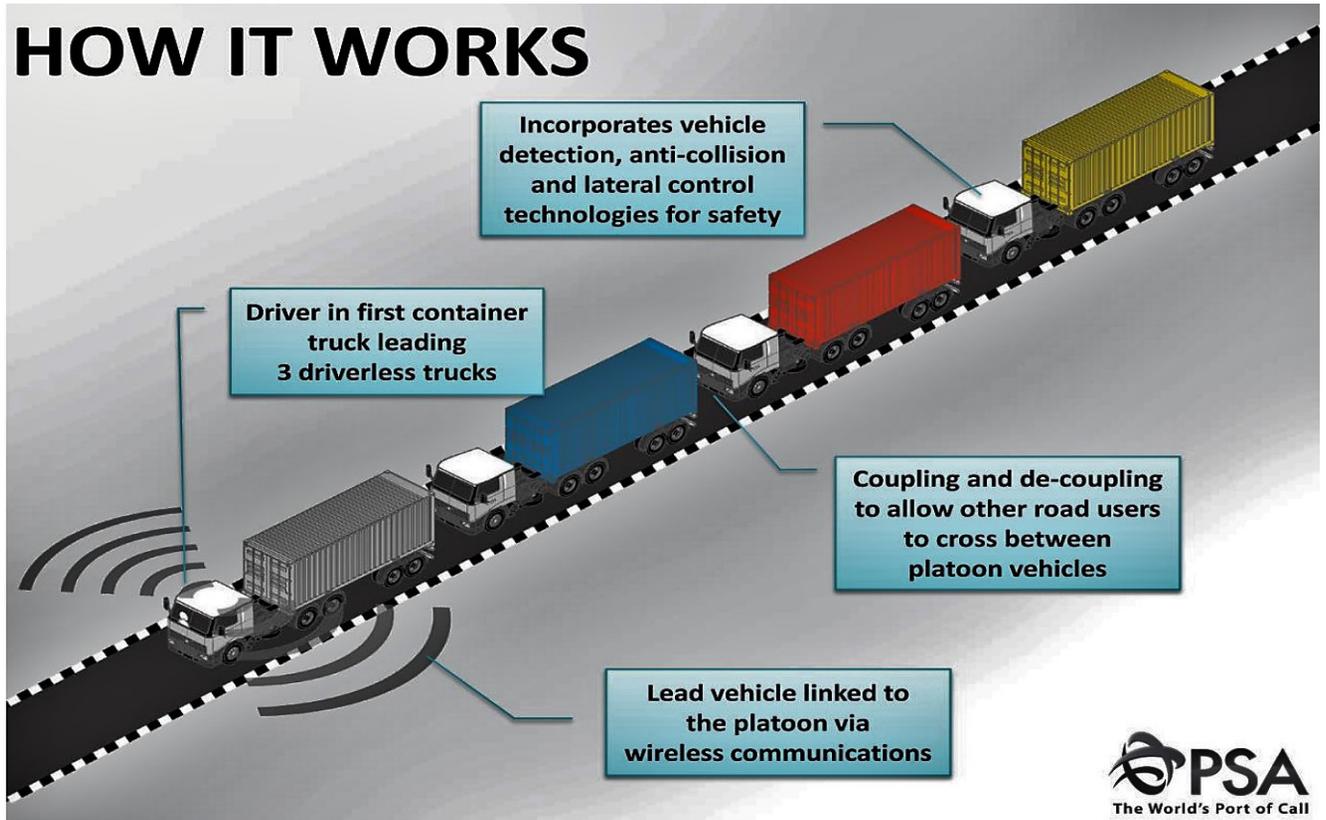
in development in recent years. Tech companies around the world especially in countries like the US, China, United Kingdom and Japan are the frontrunners and are constantly coming up with various prototypes of driverless vehicles. Musk's Tesla has been manufacturing self-driving cars.

Volvo has been working on self-driving technology under the guise of safety features for years, and has explored the idea of road trains for commercial vehicles, where a front lorry guides a convoy.

The Government of Singapore is in the forefront of new autonomous vehicle technology. Singapore has tested autonomous cars, taxis, utility vehicles and buses, and is now adding trials of truck platooning concepts. Truck platoons have already shown



# HOW IT WORKS



the potential to achieve major fuel savings as well as contribute to increased road safety.

In an article published in Asian Trucker Singapore titled: Singapore Starts Full-Scale Autonomous Truck Platooning Tests, Scania are in the midst of designing the world's first full-scale autonomous truck platooning operations, based on its own advanced technology. The platoon will traffic public roads while transporting containers between port terminals in Singapore. The aim is to organise convoys of four trucks – with the following three trucks behind the lead truck autonomously driven, as well as to fully automate the processes for precise docking and undocking of cargo.

"Autonomous vehicles and platooning are cornerstones of future sustainable transport systems," says Claes Erixon, Head of Research and Development at Scania. "This is a great opportunity to demonstrate our leadership and technology in this new exciting area. We are pioneering in this field, which has the potential not only to save lives in traffic, but also to significantly decrease the environmental impact of transport."

Every new technology comes with its own set of challenges in terms of legislations, road safety, viability and costs. Proper legislations are needed before self-driving vehicles will be permitted on public roads, while insurance firms must decide who pays when an autonomous vehicle has an accident.

The bulk of the technology required for self-driving cars is not all that futuristic, but it is the combination of different sensors with advanced computer vision systems that makes it work. Companies like Volvo and Scania have invested in a lot of research to come up with new materials, new drive technologies for a better tomorrow.

For instance, the Volkswagen Group is taking a proactive approach to designing the mobile world of tomorrow through Group Research. "Cooperation and collaboration are core concepts for Volkswagen Research. This is not simply the case with external partners, but most importantly also with the 14 brands of the Group," according to Head of Research Heinrich. This applies to commercial vehicles like MAN or Scania.

Recently, DB Schenker and MAN have joined forces - the first time a logistics company and a vehicle manufacturer have cooperated to develop networked truck convoys for use in the logistics business. The two companies signed a cooperation agreement on this technology, also known as platooning.

Gerhard Klein, head of engineering central at MAN, stresses the importance of this project from the vehicle manufacturer's point of view: "For MAN, this cooperation with DB Schenker is a major milestone enroute to the launch of autonomous driving. Amongst other things, MAN already conducted the 'Konvoi' research project between 2005 and 2009, testing platoons of up to four vehicles. This was followed in 2016 by participation in the European Truck Platooning Challenge.

Many experts believe that full adoption of autonomous vehicles won't happen until 2030, but some vehicles with self-driving capabilities are expected by 2020. Whether they are legal to drive everywhere or to drive without an occupant – to pick up a passenger or park themselves – remains to be seen. **F**



# YonMing Group Looking to Stay on Top

**Founder and Managing Director Alex Kau derives his strategic plans for the conglomerate**



In a recent interview, we met with a humble and wise leader, Alex Kau, founder and Managing Director of YonMing Group to share views on the company's future and its strategy to remain as one of the leading service providers for commercial vehicle industry in the ASEAN region.

Founded in 1979, YonMing Group has grown steadily under his leadership, and eventually became a leading multinational group of companies. Over the past 38 years, the group has built its reputation in the regional market and has a strong presence across Malaysia, Singapore, China, Indonesia, Thailand and Vietnam.

Despite it being a challenging and turbulent time for business development in Malaysia over the past couple of years, due to the weakening of the Ringgit and other external factors, Kau says, the group eyes to secure a growth of 5 percent for its business in the domestic market.

He believes, through the internal transformation initiatives that focuses more on human resource development and training, coupled with the comprehensive customer services to its customers, the group is keen to achieve the projected goal.

**AT:** Would you like to share some insights about the market in Malaysia for 2017?

**Kau:** Due to the depreciation of the Ringgit and some other external factors that affect the domestic economic growth, it is definitely a challenging period for business development in the local market. As to face these challenges, we need to make some transformation, which has to come from within, which is to further enhance the skill and product knowledge of our staff and human resource through a series of internal and external training programmes or workshops. This will enable us to increase the productivity and efficiency of our workforce, to deliver better and improved

service to our customers. For example, for the month of June, we have an internal training programme, such as supplier product training for our marketing team provided by our suppliers like SKF, BOSCH, MANN and VALEO.

Meanwhile, for in-house training as well as part of our efforts towards corporate social responsibility, we have also established our own YonMing Academy. With the set up of this academy, we aim to inspire more youngsters who are interested in the field of commercial vehicle industry through series of skill and apprentice training.

During this challenging period of economic development in the country we are also sending a supporting message to our clients, which in return, will help our company to sustain its brand's loyalty. Likewise, to reward our clients for their loyal support throughout the years, we have different promotional packages for them. These include packages that offer longer warranty periods for the spare parts of commercial vehicle. Besides, through all of YonMing's 22 3S Centres in Malaysia, we are able to provide reliable around the clock support to our clients. By doing so, this helps our clients to lower the repair, maintenance and operation costs.

**AT:** Does YonMing have any new market segment or projects that is currently being worked on?

**Kau:** As there is a growing demand for safety devices and accessories on commercial vehicles, we aim to bring in more related products and new technologies into the market via our subsidiary, Quality Trailer Parts Sdn Bhd. We are the authorised distributor for a variety of safety devices of several brands including WABCO, Seetron, and Wheel-Check.

As for WABCO, there are some products that we would like to promote to the market, which includes the Intelligent Trailer Program (ITP) and its OptiLock Security Solutions. The ITP can improve the safety and comfort of the driver, as well as helping customers to reduce transportation costs as it enables better fuel consumption. The OptiLock Safety Solutions concentrates on high and very high performance security systems in a range that includes variable locks, fixed locks and vehicle securing devices tasked with preventing unintended movement of trailers.

Meanwhile, we are also working with Seetron Inc, the Korean manufacturer who specialises in automobile parts and test systems, to bring in their Tyre Pressure Monitoring System (TPMS) to the domestic market. This system gives fleet owners a real-time readout of the pressure of each, which will enable them to reduce breakdowns and improve safety, and to prevent unwanted crashes.

