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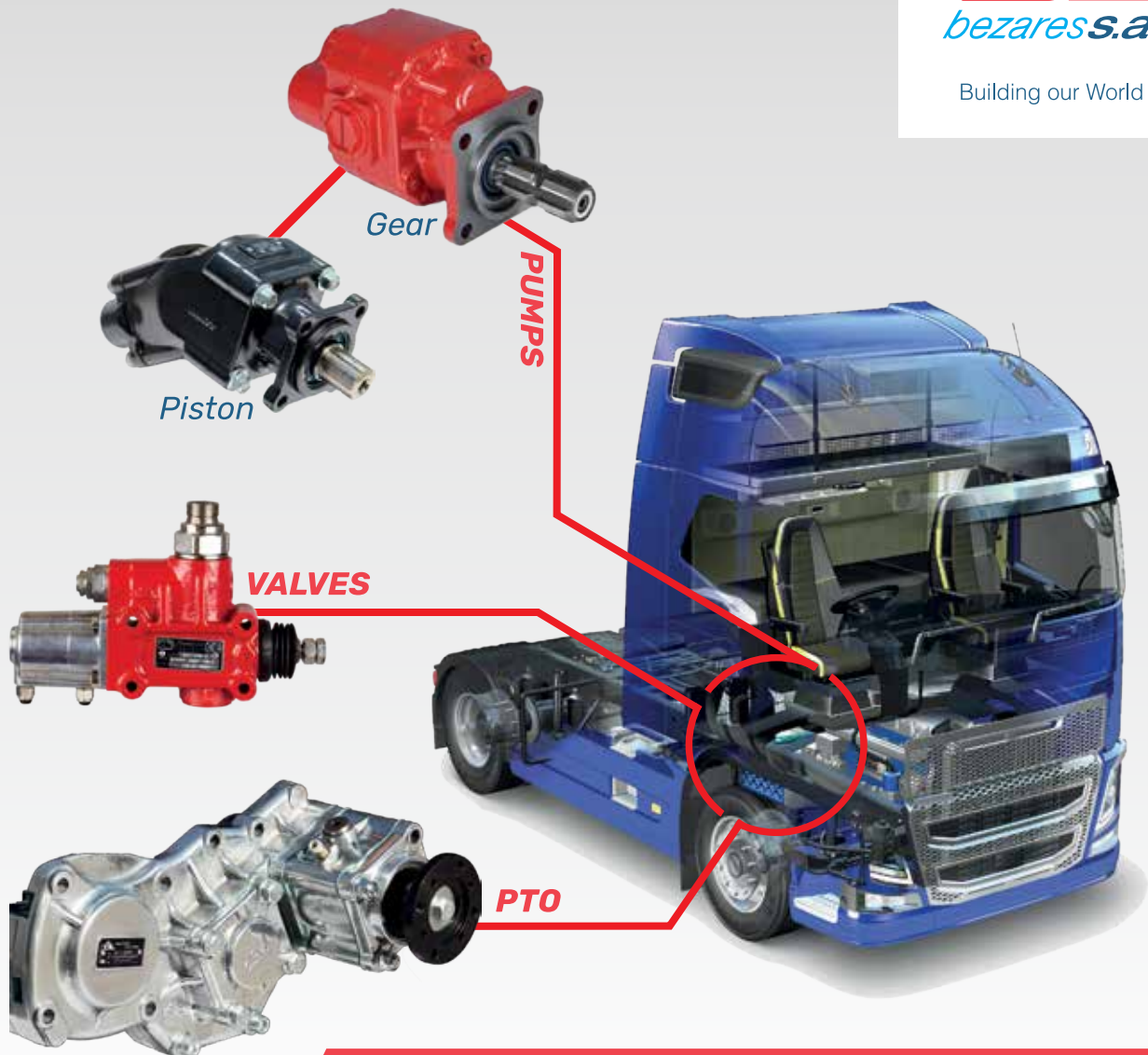
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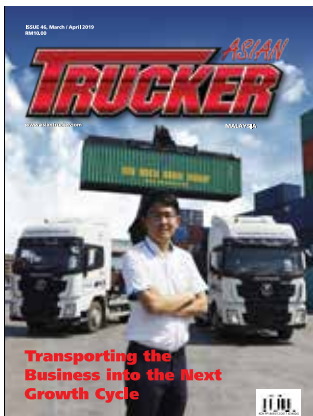
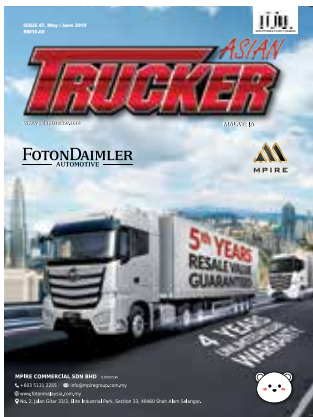
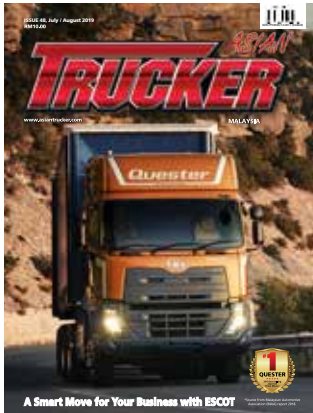
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There is So Much More

With magazines, there is really no stopping. What I enjoy is that there is no idle time. Once a magazine has been completed, the task is to put together the next one. Sometimes, that can be a challenge. For instance, during the break in December, many companies are slowing down and there isn't much to report about. However, we are still to produce a magazine that has a good chunk of content in it. For that, I need to be always on the lookout for new ideas, contacts and interesting products. I think this issue of our Asian Trucker Magazine presents you with quiet a number of new ideas.