The installation of TPMS will help to increase the lifespan of commercial vehicle tires by 30 percent while improves fuel economy by 2 percent.

We want to offer our customers more products that create added value to their businesses. By doing so, it will help us to secure better confidence and greater satisfaction of our customers.

**AT:** What are the expectations and targets that YonMing aims to achieve in the second half year of 2017?

**Kau:** Talking about the future expansion to other markets, we are currently focusing more on the domestic and regional markets. However, we are always open and looking forward to such opportunities through establishing new forms of collaboration with other companies and suppliers abroad. As we cross over to the second half of the year, we are targeting an overall 5 percent growth for our business. With all the efforts mentioned above, we are set to achieve our goals for further growth and sustainability.

**AT:** Does YonMing care about the environment?

**Kau:** As part of CSR continuous efforts for supporting Go Green campaign launched by the government, we have been focused on developing our own remanufacturing technologies through our subsidiary group, Turbo Performance Sdn Bhd. Through remanufacturing the used spare parts for commercial vehicles such as Turbochargers, Unit Injector, Common Rail Injector, Electrical Brake System (EBS) Valve, air compressor, starter and alternator, it will be a practical solution for environmental sustainability by reducing industrial waste.

Backed by a vast inventory of factory assemblies and parts, our skilful technicians will assist the customers to carry out testing, diagnosis, repair, exchange, inspection and sale of new and remanufactured spare parts. Through these initiatives, we aim to provide the cost-effective solutions to our customers, while it will help to save the environment.

In addition, YonMing will continue to come up with new initiatives in the future. 



# Moving Containers With the Greatest Finesse

*When it comes to handling shipping containers using a sidelifter, the last thing you want is a bumpy ride.*



**P**rotecting valuable loads is essential, as well as expensive equipment. But, being over cautious when moving containers can prolong the process and potentially waste valuable time.

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

The sidelifter is a semi-trailer used to lift and transport ISO standard intermodal containers. A pair of hydraulic powered cranes are mounted at each end of the vehicle chassis to lift the container.

Using 'Proportional Control', loading of a container onto a sidelifter is possible in less than five minutes. The Steelbro design and Danfoss proportional controls built into each system provide for smooth control of the container load at all times, ensuring maximum safety and product reliability. The Steelbro sidelifter can be used to place a shipping container with precision anywhere a truck can access. Containers are handled with fine movements and with varying amounts of speed and can be positioned accurately, quickly, easily and safely, irrespective of weight.

With proportional control, the cranes can be moved slowly which reduces the amount the container swings. There is less chance of the container overshooting and ending up in a dangerous position.





This is all achieved using a joystick controller which can send varying amounts of signal depending on how far the operator moves the joystick. This varying signal is sent to a hydraulic control valve which varies the amount of oil flow to the cylinders and therefore their speed.

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

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

Support for the Proportional Control system is overwhelming. In Malaysia, operators at SMG Mega Sappire described the sidelifter: "As having more customer control than other units. They are more reliable and safer to load and unload heavy containers. They were found to be safer to operate with the joystick."

Mr Tee Wah Meng, Director of Viva Haulage Sdn Bhd says "The sidelifter has increased the speed of our operation and the volume of containers we can handle. Our operators at Viva have described the Steelbro units as 'convenient to use and safe to operate.'"

Lima A Logistik is currently handling 2 000 containers per month. When asked what they like about the sideloaders, the operators describe them to be: "Safe to work with and reliable to carry heavy containers."

David Eroglu at Melbourne, Australia based Lawson Sideloader Services runs approximately 37 Steelbro sideloaders. He has been impressed with the proportional control feature of the Steelbro models which he says offers complete confidence for all concerned. "A dual speed proportional control system allows the operator to position the stabiliser and the container with precision. Independent joysticks allow each crane to be controlled separately so that loads can be kept level. This means that misaligned containers can be easily handled".



ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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# Asian Trucker Shows Caring Side



Mr Hartmut Mueller, Managing Director of MAN Truck & Bus Malaysia with General Manager, Sales Dinesh Nair.



Mr Albert Yee, Vice President of Mercedes-Benz Malaysia Commercial Vehicles with Stefan Pertz, Editor of Asian Trucker & Asian Buses.



Mr Ken Iwamoto, Managing Director of Hino Motors Sales Malaysia with Mr Toshihiko Takeda, Director, Business Strategy Division (left) and Dato' Johnny Chan, Executive Director.

## MAN Truck & Bus, Mercedes-Benz and Hino join hands for the 'bubur lambuk' giveaway

One of the all-time favourites during the month of Ramadhan is the 'bubur lambuk'—a beef-based congee cooked with herbs and spices. It is a recipe passed down from generations, tracing its origins back to the 15th century in Malacca, during the reign of Parameswara (also known as Iskandar Shah). It is also understood that the 'bubur lambuk' was first served in the country at Kampung Baru, Kuala Lumpur in the 1950s by Said Bak.

Asian Trucker, together with Shell Lubricants and MAN Truck & Bus Malaysia, Mercedes-Benz Malaysia and Hino Motors Sales Sdn Bhd came together to distribute 'bubur lambuk' during the month of Ramadhan at the Masjid As Saadah in Port Klang. The initiative was staggered over three Fridays.

Mr Hartmut Mueller, Managing Director of MAN Truck & Bus Malaysia said: "We have been operating in Malaysia for quite some time. We are in the business of delivering trucks and buses to develop the economy therefore we also thought about doing something spiritual and cultural during the fasting month here at the mosque. It was a great idea for us to get invited to donate something back to the community."

"This is one of the many activities that is important for us here at Mercedes-Benz. To care and share with people is something we are proud to do," added Mr Albert Yee, Vice President of Mercedes-Benz Malaysia Commercial Vehicles.

"This is not the first time, I've visited a mosque. In Japan, there are many mosques but not as big as this one. We believe it is a sacred place and it is good for Hino to participate in the distribution of 'bubur lambuk' in the spirit of fasting in this holy month of Ramadhan," said Mr Ken Iwamoto, Managing Director of Hino Motors Sales Sdn Bhd.

Asian Trucker gave out over 4 000 packs of 'bubur lambuk' to the muslim devotees as part of its Ramadhan celebration. 



# Don't Just Start and Go!

## Asian Trucker Club members empowered after the Safety Briefing

How often do we check our vehicles before we start our journey? Our vehicles are expected to take us from point A to point B and usually do not fail but what happens when they do? Is there a way to prevent it and save us some time and money?

Hap Seng Commercial Vehicle Sdn Bhd together with Asian Trucker Drivers Club recently held a Safety Briefing workshop for club members at their service centre at Teluk Gong over two weekends. The aim of the workshop - to educate the drivers about the importance of physical and visual checks before starting a journey.

The workshop was divided into two parts; a classroom session where the seven-point checks for trucks were discussed and a practical assessment of the Mercedes Actros which was the benchmark used in the workshop. Over 40 participants took part in the two-and-a-half-hour workshop where breakfast and lunch were provided for the participants.

The drivers were eager to learn more on the proper way to conduct the physical checks on their vehicles. Some of the additional topics covered were: 1. The difference in manual and automatic transmission as the former requires a driver's input and judgement when ascending while the latter is dependent on the computer box which follows the RPM for gear shifts; 2. What to do when the electronics hangs or malfunctions? – this affects the powershift, steering; 3. When and how to use ABS, ASR, Retarders, Splitters?; 4. Fuel saving tactics.

One of the participant Bobby Shahrizan who hauls trailers for a living said: "The workshop is very informative and it is always good to keep learning especially, on safety and to not just start the truck and go. This is something we appreciate from Hap Seng and Asian Trucker as there are not many classroom activities for truck drivers." **T**



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# The Challenges of an Ice Cube Delivery Driver

*Ng of Sunflower Tube Ice is good at what he does and loves every minute of it*

The hot Malaysian weather is certainly a huge challenge for businesses as the Southwest monsoon during the months from May to September brings lesser rainfall to the peninsular, making it dry and humid. Likewise, the scorching hot weather especially between July and August can be quite of a challenge to a company like Sunflower Tube Ice.

To learn more about the ice cube delivery service industry, writer Shee Mun spoke to Max Ng, a Sunflower Tube Ice truck driver who has two years of experience in this service line and is responsible for delivering ice-cubes and related goods around Klang Valley.

Describing his daily work routine, Ng says his core responsibility is to deliver between 250 to 500 bags of ice cubes, ice blocks, crushed ice with a total weight of around one to three tonnes to customers on time. He elaborates that his delivery task is divided into two sessions, one in the morning and the other one in the afternoon, which covers Port Klang, Shah Alam, Puchong and Petaling Jaya.

"I start work as early as five in the morning to deliver the ice cubes and related products to customers who

are from the fresh and wet markets. Being able to deliver our products on time is crucial to our clients, particularly those industry operators from the sectors like fishery and agricultural, food and beverage, as it helps to ensure the freshness of their goods."

"Other than the commercial users mentioned above, we also supply our products to event organisers for various events such as wedding dinners, company annual dinners and birthday parties. To ensure our products are well-preserved and in good condition, the internal temperature of our containers that must be kept between 5°C to -5°C. Thus, our delivery trucks must be equipped with specific devices that include a temperature controller and thermometer as it enables us to monitor the condition of goods efficiently."

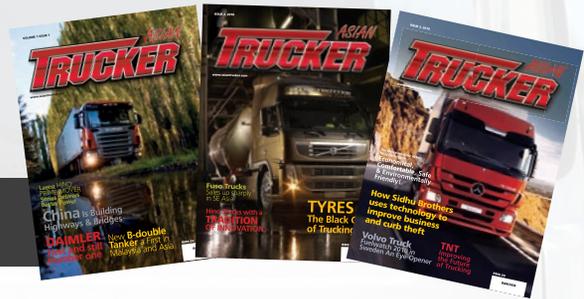
According to Ng, the hot climate and road conditions are some of the challenges he usually faces at work. On the flip side, the hot weather offers more business opportunities for the company, as the demand for edible ice products is higher than average; however it also posts some challenges during a delivery mission.