Finding New Material

Fortunately, there are a lot of companies that I have never met or heard about. Going to events and researching on the internet almost always

results in a an aha moment as I stumble across something that I didn't know and that can be used in Asian Trucker. This time, for example, we feature a number of products that we haven't talked about previously. Also, we are talking about companies that we haven't introduced in the magazine. You may turn to our special report for insights into how Daimler produces their trucks in India. I encourage you to introduce to us your suppliers and clients as we are always on the lookout for new story ideas.

Same but New

One of the constant sources for stories comes from companies that upgrade their products and services. While the actual product might not be extremely innovative or even a first in the market, there are many times significant changes and we hope that we can be the venue for the market to communicate about this. Normally, we talk about the manufacturers introducing something new. However, I would also be very happy to hear feedback from the market. Remember, I am only driving a desk and don't have the opportunity to really put trucks and their surrounding tools to the test in real life. One example of such product is the UD Quester that we are featuring in our cover story.

Continuation

When I write, I try to think about continuations of stories. For instance, the first time I am writing about a company or product, I am looking at it from afar and the picture I paint is with broad strokes. Obviously, before I go into the details, I would need to introduce the company, the people and the general idea of what they are doing. My thought is then on how I can go back and write more about the same company, but in finer detail. It is a bit like a movie franchise. In the first movie you need to introduce the characters and later you can finely hone the characters without having to elaborate on their behaviour. I will have to agree that this requires you to follow every issue of Asian Trucker (and that is why you can get the PDFs of all our magazines free online).

Contribution

As with any other magazine, Asian Trucker also offers contributors to submit their articles. Personally, I like them a lot as they are almost guaranteed to be written in a different style, and about a subject that we are not experts in. If you have something interesting to communicate to the market I would very much like to hear from you. As I enjoy learning about new subjects, I am eager to get my hands on material from others.

Drive safe and hope to hear from you




Stefan Pertz
Editor, Asian Trucker Malaysia



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Tenaga Nasional Berhad Increases the Number of UD Trucks in its Fleet

UD Trucks and its sole distributor partner Tan Chong Industrial Equipment Sdn Bhd (TCIE) are pleased to announce that Tenaga Nasional Berhad (TNB), Malaysia's largest electricity utility supplier for businesses, homes and industries, has recently purchased six units of UD Trucks' medium-duty Croner, bringing it to a total of 78 units of UD Trucks vehicles the power company currently owns.

A vehicle handover ceremony was held recently at the headquarters of TNB to officially mark the delivery of the trucks and it was attended by the senior management teams of TNB Fleet Management Department, UD Trucks and TCIE. The trucks would be used to transport diesel fuel to refuel TNB's mobile generator sets during operation at site.

Dato' S Viswanathan, Head of Fleet Management Department, TNB shared in a short speech during the truck handover ceremony, "As the national electricity provider, TNB has an important role in ensuring that customers get reliable supply from our system network. The acquisition of UD Trucks' medium-duty Croner would serve as support trucks to transport diesel fuel for mobile generator sets that would be mobilised in the event of unexpected disruption. We need to quickly deploy mobile generator sets to minimise the duration of an outage. These mobile generator sets, which are equipped on trucks including on UD Trucks' heavy-duty Quester, need to be stationary and operational on-site and must be refuelled from time to time to keep them going."

Last year, TNB purchased nine units of the heavy-duty UD Quester trucks, which comprised of seven units of 18-tonne trucks and two units of 24-tonne trucks that are now being used as mobile generator sets deployed across the country.

Steve Hedouin, Managing Director, UD Trucks Hub Malaysia & Oceania said, "UD Trucks feels honored that TNB has decided to purchase UD Croner to provide the support for the mobile generator sets. UD Croner was specifically made for growth markets like Malaysia, with versatility, uptime and safety

in mind. It is one of the most fuel-efficient trucks in its category as it combines a new engine series and a more aerodynamic cab design. This truck was built and designed to deliver extra productivity and superior uptime and we truly believe that UD Croner will serve TNB's needs well."

According to TNB's Fleet Management Department, there are positive feedback from their drivers on UD Croner which include easy drivability and comfort over long distance, strong safety alert features, fuel-coaching system that helps to improve driving behavior by prompting the driver to use optimal revs and reduce unnecessary acceleration and TCIE's fast aftermarket service response.

Jaclyn Loy, Chief Operating Officer, TCIE added, "We would like to thank TNB for putting their solid trust and confidence in UD Trucks and TCIE to provide reliable transport solutions. This truly highlights a successful relationship with a valued customer based on our brand promise to go the extra mile, which comprises quality products and strong aftermarket support that we have been providing to TNB." **T**



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Social Media



DIGI Launches Road Safety Programme 2019

The launch by Digi Telecommunications Sdn Bhd (hereafter known as Digi) took place on the 8th of August 2019. It addresses the rising concern on road safety in Malaysia as proven by statistics revealed by the Royal Malaysian Police in 2017 that 802 523 motor vehicles were involved in road crashes. To counter that problem, Digi uses telematics data to help commercial vehicle drivers become better and safer drivers.