"For example, if the weather is abnormally hot say up to 35°C or above, we will use cooler boxes during deliveries. The ice we put into these cooler boxes can last up to two to three days. Meanwhile, to avoid any possible delays of product delivery due to conditions like the melting of loaded ice cubes, we will also carry few more bags of ice cubes than the actual amount ordered by our customers for a delivery session."

"When I first started to work with my company as a newbie in the industry, I was quite easily subjected to numbness or tingling in my shoulder for carrying bags of ice cubes during the delivery. Imagine, you need to carry bags of ice cubes on your shoulder and climb up to the second or third floors, and repeat the process six to seven times. However, after working for a while, I think you just get used to it."

Ng says, he is happy and satisfied with his current work which enables him to meet with customers from various service lines and industries. He describes, with these interesting experiences and encounters, he feels inspired and motivated. 

# ASIAN TRUCKER



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# China's New Naveco Plant is a World-Class Green Operation Facility

*The company aims to set a new benchmark for the intelligent manufacturing of commercial vehicles in the region*

The urbanised cities of Nanjing and Shanghai are peppered with modern-traditional and also well-preserved ancient buildings, its cultured society can be viewed at first glance as you travel from Nanjing to Shanghai which generally takes about 3.5 hours. You might be taken aback by the rapid development across its different provinces today as compared to a decade ago and the immense business potentials it possesses.

To date, with the continuous burgeoning economy and booming population of 1.371 billion people, China, as an economic giant with the world's largest population, is undisputedly among the most desired markets for most of the global commercial vehicles and OEM manufacturers.

According to China Association of Automobile Manufacturers (CAAM), the total sales and production of commercial vehicle of China in June 2017 recorded a growth of 16.4 percent and 18.4 percent as compared with last year. These statistics prove the mass market potential for the development of commercial vehicle sector in this emerging market.

Since IVECO first entered into the China market four decades ago, the Italian manufacturer of commercial vehicles has never failed to impress the domestic industry players while building its reputation across the mainland with its premium products.

NAVECO, the joint venture between IVECO and SAIC Motor, inaugurated its brand new manufacturing plant in Qiaolin, Nanjing of China. With the setting-up of its new facility, NAVECO aims to set a new benchmark for the intelligent manufacturing of commercial vehicles in the region.

Asian Trucker's writer Shee Mun had the privilege of witnessing the grand inauguration ceremony of the New Naveco Plant.

With a total investment of up to RMB1.8 billion (RM1.139 billion) for relocation and setting up of new facilities, the new NAVECO plant is among the most advanced commercial vehicles operations in the country in terms of product technology and manufacturing facilities.

## NAVECO's New Plant

<b>Built-up area</b>	: 843 000 square metres
<b>Production capacity per year</b>	: 40 000 – 100 000 vehicles
<b>Sustainable technology</b>	: solar photovoltaic, rainwater process water recycling system, TNV waste gas burning, rain and sewage diversion, wastewater treatment

\*Practices CNH Industrial's World Class Manufacturing (WCM) standards

The 843 000 square metre plant is projected to boost up NAVECO's production capacity from 40 000 to 100 000 vehicles per year.

Equipped with sustainable technology that uses energy regenerating solutions such as photovoltaic and rainwater collection and process water recycling system for its manufacturing process, the Qiaolin plant is a world-class green operation facility. Through the sustainable technologies and practices, it helps to reduce the environmental impact of its operations through TNV waste gas burning, rain and sewage diversion and wastewater treatment.

Speaking at the inauguration ceremony, Pierre Lahutte, IVECO Brand President said: "Today is an important milestone for us at IVECO and for our NAVECO partnership in China. We enter strongly into the fourth decade of our presence and partnership with NAVECO's investment of RMB1.8 billion in this brand new state-of-the-art manufacturing setup. Along with the New China Daily, the new plant is a commitment to deliver a top-quality products for the Chinese market.

"Through World Class Manufacturing, this facility puts quality and sustainability at the heart of its operation and will play a central role in our strategy support China's transition to sustainable transport and manufacturing."

The production of the major components such as engines, suspensions and gearboxes are concentrated in one location to maximise efficiency and engine production is ninety percent automated. High precision welding is carried out by more than 130 robots.

Apart from that, the new facility adheres to rules and processes of CNH Industrial's World Class Manufacturing (WCM) standards. Through the WCM production system, it aims to eliminate all forms of waste and losses, aiming for zero quality defects, zero failures and zero accidents, to reduce inventory and operate a just-in-time delivery system. WCM is designed to manage highly efficient industrial operations and to achieve great flexibility to respond quickly to changes in demand.

Likewise, with the cutting-edge technologies available at the Qiaolin plant, the entire logistic flow and workplace organisation have been optimised. To maximise efficiency, the production of the major components such as engines, suspensions and gearboxes are concentrated in one location, while engine production is 90 percent automated.

Through the practice of extensive automation at its all stages of manufacturing, it contributes to the plant delivering consistently top quality, high productivity and



safety at its operation. To ensure high precision welding, there are more than 130 robots working in a modern, flexible welding workshop at this plant. These includes a new robotised press shop that uses 3-D laser cutting.

### What is World Class Manufacturing?

World Class Manufacturing is a defining moment in the life of a vehicle.

It is the point where the ideas, sketches and blueprints are converted into concrete results. What takes place during this phase goes on to reflect the impact a vehicle generates throughout its lifecycle.

In order to maintain the highest levels of excellence in manufacturing, CNH Industrial Group follows the principles of World Class Manufacturing, the innovative Japanese methodology based on a philosophy of continuous improvement.

This is line with NAVECO's efforts in supporting China's transition to sustainable transport and manufacturing, as it aims to reduce energy consumption by 30 percent and to increase per capita output value by 25 percent.



### New China Daily unveiled at NAVECO

Along with the inauguration ceremony of the new plant, NAVECO also unveiled the first New China Daily light commercial vehicle coming off the assembly line at its new plant, marking a new chapter for IVECO in China since its inaugural move to penetrate into the market in 1985.

In conjunction with the inauguration ceremony of its new manufacturing plant in Qiaolin, NAVECO has celebrated its first New China Daily light commercial vehicle coming off the assembly line at Nanjing.

Inspired by the latest generation of IVECO Daily range, which is honored with numerous awards across the world, the New China Daily delivers all the strengths that

contributed to the long-standing success of the Daily family, will be available for sale in China starting from fourth quarter of 2017. Meanwhile, it would be ready for the export market beyond China starting from 2018.

Since the Daily family made its first appearance in China in 1986, the Daily range has earned its reputation across the country. From the launch of the Turbo Daily that revealed a taste for European-style light commercial vehicles in 1996 and next the Power Daily in 2004, these models enabled the brand to build its name with its proven quality. To date, the New China Daily, is a new generation vehicle that embodies an investment of RMB2.1 Billion, (RM1.33 billion) which aligns the Daily offer in China with the most advanced European standards.





Complementing the NAVECO Daily range with the European Daily, this brand new seven-ton version model is a multi-functional commercial vehicle which is developed to compete in all the segments of the Chinese market.

With its improved design that enables higher tonnage and load carrying capacity, better fuel consumption and performance, and features such as smart energy-saving and improved ergonomics, the New China Daily is ideal for customers who need flexibility for a dual requirement of transporting people and goods.

Michele Lombardi, Vice President IVECO Asia Pacific, stated: "IVECO has entered the fourth decade of its presence in China. We have evolved with this market and will continue to support the transition to sustainable transport. With the New China Daily, IVECO offers customers a vehicle that stands out for technology, sustainability and manufacturing excellence. The New China Daily keeps the strengths of the Daily family, which has known great popularity in China for the past 30 years, as testified by the over 560 000 vehicles sold."

### **IVECO in China: a long history of success**

IVECO's presence in China dates to 1986, when Nanjing Automobile Corporation (NAC) acquired the license to produce the IVECO Daily. IVECO became the first European OEM to establish a partnership with a local CV manufacturer. IVECO in China has since become synonymous with safe and efficient commercial vehicles, complementing the NAVECO Daily range with the European Daily and its vehicles of higher tonnage, appreciated by highly professional customers. Located in Nanjing and employing about 3 200 people, NAVECO operates through a network of eight regional centers, which support 119 dealer outlets and 349 service points that cover the country's entire territory. NAVECO competes

in the evolving light bus and van segment, with a total market volume of 365 000 units in China in 2016. In the "European style" sub-segment, which is expected to grow driven by customer demand for higher levels of efficiency and comfort, NAVECO holds a 25.9 percent market share. **F**





# York Pushing Boundaries with its Latest Offering

*The York Precision System allows customers, to quickly and accurately adjust wheel-end bearings for optimum tyre life of heavy-duty trucks and trailers.*



market. YPS is the only system which gives precise preload setting to the bearings, and increases the wheel end components life. Many fleets who are using this system have seen tire life extended by nearly ten percent and bearing life extended by more than 30 percent," said Sharman.

York heavy duty axles and mechanical suspensions are a well know name in mining segment of Western Australia, Queensland, Indonesia, India and South Africa. Trailers here are productive assets operating 24x7 in remote areas and customers love York as minimum maintenance is required for York products.

"At the MCVE 2017, we also showcased York's 12 ton Disc axle and 12 ton Duratrak Air suspension for tanker fleets who want low tare weight and fewer moving parts. Duratrak Suspensions also minimise downtime to fleets as there are no U-bolts, and suspension is integrated with axles.

Axles are manufactured using strict quality control systems in accordance with ISO 9001, for which YORK obtained its certification since February 1993. Our range of trailer axles are approved to various EEC

Formed in 1950 in the United Kingdom, York is a 67 year old brand. York Transport Equipment (Asia) Pte Limited Singapore is the head office of the York group of companies, which focuses on manufacturing trailer axles, trailer suspension kits assembly and the full distribution range of trucks trailer components. Recognised as one of the market leaders in its field of transport throughout Asia-Pacific, York is part of the US\$106 billion (RM455 billion) TATA conglomerate. Acknowledged internationally for their quality, reliability, performance and durability, YORK or YTE's primary aim is to expand into the fast-growing Asia-Pacific region. With its wide

range of products, applications and solutions, York recently participated in the largest commercial vehicle expo in Southeast Asia, MCVE 2017.

York featured its new product called York Precision System (YPS). We caught up with Mr Alok Sharman, York CEO and Director on the sidelines to touch on current technologies and plans for the future.

"It's an easy thing to talk about the 'lowest total cost of ownership', but we want to make sure we could consistently keep this promise. It is one of the reasons York has partnered with Temper Corporation of USA and brought an innovative product—York Precision System (YPS) to the Asia

## 8021 HEAVY DUTY AXLE



### FEATURES & BENEFITS

- ☛ Bigger and wider 90-100 bearings for high load capacity
- ☛ Load capacity of 18.5 ton.
- ☛ Premium quality grease, hub seal for minimal maintenance
- ☛ Induction hardened bearing journals for longer axle life.

*"A system to guarantee a set preload for your wheel ends, achieved with the patented Temper-Loc nuts and Doctor Preload tools," says*

*Alok Sharman,"  
York CEO and Director*



### EXTENDED WARRANTY IS THE MAJOR FEATURE

#### Features

- Total control of wheel end bearing adjustment
- Measured, precise preload settings with fine incremental adjustment
- Precision single locking nut system
- Fingertip retainer installation and removal (no tools required)
- Easy view verification of positive locking
- Bright Yellow retainers for easy visibility
- Ergonomic design for maximum safety

#### Benefits

- Extended tyre and wheel end life
- Longer hub seal life
- Longer bearing life
- Lower maintenance cost for wheel end
- Less equipment downtime
- Less wear and tear on brake system
- Decreases end users maintenance cost

Standards, and has compliance approvals with the Australian Design Rules (ADR). York was awarded the first Road Friendly Suspension Certificate for the new year 2000 regulations in Australia.

"YTE spare parts are also widely available through a network of dealers and distributors worldwide. We encourage our fleets to use original spares to get 100 percent quality, reliability and durability of York under gear products. York products are known to provide total lowest cost of ownership to all segment of customers in India, Thailand, Australia and Indonesia. And that is the reason York is a preferred choice for many fleets in the region.

"We act not only as a supplier but as an advocate to our customers, especially fleets. Whether it is helping customers stay ahead of changing regulations or meeting regulatory requirements, we partner with our customers at every step.

"We are proud to take the lead in working more closely with the industry and our customers in Malaysia". This is a turning point for York and our customers," said Sharman.

York products are sold directly to Original Equipment Manufacturers of trailer builders, repair shops and major transport fleet, and supported through a network of authorised marketing partners. Today, the Group serves the need of over 300 customers worldwide.

#### About York

York is a 67-year-old brand in the trailer transport equipment industry. York helps Fleets and transporter Partners achieve "Total Lowest Total Cost of Ownership" in Truck Trailer transportation. York's Headquarters is in Singapore, with factories in India (Pune) and China (Qingdao), and warehouses in Singapore, Thailand, Australia, South Africa, Turkey & UAE.

York has been designing innovative products that meet the current and future needs of the transport industry and exacting standards of reliability in the harshest environments around the globe. York products meet European ECE quality standards, certified by RWTUV (German) and were the first to receive Australian Design Rules Certification. In Malaysia exhibition, York has displayed products suitable to Malaysia market.

The York Group manufactures in India and China, and also maintains various sales and service offices in Bangkok, Johannesburg, Qingdao (China), Leicestershire (UK), Dubai, Jakarta, Surabaya, Perth, Brisbane, Melbourne as well as Singapore. These facilities provide full trailer parts/components distribution and comprehensive after sales service to our customers. In addition, YORK also maintains a distribution network to capitalise on new business opportunities. **Y**



# Communication is Key

*Communication is key to being human, writes Stefan Pertz, so what will be the impact of isolating truck drivers while they work?*

When I was working in the office furniture industry, we had many books on how modern office spaces are to be designed. A common notion would always be to create an abundance of areas where people can meet. Intentionally for a meeting, or at random when getting a coffee or on the way to the canteen. The idea is to facilitate communications and therefore, in an informal way, nurture ideas and solve problems in an uncomplicated way.

## Important Input

When I interviewed people behind the creation of a new truck, I learned that they invited a panel of drivers to provide input on the design of a new cab. Needless to say, the result was a vehicle that was a better product thanks to the input of the drivers. Meanwhile, it appears that there are fewer and fewer opportunities for truckers to communicate, fewer options to mix and mingle.

Today, trucks are designed to be rolling living rooms, allowing, or should I say, forcing the driver to live in his workspace. The use of mobile phones is prohibited during driving makes sense. But it also means that there are long stretches of silence. If you are lucky, you have a co-driver. But how many new stories are there to swap if you spend six days a week with the same buddy, doing the same things?

## Drivers Drive

We also want the drivers to drive. And drive only. Send the goods, unload and get moving again as quick as possible. There is hardly a chance to sit down and chew the fat with the loading bay buddies as the drivers are under pressure to deliver more and faster. Even the interiors of the cabs are now designed to do more with less effort, but communications don't seem to be an activity that is encouraged. What is more, monitoring is done through GPS enabled systems. That means, no longer "checking with the driver" is needed.

Already available are systems that communicate upcoming jobs with the drivers via App. While

convenient, it will be yet another way less to actually speak to someone when managing workloads. Or will the App ask about the views of the driver when planning the route? Many times I have actually leaned over to the neighbouring table during a business lunch and initiated a conversation. Try that at a rest stop along the highway.

## Lacking Opportunities

And I think this is where we fail drivers. In our pursuit to streamline businesses we have forgotten who is the most knowledgeable person in the entire transportation operation and who we can turn to to get valuable insights. Also, we don't have to be surprised if our drivers are not up to the task to carry out cross border transport as they are lacking language skills. What they are lacking are opportunities to communicate, not skills.

Whenever we get together in the Asian Trucker Drivers Club, there is a lot of chatter. And it is not just meaningless. Drivers exchange thoughts, ideas; they comment on their employers and how they are being treated. Often, they bring the family so they too can have a chat with others that share the same passion, problems and thoughts.

## Keeping an Even Keel

Imagine what insights we could gain from networking sessions among truckers! Let me ask: what happened to the saying that if you looked after your employees they will look after the business? While I don't have the scientific research to back it, I would argue that humans must interact with others in order to keep an even keel.

Where did the designers go wrong when they took out the opportunities for truckers to communicate? In the 70s there was a movie genre built around the CB Radio and the communication between people in various vehicles. Let's just hope the machines will let us in on their chatter. Otherwise it will soon be very lonely in the transportation business. In the meantime, I am looking forward to your call, email or smoke signal. 



## At Your Service - At Your Place

*They say that the first truck is sold by the sales representative and the next vehicle by the after sales service. While this sounds rather simple to do, it takes a lot and Asian Trucker went to find out just what it takes to provide such good service.*

**W**hen we met with Mr Thayalan Subramaniam, who heads the service team of MAN & Truck and Bus Malaysia, he explained that there are many aspects to the after sales service that a company like MAN would provide. "To begin with, you need spare parts available. While that may sound obvious, many don't stock up and when a vehicle needs service they are caught with no spares. Secondly, you need to have workshops to actually carry out the work. And here you need sufficient manpower to handle the incoming vehicles." Another important aspect is the provision of a consistent service, following SOPs and pre-defined steps.

### Service Needs

Currently, service and maintenance is handled through a network of three branches and five dealer outlets nationwide. In certain cases, MAN is bringing the workshop to the client's doorsteps as opposed to requiring the vehicles to come to a workshop for service. In such a case, MAN may deploy the mechanics to carry out the works in the premises of the client. "The criteria is on case by case basis which is decided during the sales process. However, if there is a request and one has a sizable volume per service time we will evaluate. It's subject to the economy of scale," He said further.

### Man and Machine

Asked about the job requirements, Subramaniam has the following to say: "All our mechanics are trained to do diagnostic at intermediate level using our diagnostic tool called MANCATS III. Hence, they have intermediate electrical skills as well. Apart from that, all MAN mechanics are trained on Service Maintenance technicians who can perform mechanical repairs. Most importantly, they are able to recognise safety related issues and make decision whether the truck can continue after the repair or need to be sent/towed back to the workshop." MAN carries out a monthly breakdown analysis to identify the issues. From there they are able to plan for quality improvement activity or advice for customers on their operation. Meanwhile, this report enables MAN to prepare the parts readiness





From left: Deventhran Muniandy, MTBM Prai Technician, Vikniisbaran Kunabalan, Branch Operations Manager MTBM Prai

and tools that need to be upgraded. Subramaniam also points out that there is a two-year part warranty with unlimited mileage, whereby terms and conditions apply.

The diagnostic tool used is called MANCATS -III, apart from diagnostic it's linked to the workshop manual and the Service Support Desk (SSD). "After every service, we will download data Trendata. It's like collecting data from the black box of an aircraft which hold all critical parameter information and data." In the event of any technical issues, MAN Malaysia is able to analyse the root cause from here as well.

### Avoiding Disruption

One client enjoying the benefits of the MAN mobile service is Shallas / Taipanco. We met with MG Vijayan, Taipanco Sdn Bhd, Manager HRA & Credit Control to find out how they are making best use of the service offered by MAN in combination with their own resources. Located at their main yard, Shallas / Taipanco operates their own workshop. To service the dozens of trucks, there are 14 bays to handle the maintenance or repairs for the fleet. While the fleet is still very young, there might be issues that need addressing and Vijayan explains that the main purpose is to reduce downtime and to improve the fleets' performance with faster turn-arounds for repair and services.

Asian Trucker asked what made Shallas opt for the use of the MAN mobile workshop for their vehicles. Shallas currently runs some 17 MAN trucks, which were acquired not long ago. "Since there is no MAN workshop nearby Bandar Sultan Suleiman, we have to request for mobile workshop because to cut down on the downtime. It is not economical for us to send our trucks all the way to Rawang for repair due to cost involved and also loss of productivity."