Speaking at the launch, Transport Minister, Anthony Loke said that “Even though current road safety statistics has improved, yet there is still more we can do to curb fatalities and serious injuries. Technology can be effective for better enforcement, implementation of interventions and safety compliance on roads; and telematics could help improve road safety and build trust in road users, in this case, commercial vehicle drivers. Digi’s Road Safety Programme, and others like it, which are specifically aimed at changing driver behaviour for the long term are important to raising our overall road safety standards.”



The telco, along with the Ministry of Transport, Road Safety Department of Malaysia (JKJR) and the Malaysian Institute of Road Safety Research (MIROS) are all on board to make our roads a safer place.

The programme includes three comprehensive initiatives to help small and medium enterprise (SME) commercial vehicle owners or operators start, train and sustain safe driving habits:

- RM 10 Million iFleet Transformation Fund – where 1 000 SMEs will receive up to RM 10 000 each in discounts to kickstart their road safety journey by transforming their fleet with GPS tracking, Wi-Fi and video recording capabilities.
- Defensive Driving Training – drivers are equipped with a variety of techniques to prevent road crashes whereby each driver will receive an official certificate upon completion. Participating SMEs are entitled to a 15 percent discount off all training workshops, which are 100% HRDF claimable.
- Driver Rewards – 10 safest drivers from each qualifying SME will be rewarded with Digi prizes for their excellent driving behaviour, based on their iFleet scores for the month.

Digi’s Road Safety Programme is powered by iFleet, the company’s fleet management solution which provides real-time vehicle and driver behaviour information. The programme is open to all SMEs and will run from August until 31 December 2019. **🔥**



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JCB Launches its First Ever Rotating Telehandler

JCB, the world's number one telehandler manufacturer, is extending its portfolio, with the launch of a totally new Hydraload rotating telescopic handler. Recognising the growth in popularity of rotating machines with heavier lift capacities across Europe, the company will initially launch the Hydraload 555-210R, offering a maximum lift capacity of 5.5 tonnes and a maximum working height of 20.5 meters.

With more than 40 years of expertise in the telescopic handler design and manufacture, JCB has designed the Hydraload rotating machine to meet the needs of specialist lifting contractors and the rental market. Utilising a robust boom construction and a familiar driveline, JCB has focussed on reliability, versatility, productivity, ease of use and safety, as a means of delivering improved uptime and increased customer profitability.

To ensure that set-up time is minimised, the outriggers have Auto one-touch deployment, stowage and levelling. Competitive lift end cycle times and high auxiliary flow rates for efficient winch work, boost productivity further. With a lower chassis engine layout, the machine offers excellent access and class-leading serviceability. A low, clean boom design gives excellent allround visibility, augmented by comprehensive work light options and camera kits, including a boom head camera for precise placement at height.

The machines are powered by JCB's proven highly efficient Ecomax engines, offering a high degree of parts and service commonality with other Loadall models. The JCB LiveLink telematics system is fitted as standard and will incorporate features that enable operators to fully exploit the performance of this versatile machine.

With a maximum lift capacity of 5.5 tonnes, the machine offers excellent highly competitive load charts. Easily selectable lift end speed profiles and lift envelope limits help the operator to optimise the machine for specific tasks. A range of specially developed JCB attachments using RFID technology can be identified by the machine, to automatically offer the correct load chart for safe operation.

At launch, the company will offer pallet forks, a 5.5 tonne carriage winch, a 2-tonne x 2 meter jib winch, a reduced height jib, 5.5 tonne hook, light duty buckets and a range of fork-mounted accessories, such as waste skips and concrete placing skips. Remote lift end operation and access platforms will also be offered.

The Hydraload 555-210R will meet the changing requirements of contractors across the world, as a greater use of off-site pre-fabrication calls for heavier lift capacities and increased on-site versatility. Rotating telescopic handlers have become a genuine cost-effective replacement for smaller mobile cranes, offering rapid set-up and the ability to carry out technical lifting operations.

Features will include:

- Highly versatile rotating telescopic handler offering 20.5m lift height
- Maximum lift capacity of 5.5 tonnes
- Rapid set-up time boosting productivity
- All-round visibility improving site safety
- Wide range of options including winches and aerial work platforms

The JCB Hydraload will initially be introduced in Europe. **T**



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RGS Haulage Received Two Units of Scania G 410

Scania (Malaysia) Sdn Bhd has delivered two units of G 410 to RGS Haulage Sdn Bhd, a subsidiary of LC Forwarders Sdn Bhd.

The G 410 weighs in at 27 100kg and it is specced in a 6x2 chassis configuration. The chassis measured in at a width of 2 500mm and an axle distance of 3 150mm.

Powering the G 410 is the 13-litres DC13 140 410hp Euro 3 compliant turbocharged diesel engine mated to a 12-speed range-splitter gearbox with two crawl and two reverse gears GRS905 gearbox with Scania Opticruise automated gear changing system.

It is equipped with air conditioning without heating climate control system, front silver grille, 350W aluminium fuel tank on the left hand side, 200L aluminium fuel tank on the right hand side, tag axle lift, tilt and slide leather steering, leaf suspension system, 22.5 inch wheels, manual roof hatch, roof rail, sun visor, fog lamps, LED taillamps, 7-inch screen instrument cluster and many more.

Safety aspects of the G 410 includes anti-lock braking system, traction control, air processing system, pneumatic parking brakes, anti-roll bar, spherical electrically adjusted rearview mirrors with heating function for the driver and passenger, wide-angle mirror for both its driver and passenger, remote central locking system, LED daytime running lights, hazard warning lamp on roof, reverse alarm, warning signal for unconnected seat belt, first aid kit, and fire extinguisher.

RGS Haulage has installed the Airman SDG25S diesel engine generator on both the G 410. The company focused on haulage business and the trucks will be mainly used to transport any temperature-controlled products.

“We started to venture with Scania about 13 years ago with our parent company LC Forwarders. We find that Scania’s spare parts are easy to source, and we are so used to it that we understand the characteristics of the trucks. It is reliable and easy to fix if anything goes wrong,” its operations executive Chew Pak Yeong told Asian Trucker.

The genset is a high performance, silent, easy to maintain, and equipped with an automatic air bleeding system, specially designed for construction outdoor use to prevent from rainwater. It is to ensure that the refrigerated containers that are operating at optimum efficiency.

“We transport a lot of ice-cream and modern compound goods. Our gensets are used to transport temperature-controlled products. We got the approval from both Puspakom and JPJ to approve the engineering schematics for the installation of the gensets on our prime movers,” said Chew.

Chew added that the gensets are equipped with a GPS tracking system to act as a safeguard and to ensure that the cargo is safe and well-supervised.

“Our gensets comes with GPS, for customers to track whether the genset is on or not, apart from pinpointing its location. However, it can’t tell the temperature inside the refrigerated containers yet, but we are working on it,” Chew said.

At the same time, its director Mahazar Md Fathill revealed that the company is the first haulier company to get the Hazard Analysis and Critical Control Point (HACCP) certificate. “We have also received an award from SPAD for not getting involved in any accidents for the past 10 years.”

“For hauliers, they might see the HACCP as not important, but we do it for our customers. We make sure our trucks are always in tip-top condition and we send it for service regularly, so it is always safe during transportation. We also do not allow our drivers to drive over hours because we do not want any accidents to happen,” said Mahazar. **F**

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Two units of Hammar 195S Sideloader were Delivered to RGS Haulage

RGS Haulage Sdn bhd, a subsidiary of LC Forwarders Sdn Bhd, has received two units of Hammar 195S Sideloaders from Hammar Maskin (M) Sdn Bhd.

Hammar is a Swedish manufacturer that is specialised in sideloaders since 1974. The company has set up plants in Australia, the United States of America, Malaysia and New Zealand. The Hammar 195S Sideloader comes with VM Motor D750 Series Hydraulic Power Pack and 2x20' container centre beam. It combines high lifting capacity and flexibility with low tare weight. It has a pair of newly designed telescopic support legs to make lifting simple and safer.

The VM Motor D750 Series Hydraulic Power Pack runs on a 4-stroke diesel engine with direct injection, mechanical pump, and turbocharger. The water-cooled engine is suitable to use in the most difficult climatic conditions. It reduced fuel consumption and noise level which characterize the engine is appreciated by end-users. It has a 60-litres of fuel tank capacity.

"We chose Hammar's sideloader because it is reliable, easy to use and not too technical sophisticated. Over the years, we had great experienced with Hammar sideloaders as it doesn't give us any big problems. Small issue we faced previously was broken hose pipe, or the rear light didn't function," its sideloader operator Norshahril Shahrudin, also known as 'Siam Shah' who spoke to Asian Trucker.

The 195S sideloader is equipped with heavy-duty 1 360mm tandem-axle cast suspension, heavy-duty 14 tonnes ISO axle with slack adjuster 1 880mm track, 12 22.5-inch tubeless tyres, two circuits system brakes, heavy-duty twin speed landing gear landing leg, four pieces of Hammar/blair twistlocks, remote control operating system, 7-pin EU electric connections, Tema quick-couplings hydraulic connections, side guards and working lights. It is capable to lift up to 36 tonnes of weights.

"These Hammar sideloaders can move either the 20-foot or 40-foot containers. It is fast and simple to load and unload the containers. With one remote control, it could adjust everything," said Siam.

Siam shared that the difference between the new sideloader and the one he previously worked with. The new one is powered by an engine while the old one is a Power Take Off (PTO) system.

"This new system can fit any prime movers, while the PTO system can only fit prime movers that have the PTO system," Siam said.

Siam revealed that the benefit of having the sideloader is the flexibility they are in the port's depot.

"With the sideloader, we do not need to queue to pick up the container. We can do the loading and unloading by ourselves, while the other trailers have to wait in the queue to get their loading and unloading done," said Siam.

Siam mentioned the Hammer sideloader also has 2x20' centre container beam that can lock two 20-foot containers for simultaneous lifting.

"The system can lift two 20-foot containers back-to-back. I usually get about 12 to 13 jobs a day and it takes about 3 " minutes to load or unload a container with the sideloader," said Siam. **F**

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Tuan Hj Wan Mahyuddin Wan Sulaiman, Chairman of Sumai Engineering said in his speech that they started as a 2S centre in 2015. He added that “Through our good relationship with our customers, we have been receiving high demand and enquires about Hino Malaysia trucks and buses. As we provide after sales and body fabrication facilities, we took in a large number of orders for Hino Malaysia commercial vehicles. I am proud of the team for having accomplished that feat and thank Hino Malaysia for appointing us as the first 3S centre in Terengganu.”