Although one may argue that Rawang is not that far, the use of the mobile workshop still allows the operation to avoid wasting time. There are no traffic jams to be dealt with during peak hours and the prime movers don't have to wait for their turn to enter the workshop. Meanwhile, the drivers may be assigned to other trucks in the yard and don't have to wait for the service to be completed.

Besides the regular service being carried out in the company owned workshop, breakdowns are handled by the MAN Service team. The benefit can be pointed out quickly: Faster response time, with the service to be provided within less than two hours for every breakdown call with mobile workshop. Summing up the experience, Vijayan says "MAN is able to meet our requirements with the mobile unit and we are also getting faster response from the after sales team and also the breakdown team"

## After Hours

Another reference customer of MAN is LTS, which operates across the nation from various depots. While their main hub is located only a short drive from the MAN workshop, the mobile units are deployed to ensure that the fleet of 119 trucks, operated in LTS' various subsidiaries, is running without a hitch. The fleet is also very young and while the experience with MAN has been very good, there are some issues that need to be addressed. Mechanical issues may not be so much of an issue, however, trucks nowadays feature a lot of electronics. While daily operations may not affect these, when loading containers some crane operators may not be as gentle as can be. Dropping loaded containers with too much force onto the trailer may have an impact on the suspension of the prime mover. Here MAN may need to go into the diagnostics to "reset" the settings for the suspension. As it would be very troublesome to get the truck to the workshop for such adjustment, the crew from the Prai workshop goes to the client's site. It surely is easier to just bring a laptop than moving a truck.

The use of mobile workshops also allows for the flexible use of resources to avoid disruption of operations. In the case of LTS, their other depot is located in Rawang. As the trucks are not in use during the weekend, the service team can come in on a Saturday and service the trucks. This will reduce impact on efficiency and profitability of the fleet as no time normally used for making paid trips will need to be scratched. This naturally eliminates a lot of planning and scheduling as the trucks are simply available and don't have to be moved. When asked about the motivation behind this, MAN's Thayalan said that "This is in line with our promise to deliver the best Total Cost of Ownership. It may not require high tech or tremendous sophistication, but just some solid thinking as to best to approach a request." **T**



Thevindran, Technician,  
MTBM Rawang





# The Volvo VNL-The New Standard for Long-Haul

**T**he Volvo VNL is built for the needs of today's—and tomorrow's—long-haul trucking operations. The VNL delivers a new level of efficiency, along with premium comfort and amenities. The latest VNL builds on Volvo's foundation—fuel efficiency, driver productivity, safety, and uptime—with precise refinements based on drivers' needs, optimised to keep your business competitive in today's marketplace, and ready to meet tomorrow's demands.

A completely reshaped front end features improved airflow, along with state-of-the-art LED lighting for improved visibility and reduced maintenance. Inside, seating has been ergonomically optimised, while the dashboard and steering wheel bring controls and information efficiently to the driver. Our latest VNL sleepers make your drivers feel at home on the road.

# Ten reasons to love the Volvo VNL

## 1. Forward collision warning

An audible alert and heads-up warning display notifies drivers of danger before automatic braking is activated.

## 2. LED headlights

All VNL models feature LED high/low beam headlights, plus LED turn, marker, and parking lamps.

## 3. Volvo Active Driver Assist

Volvo Active Driver Assist helps drivers maintain a safe following distance

## 4. Position Perfect™ steering

The VNL features a new three-motion tilt/telescope steering wheel that tilts in relation to the column.

## 5. Redesigned dashboard

A well-organized dashboard combines easy-to-read gauges, a five-inch color driver information display, and accessible controls.

## 6. Upgraded interior

The VNL driving environment has been refined to meet the needs of today's drivers with various trim levels to provide style, comfort, and function.

## 7. Refined seating

The Volvo VNL's seating benefits from refined design, placement, adjustment, and control access.

## 8. New full-width sleeper

The new 70-inch long sleepers on the mid-roof VNL 740 and high-roof VNL 760 have been expanded to 96-inches wide, maximising living space and comfort.

## 9. Volvo I-Shift.

Volvo's I-Shift automated manual transmission reduces fatigue and helps the driver stay focused on surrounding traffic.

## 10. Adaptive Loading

A lift axle solution for 6x2 tractors, Adaptive Loading helps trucks run efficiently for every mile of every haul. 



**VNL 860**

# What is the Future of Transportation?

From various aspects of the commercial vehicle industry delegates gathered for an afternoon seminar on the Future of Transportation to listen to speakers from Shell, DHL and Scania.



Co-Produced by Shell and Asian Trucker, the seminar on “The Future of Transportation”, hosted in Singapore on 12 July, saw an overwhelming response from the market with a full house. Mark Cameron, Regional Director, Scania South Malaysia and Singapore, and Country Manager, Scania Singapore, began his address to business people in the Commercial Vehicle industry, by showing a picture of a transportation hub in 2030. “Does this represent the transportation situation of the future?” he asked. “When I get to the end of my presentation I will ask this question again.”

trucks, but we are doing far more than that in providing services to our customers that will help them become more efficient and more profitable.”

### An Interconnected World

‘Connected’, ‘sustainability’ and ‘efficient’ were words that all three speakers repeated many times. Mark believes the transportation system of the future will be totally interconnected and sustainable. “The road will be connected to the truck, to the traffic lights, to the freight and to the home office,” he stated. “This is not a vision of a distant future, this is happening now. The changes that are happening are coming at you like a freight train.” “Every Scania vehicle is already totally connected,” said Mr Cameron who sits as Chairman of the Commercial Vehicles Committee for the Singapore European Chamber of Commerce. “Scania has 300 000 totally connected vehicles in the world.”



### Shifting Views

After giving a history of Scania, which dates to 1891 in Sweden, Mark looked to the future and the trends that are changing the nature of the industry. Shifts in emphasis in his own company are also seen in many others. “Scania is shifting from a product view of the world to a service view of value creation. Of course, Scania will always make



### **Autonomous Vehicles**

"Electric power and autonomous vehicles are where the future really is," he added. He showed a slide of an electric bus already in operation in Sweden that is wirelessly charged at each end of its route. Singapore is taking the lead in autonomous vehicles such as automated road sweepers, he stated. "The Singapore government is very positive and forward looking. If they want something, they can make it happen."

Asked when we will see autonomous trucks on the road in a large scale Mr Cameron replied, "I am not sure that society is ready for everyone to have autonomous vehicles. The problem begins when you have an accident. Who is responsible? The legislation and requirements need to be worked out. We are moving towards autonomous vehicles in incremental steps with cruise and acceleration controls. The costs of sensors are coming down and that will help in the development and sustainability of autonomous vehicles."

### **Domestic Delivery**

Arun Mambully, Director of Domestic Operations at DHL eCommerce Asia Pacific, was the next to take the stage. Arun, who joined DHL in 2012, is responsible for developing the domestic delivery footprint of DHL eCommerce across Asia Pacific. He oversees the implementation of new market entries, the launch of new product features, and the operational systems that support domestic delivery business in Asia Pacific. The domestic delivery business was the main focus of his speech. DHL eCommerce is part of the global division Post – eCommerce – Parcel (PeP), formerly known as the DHL Global Mail division. Mambully talked about 'Last Mile Delivery' and the growth in this segment with Millennials buying a lot on-line. The challenges are many as Asia Pacific is the world's biggest and fastest growing B2C e-commerce region.

### **The World's Largest Network**

Providing background information on Deutsche Post DHL Group he noted that the company's 2016 revenue was over EUR57 billion and that it is the leader in B2C e-commerce related logistics. "We are the largest network for parcel distribution worldwide, and are present in over 15 countries in Asia with a workforce in excess of 10 000 employees." Arun stated, "Last Mile Delivery is based on great choice, high service quality and integration into a full-fledged B2C logistics portfolio. The value proposition that we are offering customers is choice of method, choice of time, service quality and integrated service. "Customers are asking for new features every time they get a delivery."

### **All Possibilities**

Is it possible to make a delivery to someone sitting on the beach on the East Coast? Using coordinates it would be possible. We are now in an interconnected world so we are putting together all the technologies and transportation methods that are available to provide the quickest, most cost efficient and sustainable delivery system." From delivery people on bikes, in vans and trucks, DHL is using all current methods. "The customer wants the delivery to be as fast as possible at the lowest possible price. For millennials they want it to be under \$3.00 a shipment. We are no longer just delivering parcels. When we opened in Vietnam we had requests to delivery everything from water coolers to mattresses."

### **Optimised Network**

Arun sees the future as being 'An optimized network where the underlying assets are utilized across modes of transport in a highly 'urbanized' environment.' "The city would be divided into zones and each zone contains elastic fleets comprised of vans, bikes, scooters, etc and alternative modes of transportation such as AVs, drones and walkers."



Having a reach that can make deliveries happen even to the remotest islands of Thailand is the goal of DHL. How do they hit the ‘sweet spot’ with deliveries? Arun says that will require the optimization across modes of delivery, capacity, flows, customer preferences, city regulations, traffic, costs, driver needs, ratings, lockers, time slots and more.

### Total Fleet Management

Shell’s Kaushik Burman, Country Business Manager, SG, was the final speaker of the day. Mr Burman heads the retail commercial fleet business for Singapore. The commercial fleet business offers B2B road transportation customers with a comprehensive “Total fleet management” solution, embed with technology enabled fleet card, telematics solution and driver training. Shell’s fleet management solution has helped customers focus on improving fleet efficiency thereby leading to higher performance, and overall lower total costs of ownership.

### More with Less

“How can we help our customers do more with less? It is all about efficiency,” Kaushik explained. “We are developing new fuels that are cleaner, that are not only good for the environment but for the efficiency of the engine. We are developing products to meet the current and future needs of the fleet. With rapid changes happening the customers’ needs are changing too. “We help them with total cost of ownership, with speed to market, in improving driver behavior. We have demonstrated to fleet owners that by improving driver behavior they can realize a tangible improvement in fuel savings.” Across a large fleet this can be a very significant saving, such as the simple practice of ensuring that all trucks have the correct tire pressure.”

### Fleet Managers are Critical

The role of the Fleet Manager is critical in deciphering and delivering the best value to customers. “We can help with driver training,” Mr Burman continued. “Telematics are driving the efficiency of the fleet.” Keeping track of where vehicles are and how they are being driven can contribute to a much more efficient operation.” Burman asked the audience how many Visa credit card transactions took place in 2016. After a few inaccurate guesses, he said that it was 25 billion. “At 44 000 Shell retail sites, our customers completed four billion transactions in 2016.”

### Shell Card Benefits

The Shell Fuel Card provides the tools to reduce your operating costs anywhere in the world and you can save money with Shell’s innovative fuels, lubricants and fleet management technologies. Fleet Managers can easily manage their account with the Shell online portal, which provides fuel spend information, centralised reporting and simplified e-invoicing. They can protect their business with real-time fraud detection and round-the-clock card blocking. The Shell Card allows you to establish clear driver limits for fill-up frequency and size. And Fleet Managers can receive personalised, actionable email alerts regarding unusual or suspicious activity on their account. You can reduce risk for your drivers with Shell’s comprehensive onsite security measures, including CCTV.

With three very interesting speakers talking on a subject of interest to them, many people in attendance felt that the event that included a buffet lunch, was well worth their time. **F**



# Pakistan Market has Great Potential

*A report on Pakistan shows how important a well-functioning transport sector means to an economy and Scania finally jumps into a market they had yet to explore.*

In the truck business, Pakistan is particularly interesting in view of the new links from central China to the Pakistani port of Gwadar that are now under construction. A new 1 100-kilometre motorway is being built between the country's two largest cities, Karachi and Lahore, while the roads leading to and from the Chinese border are being substantially upgraded. With the new route, sea transport from China can be reduced by three weeks and shipments from the oil producing countries in the Middle East substantially shortened.

## Poor Performance

In a report by the Road Freight Transport Sector and Emerging Competitive Dynamics, produced by the Trade Related Technical Assistance (TRTA II) Programme it states that Pakistan's "Logistics sector is estimated at 14 percent of the global GDP (10-30 percent). Direct transport costs are between 30-40 percent of all logistics costs; logistics costs are typically 10-30 percent of final product costs.

Pakistan has a functional transport sector that accounts for about 11 percent of its GDP, 17 percent of Gross Capital Formation and 6 percent of employment. The transport sector consumes 35 percent of the total energy annually and accounts for approximately 15 percent of Public Sector Development Projects. However, much of the economic gains that can be reaped from an efficient transport sector are lost in Pakistan's case due to overall poor performance of the sector. According to some estimates the country suffers a loss of 8.5 percent of GDP annually. In other studies, this loss ranges between 4-6 percent of GDP annually.

## Overemphasis on Trucking

Pakistan's logistics mostly rely on the road network. According to the World Bank statistics, 96 percent of the national freight traffic is carried on road networks. This is mainly due to the failure of Pakistan Railways' freight operations, which have recently been resumed after a halt of more than two years. This market distortion has led to an overemphasis on trucking in Pakistan and despite an outdated fleet trucking is the backbone of freight transport in Pakistan.

Freight journeys via road normally take twice as long as they would in Europe, mainly due to an outdated fleet and poor and unreliable infrastructure. The productivity of Pakistan Railways freight operations is also only one-eighth and one-third of China and India, respectively. This constrains Pakistan's ability to integrate into the global supply chains, which require just-in-time delivery.

Another factor contributing to the inefficiency of the Pakistani transport system is the fact that the local markets are not fully integrated. The Pakistan trucking industry is extremely fragmented, with a large number of small operators and very few large and medium size operators. Freight rates in Pakistan are one of the lowest in the



world. In order to maximise profits in this background the truckers resolve to overloading, which in turns has a high cost because of the infrastructure degradation.

## Scania Enters the Market

Pakistan, with a population of approximately 200 million, has for years been a white spot on Scania's map. But not any longer. Recently, Scania appointed Yousuf Dewan Truck and Bus Company as its distributor to sell trucks and buses in this populous country. Japanese, Korean and Chinese manufacturers dominate the market for heavy vehicles although several of Scania's European competitors are also present. The total market is modest for a country of Pakistan's size.

"We are especially hopeful in selling high-end coaches," says Tobias Ekstedt, who is managing the establishment in Pakistan. "We know that there are sufficiently many customers that are willing to pay to travel in comfort between the major cities."

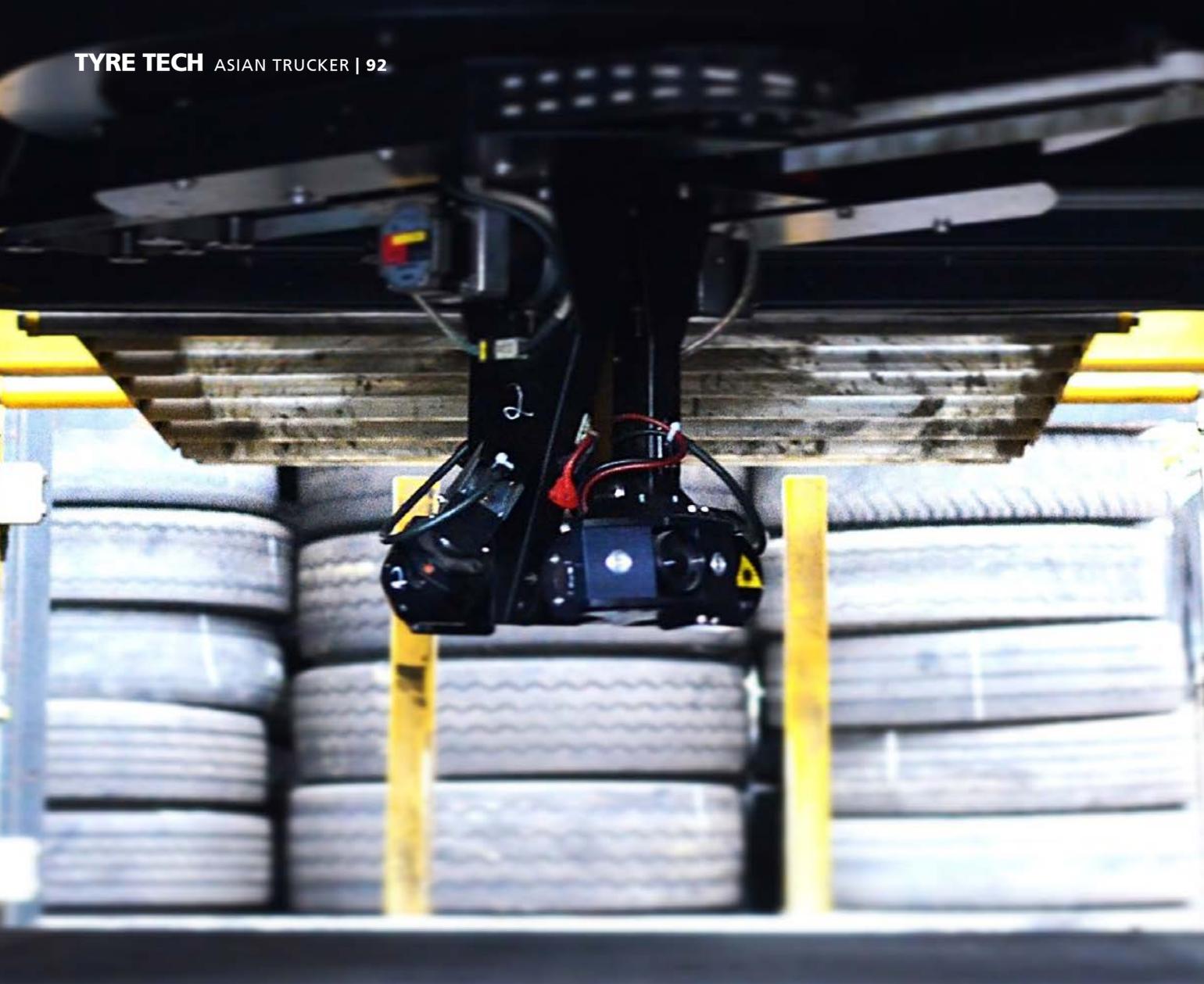
Initially, Scania will sell complete buses with bodies from its production in Europe and Brazil. "There is certainly a potential for both local assembly and bus bodybuilding, which we might consider in the future."

## A Market for More Efficient Trucks

"This opens a market for more efficient trucks. We will have a modern infrastructure with higher average speeds. Fuel now constitutes half of transport company expenditure and, as we know, Scania is leading in this area. Initially, we are focusing on high-value goods transport. Fuel and gas transportation is a high-volume segment where European competitors have had success lately."

Scania also hopes to deliver trucks to the Pakistani mining sector. It is perhaps less known that the country, for example, has the world's fifth largest gold deposits.

Following the establishment of a service and sales organisation, Scania annually expects to sell some 100 trucks and buses. 



## Methodical Work Towards MS 224

*Retread tyres need to be as safe as new tyres. We met with Kit Loong to find out how this can be ensured by having methods in place that ensure retreads meet the standards of MS 224.*

Some have voiced out that MS 224 by Sirim certification for retreaded tyres is not only time consuming, but also costly. Companies wanting to use this certification as proof of the quality they provide would have to submit tyres for evaluation as soon as the tread pattern changes. And not only that, the re-assessment takes place twice a year. While some may see this as a burden, Kit Loong's Kenneth Teh, managing Director, Kit Loong Commercial Tyre Group, hails this as a great tool to identify quality providers of retreaded tyres.

### Why Retreading?

Teh explains that all tyres should be developed with a 3-R concept in mind, whereby 3-R stands for "Reduce, Reuse and Recycle". He said that "One misconception is that retreading means recycling. However, that is not the case. Retreading is about the reduction of use of raw materials or reuse as you can retread them. Only when you really scrap the tyre, you recycle." Reusing tyres by retreading makes a lot of economic sense as 80 percent of the initial cost of the tyre are held in the casing. "It is the casing





that holds the air, thus supporting the weight of the vehicle and the load. Transporters really need to care about the maintenance of the casing.” There are limitations as to how much rubber one can add to a tyre as eventually, the treads will flex when in use, putting more stress to the material. According to him, there are two issues that impact the lifespan of a tyre the most: Road conditions and the weight of the load in relation to the pressure. In many cases, the trucks are actually not overloaded, but due to the tyre pressure being too low, the tyres wear out premature or are damaged premature. The truck may not be overloaded, but the tyre might run under overweight conditions.