“It has been our aspiration to establish a 3S centre in this part of the East Coast. Hino Malaysia promises to work together with Sumai Engineering, which has more than 50 years of experience operating in Terengganu by the name of Sri Terengganu Kejenteraan to provide our customers a pleasant experience. We aim to be recognised as Terengganu customers’ best business partner and to be loved by the local people and society,” said Atsushi Uchiyama, Managing Director of Hino Malaysia.

An attendee of the event, Wan Abdullah Bin Daud, a representative from Majlis Daerah Besut Terengganu said that he is glad that there is now a 3S centre in Terengganu. “Previously, people had to travel to Kota Bharu in Kelantan or Kuantan, Pahang or even Kuala Lumpur if they wanted to purchase a Hino vehicle. The opening of this 3S centre signifies Terengganu as an important location in the logistic sector. I am thankful to Hino Malaysia and Sumai Engineering for taking the leap of faith,” he said. **F**

Hino Malaysia Opens First 3S Centre in Terengganu

The company opened the much-awaited 3S centre to cater to the brand’s vehicle population in Terengganu.

Sumai Engineering Sdn Bhd (hereafter known as Sumai Engineering) has upgraded its 2S (service and spare parts) centre to a 3S one to include sales as well. As an authorised dealer of Hino Motors Sales (Malaysia) Sdn Bhd (hereafter known as Hino Malaysia), Sumai Engineering has upgraded its facilities in Kawasan Perindustrian Chendering, an industrial hub in Kuala Terengganu to include sales facilities.

Present to officiate the event was Member of Parliament of Kuala Terengganu, YB Tuan Haji Ahmad Amzad Hashim. In his speech he congratulated Sumai Engineering, a bumiputra brand on their success and that he is proud of their accomplishment in Terengganu. “I am extremely thankful to Sumai Engineering in that they have provided various job opportunities to the people of Terengganu. I also hope that with their expertise, they will be able to provide better service to the customers here. Even though the current economy is slow, I foresee that the demand for commercial vehicles will increase now that some previously suspended mega projects have been resumed.”



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Signing Ceremony of FUSO Ez-Own and AXA FlexiTruck

28 August 2019



(From left to right) Jacky Tan, Senior Manager of FUSO Operations, Hap Seng Trucks Distribution Sdn. Bhd., Puan Chen Keck, Chief Executive of Hap Seng Credit Sdn. Bhd., Emmanuel Nivet, Chief Executive Officer of AXA AFFIN General Insurance Berhad and Roland Schneider, Chief Executive of Hap Seng Trucks Distribution Sdn. Bhd. at the signing ceremony of FUSO Ez-Own Truck Financing & AXA FlexiTruck.

FUSO Ez-Own Truck Financing

A signing ceremony was held recently between Hap Seng Trucks Distribution Sdn Bhd (HSTD), AXA Affin General Insurance Berhad (AXA) and Hap Seng Credit Sdn. Bhd. (HSC) to introduce FUSO Ez-Own Truck Financing.

The scheme allows business owners to own a FUSO truck easily with financing and insurance programme. Financed by HSC, FUSO Ez-Own Truck Financing is the first telematics financing programme in Malaysia. Purchaser of FUSO truck will only need to pay RM100 down payment for the vehicle's hire purchase loan, making the owning of a FUSO truck to become very affordable particularly for new start-ups.

Included in the monthly loan instalment from HSC is a 5 years motor insurance premium to smoothen out the cash requirements when it is time to renew the motor insurance. Therefore, the truck driver and owner will have a peace of mind on the road without having to worry of not having enough cash for insurance renewal. Any excess insurance premium collected during the period will be refunded to the purchaser at the end of the loan tenure. In addition,


a personal accident coverage with RM50 000 worth of protection is underwritten by AXA and bundled in the motor insurance scheme to protect the FUSO light commercial vehicle drivers/owners in the event of any road mishaps and accident.

FUSO Ez-Own Truck Financing comes with a vehicle Telematics security device installed in the truck to offer comprehensive protection to inculcate safe driving behaviour among FUSO truck drivers and understand their driving habits better through the installation of a telematics security device. This is an advanced technology that captures the vehicle's usage data such as the truck driver's behaviour, location, distance travelled, driving pattern of the driver, fuel consumption and many more on a trip-by-trip basis. The device is equipped with a collision sensor to automatically alert the 24 hours, 7 days control centre in the event of any accident. Once the control centre is triggered, it can assist the dispatch of an emergency medical ambulance to the vehicle collision location if required. In the unfortunate circumstance if a thief is trying to steal a truck, the vehicle's alarm will make a loud noise and the device will provide real-time alert to the owner of an intruder via the mobile application installed. If the truck is stolen, the control centre will start tracking the vehicle and immediately co-ordinate with the police to recover the stolen vehicle.

Roland Schneider, Chief Executive of HSTD, attested that the financing scheme is aimed at offering a simple yet affordable protection solution to FUSO truck drivers. "Truck drivers in Malaysia are amongst the most trained and highly skilled, but they are under protected due to lack of awareness and accessibility to affordable protection solutions. Our collaboration with AXA and HSC ties back to our mission to leverage on innovative product offerings to address the drivers' needs while giving them peace of mind on the road," said Schneider.

Emmanuel Nivet, CEO of AXA added "As commercial vehicle transportation continues to grow in Malaysia, crash rates involving commercial vehicles remain high. It is important for us, as an insurer, to promote inclusivity and responsible driving behaviour to all road users, including light commercial vehicle drivers to mitigate the high accident and road fatality rate. Together with our partner HSTD, we are committed to deliver our shared goal of providing added value and protection to our customers, at the same time making our roads safer for all".