### **MS 224 vs ISO**

While the ISO standards are widely accepted, they are a means of documenting processes, which are different in every company. “When you look at the MS 224 though, it is a very good tool to assess tyres as this certification requires everyone to comply to the same set of criteria.” As it all boils down to the casing if one wants to retread a tyre, it is not a question of “if” a tyre is inspected upon receipt for retreading, but “how” it is evaluated. There are hundreds of tyre brands and the price range is quite wide. Branding may have an influence on the price, but mainly it is the methodology used to assess a tyre for retreading.

Loong is grouping the tyres in 10 categories. There are six for tyres approved under Sirim and another four, which are off-road applications not needed MS224 approval. The top six categories are the ones that are approved by Sirim under MS 224. When submitting tyres, Sirim will simply state pass or fail. Tyres approved to bear the MS 224 mark will be tested randomly and have to be re-assessed every six months. What Sirim is achieving with this is to ensure that tyres adhere to a minimum quality standard that is guaranteed. “With the MS 224 approval, buyers just need to look at your certificate for any particular tyre and they know that the product is of a certain quality, therefore buyers should always ask for their supplier’s valid MS224 certification to prove their tyre MS224 is valid. This photocopied certificate can be used during Puspakom inspection,” Teh said. A change of pattern would require a re-test.

### **Assessment of Tyres**

To achieve the desired result, tyres need to be assessed first before they can be retreaded for a second or third life. This second or third life may not be the same application as the tyre was initially used for. As an example, Teh cites a scenario whereby a tyre was used in a long-haul operation, but the casing is no longer suitable for such purposes. The retreaded tyre may end up in an off-road application where speed and performance aren’t as crucial. To assess the casings prior to retread process, Kit Loong categorizes in 5 brands grouping, then in term of tyre casing condition, we split to 11 standards. It is here where we decide between good for retreading and rejected tyres.

### **Shearography**

Following the selection of the casings suitable for retreading, the casings then undergo the process of Shearography. Using Shearography, bubbles hidden in the rubber are being detected. “Bubbles can lead to separation of the liner from the casing and if there are too many or too big bubbles in the tyre, we need to reject them at this stage” explains Teh. He said further “It is here where the grouping according to the technology matters. As an exaggeration, a bubble the size of a five cent piece in a low end tyre may disqualify the tyre whereas a 50 cent-size bubble in a top tier brand tyre may still be acceptable. It all comes down to the technology used to build the tyre for the first life.”

### **Buffing**

Tyre buffing is a process of shaving a portion of tread off a tyre in order to gain increased traction in dry tarmac conditions. This works largely by removing tread ‘blocks’, which are the areas of rubber between tread grooves. It is done in accordance to international standards, specifying the texture and roughness of the rubber left on the casing. This is to ensure that the cushion gum and the treadliner will adhere to each other. The contour of the buff plays an important role and is also regulated. Contours may need to be adjusted according to the wear pattern. Kit Loong controls teh tim eafter the tyre being buffed, the



reason being is to control the possibility of the exposed casing being contaminated by air moisture, thus causing the casing getting rusted.

**Undertread**

This is a rubber layer provided for use in retreading the tyre and which provides adhesion of tread to the tyre carcass. If the undertread is too thick, too much heat will be generated when running. The heat generated may be even more than in the original tyre. As heat is the enemy of all tyres, a tyre running too hot will not last as long. "Too thick is more dangerous than too thin. A thinner undertread results in a cooler tyre, but it will be more prone to penetration and damage to the casing." Teh explains that most burst tyres are due to too much heat.

**Skiving**

This is the time where injuries to the tyre are being fixed. Most of the injuries cannot be seen. Only after buffing, one can see the damages done to the casing. Nail penetration may lead not only to wholes but also corrosion. These parts need to be patched up and it turns out that a good retread is one with a lot of repairs. Again, an initial standard regulates how much repair can be done to a tyre. Sometimes, the visual inspection does not reveal all the damages and it is in this stage only that the full extent of damages will come to light. As all these processes involve labour, it is crucial to identify as many failed cases early on. Clients will also be upset if a casing is initially accepted and then rejected after the buffing process.

**Cushion Gum and Liner**

At this point, time is of the essence. Exposure to air, dust and moisture will cause corrosion. Kit Loong has developed software to track the timing the tyre is in production to ensure that the exposure to air is below the allowed time limit. Traditionally, pre-produced cushion gum is applied to the casing. "Although the technology is more expensive, we believe we achieve a better quality by using freshly extruded rubber. As it is still warm, it has better adhesion qualities" states Teh. In order to avoid corrosion, pre-cured liners are being applied immediately after the cushion gum has been fit. Kit Loong practices a "Zero-Work In Progress Policy". While technologically possible, tyres that have been buffed can be stored overnight, Teh believes it is best to complete building any tyre on the day itself once it has been buffed. There is no tyre left to be completed the next day.

**Curing**

In simple terms, the tyre will be placed in an envelope whereby the air is being extracted, thus putting pressure on the liner to gel with the casing. The curing will take place in an oven-like tube. Hot air flow and the temperature at different times, as well as the thickness of the tread have to be taken into account. Various sizes of tyres may create turbulences inside the tube, affecting the curing process.

**Quality Control**

Each of these steps is followed by a quality inspection. Finally, a high-pressure test is administered to see if the completed tyre is fully functional. Sometimes, this final test is where some tyres fail, even after all the effort put into them. Premium tyres may undergo another round of Shearography. In rare cases bubbles may have increased or other issues arisen due to the heating process.

**In summary**

Coming back to the premise of the MS 224 being a seal of approval and sign of a certain quality standard, Teh stresses that the process and methodology of producing retreads is crucial. "Retreading is a high-tech service. You need to have stringent processes in place and ensure that they are adhered to. What makes the difference is how the tire is being managed by the clients." **T**



## A Breath of Fresh Air in the Urban Environment – BPW’s Electric Axle Drive eTransport Takes Second Place in GreenTec Awards

**B**PW Group was presented with second prize for its electric axle drive eTransport in the GreenTec Awards, which rank among the world’s leading environmental innovation distinctions. The axle is targeted at electric urban delivery vehicles between 7.5 and 18 tonnes – a segment in which vigorous growth continues to be fuelled by online sales. Its innovative features include integration of the drive in the axle, and the space-saving location of the battery packs between the axles – out of harm’s way in case of an accident. eTransport replaces the conventional powertrain, consisting of a diesel engine, transmission, drive shaft and exhaust emission control system, without adding to the vehicle’s weight or reducing cargo space. By varying the torque transferred to each wheel (torque vectoring), it also significantly improves the vehicle’s agility and manoeuvrability. The electric axle can even be retrofitted to existing delivery vehicles.

BPW Group is a leading innovator in the transport sector and an acknowledged hidden champion of the German commercial vehicle industry. When developing the electric drive concept, BPW was able to draw on around 120 years of experience in axle and running gear engineering. “Conventional electric drive systems retain a very deep structural and intellectual attachment to the internal combustion engine. They bring to mind the very first automobiles and the debt they owed to the horse-drawn carriages they replaced,” explains Dr. Markus Kliffken, director of innovation management at BPW Bergische Achsen KG in Wiehl. “Our drive, in contrast, adopts an entirely new approach giving consideration to both the axle and the running gear. It enables us to overcome

the design compromises accepted in the past as regards functionality, weight, accident impact and cargo space. We are delighted to receive this award, which has a history of recognising foresighted developments. Elon Musk won the GreenTec Award, for example, at a time when Tesla was practically unknown in Germany.”

Since 2008 the GreenTec Awards have been rewarding concepts that bring together innovative engineering and sustainability. The nominees and prize winners are selected by an independent panel of experts. Winning a GreenTec Award is certainly no easy task. Every year an experienced panel applies strict criteria when choosing the most deserving industry front-runners in several categories. BPW Group was nominated this year for the very first time. 



## FAW Launches New Jiefang J6 Heavy Truck in China

**F**AW Jiefang Truck Co. Ltd., a division of FAW Group and the largest maker of heavy-duty trucks in China, launched its new Jiefang J6 heavy-duty truck in Shenzhen on 9 Jun.

Compared with its previous model, the new model has carried out 6 major innovations in appearance, intelligence, power, energy saving, reliability and comfort, and 75 technical upgrades. Since its first model launched in 2007, the sales of Jiefang J6 has reached nearly 700 000 units.

On Oct 20, 2009, a new model of Jiefang J6 rolled off the assembly line at FAW Group, marked the 10 000 000th produced vehicle of China, which means China has become the third country in the world to surpass the auto annual output of ten million units following the United States and Japan.

During the 10 years of development, Jiefang J6 has been highly recognised by the consumers and established

a reputation of fuel-efficiency, safety, reliability and comfort. Equipped with CA6DM3 500hp engine, the new J6 has set a new benchmark for the industry of 1.5 million kilometers life span and the oil change cycle of 100 000 kilometers. The CA6DM3 engine, applied with eight core techniques including high-efficient combustion control and low friction, has become one of the most advanced, the most reliable, the lightest, and the most fuel-saving engine in China’s heavy-duty truck industry.

The New J6 adopted a 12-gear, 2300Nm aluminum transmission, realized the goal of much lighter and better performance by introducing 5 core technologies including light-weighted design and forced lubrication. The application of upgraded 457 axles, balanced suspension, hollow anti-roll stabiliser, and other 15 lightening technologies reduced the curb weight by over 300 kilos, and further promoted fuel-saving performance. 

## Brianza Plastica New NO BAC for a Continuous Anti-bacterial Protection



The NO BAC laminate developed by Brianza Plastica allows to eliminate 99.9 percent of bacteria over 24 hours (UNI EN ISO 22196:2007), constantly for 365 days a year, preventing their subsequent colonisation and providing an additional level of protection in any environment.

The NO BAC technology, based on silver, is permanently integrated on the surface of the laminate, right from the production phase, and is evenly distributed across the entire surface, actively protecting the product throughout its life cycle.

This innovative product has numerous fields of application: food storage, cleanrooms, laboratories, refrigerated containers for transportation and, in general, all environments with high hygiene requirements: schools, kindergartens, health facilities, kitchens, bathrooms, spas, gyms and shopping centres. **F**



The new NO BAC technology, based on silver, is the ideal solution for all environments with high hygiene requirements.

## ZF and WABCO Win CLEPA Innovation Award 2017 for Breakthrough Safety Technology

ZF Friedrichshafen AG and WABCO Holdings Inc. (NYSE: WBC) were recently recognized by CLEPA with its prestigious Innovation Award 2017 for their joint development of Evasive Maneuver Assist (EMA), a breakthrough collision avoidance system for commercial vehicles. The EMA prototype combines WABCO's world-class braking, stability and vehicle dynamics control systems on trucks and trailers with ZF's top active steering technology. CLEPA is the European Association of Automotive Suppliers and has more than 100 member companies and over 20 national as well as European trade associations.

The CLEPA Innovation Award 2017 celebrates excellence of innovative technologies and solutions developed by leading automotive suppliers and vehicle manufacturers in the categories Environment, Safety, Connectivity and Automation, as well as Cooperation. CLEPA's international jury of industry experts recognized Evasive Maneuver Assist in the classifications Safety and Cooperation. Assessing 56 applications from 31 companies across Europe, the panel

of judges ranked all technology innovations based on the following criteria: ambition, market relevance, impact, and quality.

Demonstrated for the first time in June 2016, Evasive Maneuver Assist leverages the capabilities of WABCO's industry-leading OnGuardACTIVE™, its most advanced, radar-only collision mitigation system. A radar sensor identifies moving or stationary vehicles ahead and alerts the driver via visual, audio and haptic signals of impending rear-end collisions. Should the driver determine that the system cannot avoid a rear-end collision by driver-initiated or autonomous braking alone, Evasive Maneuver Assist engages to help the driver to safely steer around an obstructing vehicle and to bring truck and trailer to a complete and safe stop. In such situations, EMA's collision avoidance function is connecting WABCO's proven electronic braking system (EBS), advanced emergency braking system (AEBS), electronic stability control (ESC) and vehicle dynamics control systems to ZF's electrohydraulic ReAX power steering system. **F**

## Daimler strengthens commitment to Thailand as it expands its Fuso brand and appoints new CEO to drive the Thai market

Photo shows: (left to right) Apisit Taisedtawatkul - General Manager Sales & Marketing - Daimler Commercial Vehicles Thailand, Ralf-Christian Erler - General Manager Commercial Vehicles - Mercedes-Benz Thailand, Sascha Ricanek - CEO Daimler Commercial Vehicles Thailand, Takao Suzuki - Senior Advisor of Mitsubishi Fuso Truck and Bus Corporation, Supavut Jiramanusnakorn - Managing Director - Mercedes-Benz Leasing Thailand, and Panyapon Boonsala - General Manager Customer Service - Daimler Commercial Vehicles Thailand



**D**aimler Commercial Vehicle (Thailand) Ltd. (DCVT), a part of Daimler, the world leader in bus and truck sales, recently launched in Thailand its Fuso brand businesses, which besides Fuso Trucks, includes Fuso Leasing, Fuso Protection and Fuso Oil, at the 2nd Thailand

International TRUCK SHOW 2017 (TTS 2017). The Fuso event was led by Mr. Sascha Ricanek who was recently appointed as CEO of DCVT, and presented Fuso's plans and commitment to the Thai market. **F**

## Scania Wins Prestigious Award for its Connected Vehicle Solutions

**S**cania has been named OEM of the Year 2017 at the TU-Automotive awards in Detroit; the most influential awards in the connected car industry. The judges selected Scania based on Scania's impressive culture and attitude towards opening up gated walls within the industry. The judges appreciated the innovative way of thinking Scania shows. They also highlighted Scania's interesting usage for telematics through multi ecosystem.

"Scania has a strong commitment to developing and commercialising innovative connected solutions. We were the first in our industry to embed connectivity as

a standard feature. Connected solutions have thereby been an integral part of our customer offering for many years. We can now effectively assist our customers in digitalising their businesses. Digitalisation and connectivity are fundamental in driving the shift towards sustainable transport," says Mattias Lundholm, Vice President, Connected Services and Solutions at Scania.

TU-Automotive conferences and exhibitions gather those at the forefront of connected vehicle innovation, technology and business. Prizes are awarded to established and emerging companies in ten different categories, with OEM of the Year being the most coveted award. **F**

## Michelin Thailand Expects Growth

**D**uring the launch of the Michelin X Multi Z in Bangkok, Thailand, representatives of Michelin were confident that the market for truck tires is to grow in the coming months and years. Citing infrastructure projects, spurring developments, there is a need to add more trucks for local distribution. This in turn will be a factor for the truck tire market to see continued growth. Michelin cites statistics showing an expected increase of 2.4 percent in truck sales for the near future.

Data shown during the presentation detailed that Japan and Australia had a 100 percent radial tire utilisation, while Korea had 99.7 and Malaysia 51 percent radial tires on trucks. In Thailand, the radial tire utilisation has

increased from 42 percent to 66 percent in the past five years. Tires sized 11R22.5 make up some 65 percent of the entire truck tire market in Thailand.

The Michelin X Multi Z will be offered as a limited edition with only 10 000 tires offered initial as a pilot project to showcase how this tire can help reduce fuel cost. Michelin tires are designed for multiple lives and together with fleet management services, Michelin is helping big fleets to improve performance. Referring to a recent case study, Michelin managed to reduce the tire cost by some 20 percent. Previously, the client used a mix of tires and managed them in-house before handing the duty to Michelin. **F**

## SINOTRUK Makes a Splendid Appearance on the 1st Hong Kong International Auto Show with its Products

Recently, the 1st Hong Kong International Auto Show kicked off in Hong Kong Convention and Exhibition Centre. To respond to "Made in China 2025" and the Belt and Road Initiative and in accordance with the orientation of building the Asia-Pacific auto import and export platform, this Auto Show aims to build an international cooperation platform for the whole upstream and downstream industry chain of the auto industry, and provide opportunities of auto export for China. Many automobile enterprises with self-owned brands such as SINOTRUK and SAIC appeared on this Auto Show.

As a national heavy truck brand, SINOTRUK appeared on this Auto Show with its three classic models such as HOWO-T7 10X4 concrete mixer, and T5G 4X2 cargo truck equipped with ALLISON gearbox, and attracted broad attention from the participants. Meanwhile, such enterprise results as Smart Sinotruk and Smart Truck were displayed via videos on the Auto Show. During the three-

day Auto Show, SINOTRUK attracted a steady stream of people to visit its pavilion and won many cooperation agreements and orders.

During the Auto Show, Trade Development Bureau of the Ministry of Commerce of People's Republic of China also held multiple promotion activities for self-owned automobile brands. SINOTRUK (Hong Kong) International Investment Co.,Ltd., as the only invited representative in national heavy truck brands, shared its gains in exploring overseas markets and its achievements in independent product R&D under the direction of the Belt and Road Initiative with other participants at the Forum on Self-owned Brand Promotion of China's Automobile Industry.

For many years, SINOTRUK has remained No.1 in sales volume among many national heavy truck brands in Hong Kong and has sold nearly 600 heavy trucks. **✚**

## Southeast Asia logistics veteran Vincent Yong takes the helm at DHL Global Forwarding Indonesia

Vincent Yong, the new Managing Director of Indonesia for DHL Global Forwarding, the leading international provider of air, sea and road freight services, is no stranger to complicated situations.

As Chief Operating Officer of DHL Global Forwarding Thailand, Yong steered his team through political upheaval in 2006, catastrophic floods in 2011 and numerous changes to the country's transport infrastructure -- significantly expanding the business and consolidating operations in a 100,000-sqft Multimodal Hub at Suvarnabhumi Airport in the process.

"Vincent has proven time and again his ability to overcome even the most unexpected and testing of situations in Southeast Asia's logistics sphere," said Thomas Tieber, CEO, DHL Global Forwarding ASEAN and South Asia. "I have full confidence that his skills and cross-disciplinary expertise will see him take our business in Indonesia to new heights -- and inspire pride in our services amongst both employees and customers alike -- as the country continues to develop and mature at speed."

"My time in Thailand saw us go from one 'adventure' to another -- which helped me develop a practical understanding of challenges; from air and ocean logistics operations to crisis management, security, and overall

macroeconomic current affairs -- and will prove particularly useful in managing our dynamic business operations in Indonesia," Yong said. "In addition, my most recent role as Regional Head of Technology leads to my strong belief that technology will be a powerful proponent in propelling Indonesia to the next level."

"As Indonesia continues to invest in technology and infrastructure -- like its Mass Rapid Transit network and expanded airport terminals - we expect the costs of trade and doing business to further ease. Moreover, as the world's fourth most populous country,[3] Indonesia still holds vast potential for growth in domestic consumption despite slowing growth in imports and exports alike. I'm looking forward to strengthening DHL's competitive advantage in this fast-evolving market."

Through his previous roles leading regional Technology and Trade Lane functions, Yong will build on his experience working with all types of enterprises -- from small businesses to some of the world's largest technology companies -- to better service his customers. He will also focus on fostering greater collaboration within his team, creating an accountable and passionate working environment to bring about greater success for both his team and customers. **✚**

## Relocated: Goodway Integrated Industries Berhad

Recently, GiiB relocated their corporate HQ to:

Unit 3-5-9 Level 5 Tower 3, UOA Business Park, Jalan Pengaturcara U1/51A, Kawasan Perindustrian Temasya, 40150 Shah Alam **✚**

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\* Specifications may vary from models illustrated here.

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