Through the collective efforts with AXA and HSC, FUSO Ez-Own Truck Financing will be promoted at all FUSO dealership network branches across Malaysia, AXA insurance agents and HSC branch offices nationwide, with all FUSO Canter trucks sold to be fitted with the telematics device.

For more information on the contest, please visit your nearest FUSO authorized dealer nationwide, or www.fuso.my for more details. 

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Standing from left to right Low Jan Po, Operations Manager, PTM Accel Sdn Bhd, Mr. Atsunori Murata, Chief Operating Officer, Commercial Vehicle Division, Isuzu Malaysia Sdn Bhd, Mr. Koji Nakamura, Chief Executive Officer, Isuzu Malaysia Sdn Bhd Mr. Foo Sek Wee, Owner, Tembikar Gemilang Sdn Bhd



First Isuzu Elf Smoother Gets Down to Work

When the top-selling Isuzu Elf series gets fitted with its latest Automated Manual Transmission (AMT), it makes the truck even more appealing with the convenience of driving without manual gear shifting and clutch-less foot pedals for daily operations.

Other than the Isuzu Elf Series model's proven reliability over the years, the AMT option has prompted first-time truck buyer Mr Foo Sek Wee, Director of Tembikar Gemilang who operates a thriving commercial kitchenware business to purchase the very first Isuzu Elf Smoother.

The Isuzu Light Duty Segment has long proven to be the darling of the transport industry, enjoying the distinction as Malaysia's best-selling truck line for the past nine consecutive years. Its versatile payload configurations, dependable performance and low operating cost make it the ideal choice to support any industry's transportation needs.

The model recently received the option of a factory-fitted AMT to the Isuzu Elf Smoother variants. This system allows the truck to perform like an automatic gearbox, but with the benefits of the vigour and response of a manual gearbox.

Delivering the first unit of the Isuzu Elf Smoother NPR150 to Tembikar Gemilang was the CEO of Isuzu Malaysia Koji Nakamura who remarked that the response to the Isuzu Elf Smoother model has been very positive since the model launch two months ago. "With the addition of AMT, the appeal of the Isuzu Elf range has increased significantly as it offers the fresh dimension of ease of driving and comfort that a fully manual transmission version will find difficult to beat," he said.

In response, Mr Foo Sek Wee agreed that the introduction of the Isuzu Elf Smoother variant was the deal clincher when he decided to purchase his company's first truck. "Our company had been using multiple vans for deliveries in the past. As our business expanded to cover more regions, it was getting costly to run as it did not have the load capacity. I decided that we needed to improve our logistical capabilities and started looking at buying a new truck,"

said Mr Foo who does much of the driving himself on visits to customers and suppliers.

"On one of my visits to a customer just before a long holiday, I was in the van for close to 24 hours due to the heavy traffic. It was such a torture and I told myself never again would I drive a vehicle with manual transmission."

"After doing some online research, I narrowed my choice to an Isuzu because it had a good reputation for reliable performance. Just then, Isuzu introduced the AMT so I contacted a dealer for a test drive."

"I was surprised at how quiet and comfortable the truck felt. I was able to have normal conversations and even listen to the radio. The Isuzu Elf Smoother shifts were smooth and very precise and there was ample power. I did not have to think twice and immediately booked the truck," added Foo.

The Isuzu Elf Smoother is available in a few model variants and body configurations. Isuzu's nationwide network of authorized truck dealers is ever ready to offer professional advice and recommendations on the ideal truck to suit each business operation requirements. **F**

NEW
Quester
Made to go the extra mile

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It's not just margins that are getting tighter. These days it's tougher to find the room to expand your operations, when schedules are busier and the value of every square meter is higher.

We believe in giving business the space to breathe. That's why new Quester features a spacious cab that allows drivers to relax at the wheel, making journeys safer and more productive. The cab doubles as a mobile office, delivering flexibility on the move. There is also a bed, so that drivers can rest during long distance assignments.

Giving drivers better on road comfort offers you the space for greater driver efficiency.

A smart move for your business. Going the Extra Mile.

Image is for illustration purpose only. Actual vehicle specification may vary from model shown.



*Source from Malaysian Automotive Association (MAA) report 2018.



TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD (013285-X)

A subsidiary of Tan Chong Motor Holdings Berhad (12969-P)

Lot 3, Jalan Perusahaan Satu, 68100 Batu Caves, Selangor Darul Ehsan, Malaysia.
Tel: 03-6189 9832 Fax: 03-6189 9336 Website: www.tcie.com.my



L-R: Lim Kin Chze (General Manager of Dongfeng Commercial Vehicle Malaysia), Harvey Wang (Representative of Dongfeng Trucks China), Lim Khoon Yee (Managing Director of Dongfeng Commercial Vehicle Malaysia), JC Tan (Executive Director of BCS Logistics Sdn Bhd), Evelyn Teh (Senior Manager of BCS Logistics Sdn Bhd) and Richard Ang (Sales & Marketing Manager of Dongfeng Commercial Vehicle Malaysia).



BCS Logistics Receives Four More Mixers

The mixers are needed to serve several mega projects in Kuala Lumpur.

It is increasingly difficult to maintain a competitive edge in the cement industry. The pledge by the new government early last year to review mega infrastructure projects saw demand dive due to project delays and cancellations. It was not a good year for the cement industry.

This year's outlook proves to be different or at least, for BCS Logistics Sdn Bhd. Just this year alone, they have purchased eight brand new Dongfeng T-LIFT 375.CM 6x4 Concrete Mixers. The initial four were delivered earlier this year. The remaining four were handed over on the 23rd of August.

At the handover ceremony, JC Tan, Executive Director of BCS Logistics Sdn Bhd tells Asian Trucker that the requirement for mixers has become more stringent over the years. "There are more safety regulations now that we have to comply. It goes without saying that GPS is compulsory. Other features like beacon lights are also very important as our trucks work in hazardous areas."

On why they chose Dongfeng over others, Tan shared that the most important requirement for them is hardiness. "Vehicles with too many electrical components are not suitable for our line of work. Our vehicles have to be cleaned every time they leave a construction site. Some of the vehicles would break down when they came in contact with pressurised water. A basic and yet robust vehicle ticks all the right boxes for us."

Tan further shared that the company initially started with using reconditioned Japanese trucks. However, most of his clients are requesting that he use brand new trucks within the vicinity of their construction site. "Some developers are more stringent in their requirements and in order to lower the chances of a breakdown, they have requested us to use trucks that are of no more than five years old. The ideology of using a 20 year old vehicle as long as it still runs is long gone. For us, there is less wastage as well, because there is higher chance the cement will harden when a vehicle breaks down. Our utmost priority is to prevent the hardening of cement. In the worst case scenario when the cement hardens, we will have to break the drum."

Tan said that they have a fleet of more than 160 mixers and are planning to replace some of the older vehicles with brand new ones. They are no longer looking at using reconditioned trucks now that the price difference between those and brand new Chinese trucks are not significantly different. With a three year warranty, Tan added that he can save on maintenance costs as well. **F**

NEW DONGFENG KC MODEL



DONGFENG

Trucks



KC340 6X4 Tipper



KC340 6X4 Mixer

With strong power-train, solid chassis and outstanding reliability, the Dongfeng KC is a true representative for the heavy-duty engineering at Dongfeng Trucks. The truck can easily be adapted to various assignments and is widely used for heavy construction site works, mining operations and other off-road operations. The truck is also frequently used for heavy duty transports including highway operation.



KC375 8X4 Mixer



KC375 8X4 Chassis

HEAD OFFICE

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Kawasan Perindustrian PKNS,
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oil, you can prevent downtime before it starts.Shell
LubeAnalyst

New Rimula Launched, Clients Rewarded in Shell Rimula Night

Held in Kuching's Imperial Hotel on the 23 August 2019, the event was segmented into learning and celebrating. During the afternoon, guests would get an update on the latest in lubricant technology while the evening had a Flamenco-themed dinner in store for Shell's customers.

Learning and Mingling

In exclusive interviews with Asian Trucker clients of Shell spoke about their experience with the brand and why the annual gathering is of such importance to them.

Power Brite Sdn Bhd's Operation Manager, Wong Ing Ching, has some 200 excavators under his purview. Power Brite Sdn. Bhd. is an enterprise in Malaysia, with the main office in Sibu. It operates in the Forestry and Logging industry. The company was established on July 27, 1994. "We are using the excavators mainly for re-forestation. We plant fast growing tree-species, which are mainly of Australian origin."

When asked about the importance of lubricants, Wong relayed the message that the business is depending on machinery that is running without hitch. "It is crucial that our log grippers have as little downtime as possible. We reduce downtime through the use of quality, premium lubricants." Wong said that the company has been a loyal customer of Shell for over 20 years. Currently, the main products procured are several grades of Shell Rimula and the hydraulic fluid, Tellus.

"Shell is a strong brand here in East Malaysia and we have the confidence that the lubricants will support our ambitions in the business." When asked what he wanted to learn in the seminar, Wong stated that the segment about Gadus, Shell's grease, was the one that he had prioritised.

Also attending was Loo Fah Sang, who has also been using Shell for decades. Starting out with a Shell station 25 years ago, in 2014 he added a workshop to the business. It was his second time to attend the Shell Rimula night, saying

The annual Shell Rimula Night is an event the industry is looking forward to. This year, Shell hosted the prestigious event in Kuching and customers from all over the country answered the call to attend the seminar and dinner.

that he alternated the pilgrimage to the event with his son, who is also in the business.

"I came here today to learn about lubricants, diesel and greases. It is important for us to be up to date." He said that the entire range of Shell Rimula, Gadus and Spirax is available in his workshop. "We added the workshop in order to provide a better service to our customers, offering more options."

In his experience, Shell products deliver on their promise. "Naturally, prices of any products only ever increase. However, with Shell, we can offer our customers a superior product that does not cause any problems." According to him, there are hardly ever any complaints from

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the people his workshop is servicing. "It is remarkable, that our customers keep coming back," he said, although he acknowledges that customers don't always see why products continue to get more expensive.

Following the presentations, guests were encouraged to get involved with the various products Shell's lubricant division offers. Individual stations allowed participants to improve their knowledge on Rimula, Gadus, Spirax, Lubeanalyst and the Shell Fleet Card.

The Most Advanced Rimula

During the event, Shell Malaysia also officially launched the all-new Shell Rimula Ultra 5W 30, its most advanced fully synthetic heavy-duty diesel engine oil yet. The all-new Shell Rimula Ultra 5W 30 offers longer oil life and extended oil-drain intervals of up to 150 000 km, better engine wear protection under all terrain- and weather conditions, as well as better fuel economy.

The all-new Shell Rimula Ultra 5W 30 complies with the latest API CK-4, European ACEA E6 and ACEA E9 specifications; and manufacturers' approvals for use in ultra-modern diesel engines that meet with Euro 4 to Euro 6 emission standards.

Shell Lubricants General Manager – Malaysia & Singapore, Baljit Singh said that the introduction of the all-new Shell Rimula Ultra further strengthens the Shell Rimula portfolio of premium low viscosity synthetic lubricants available in Malaysia that includes the Shell Rimula R6 LM and R5 LE.

"As the largest lubricants supplier in the world for the past 12 consecutive years, we at Shell understand the needs of our customers. We are a partner you can trust to deliver the most advanced and proven lubricant solutions that are backed by unmatched technical support," he said.

Shell Lubricants Marketing Manager – Malaysia & Singapore, May Tan added that "There is a global shift towards low viscosity synthetic lubricants due to proven benefits such as improved oil and engine performance; longer oil-drain intervals and fuel economy that add up to lower total cost of ownership. This is critical for fleet operators, especially in today's challenging economic environment. We see Malaysia as the right market for it and we are the first market in ASEAN to launch the new flagship product today."


The all-new Shell Rimula Ultra is a result of Shell's technology leadership in lubricants, which is driven by world class research and development and extensive technical collaborations with leading OEMs, universities and industry bodies," she further added.



Ultimate Reward

Another highlight at the 2019 Shell Rimula Night was the official announcement of the 13 winners of this year's Ultimate Stopover promotion.

The winners were to be taken on an exclusive 5-day 4-night all-expense paid trip to Barcelona in September to experience the vibrant Spanish city renowned for its arts, culture, football and cuisine. They will also have an opportunity to gain a deep insight into the innovation-driven world of Shell Lubricants.

The much-anticipated annual promotion brings to life Shell Rimula's promise of being the "engine oil that works as hard as you", rewarding loyal customers with the ultimate stopover experience around the world. 

KELTRUCK



USED TRUCKS AND PARTS EXPORT

Keltruck Limited has over 35 years' experience dealing with recycled Scania parts, delivering to customers throughout the world handled by a team of eight staff with over 125 years of collective experience.

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We recently launched our recycled Scania parts online shop with thousands of parts in stock, updated daily.



To search online for our full stock of recycled Scania parts visit keltruckscania.com/asianexport or call +44 121 405 1375

SCANIA



Foton and Tan Chong Group Sharing Night

Both parties celebrated their long-time partnership.


It was a cause for celebration for both Foton and Tan Chong Group on the 4th of September 2019. The night saw the introduction of the Foton line-up made available by Angka-Tan Motor Sdn Bhd, an affiliated company of Tan Chong Group. Dealers, staffs and customers were invited to get the night going.

The event started with a welcoming speech by Danny Ng Kiat Seng, Senior General Manager at Angka-Tan Motor Sdn Bhd. In his speech, Ng thanked all present for making the night a reality. "To our customers, dealers and staffs, without your efforts, we will not be here celebrating ten years of collaboration between Tan Chong Group and Foton. The Foton we speak of today is no longer just a China-made vehicle; it encompasses technology from leading international manufacturers such as Cummins and ZF. Foton has indeed come a long way and I am glad that we were able to share the journey."

After that, Gao Ming, Vice President of Foton International Trade Co., Ltd took to the stage. He thanked Tan Chong for bringing the brand name Foton to Malaysian market. He is extremely proud of what the brand has achieved in Malaysia noting that ten years ago, Foton was still a relatively unknown brand outside of China. "Today, Foton is a well-known name in the automotive industry and has done well in the Malaysian market and for that I have to thank our partners at Angka-Tan. It gives me great pride to see drivers of all races driving a Foton vehicle. I have also been told that feedback has been great with drivers with most saying that it is a comfortable vehicle which I think is essential for us as drivers are an indispensable part of our industry. They ensure that goods reach on time and projects run smoothly. So, if we are able to make their drive a more comfortable one, I think that is sufficient," he said. Gao added that his next destination is South Africa and thanked Angka-Tan for having left him such a good impression of Malaysia.

As dinner was served, Lee Tai Sum, Product Head at TC Trucks Group Sdn Bhd (TCTG) gave a product presentation and introduction on the vehicles in the range. He shared some of the safety features of the vehicles. Joining him was Chan Ing Chyi, General Manager – After Market, Service and Spare Parts to introduce some of the after-sales service Angka-Tan Motor Sdn Bhd had to offer.

A similar event was held previously in Kuantan (7 August 2019) and Johor (21 August 2019). Upcoming events will fall on 2 October in Butterworth and Ipoh on 16 October 2019.

Vehicles on display at the event include an Aumark BJ1041 (4 wheeler), Aumark BJ1061 (6 wheeler), Auman ESTA BJ4189A (4x2 AMT), Auman EST AL BJ4259TF (6x2 AMT) and Auman EST AL BJ4259L (6x4 AMT). 





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Donation to be channeled directly to:
 Kechara Soup Kitchen Society
 Account number : 5122-3133-4874
 Bank : Maybank
 Swift code : MBBEMYKL
 Recipient's reference: Volvo
 Food Truck (Please write this as
 description)

*All donations to Kechara Soup Kitchen (KSK) for this initiative is eligible for tax deduction.

Volvo Gives Back to Society

Volvo Trucks Malaysia is gifting Kechara Soup Kitchen Society a Volvo FM330.

As part of its corporate social responsibility, Volvo Trucks is donating a heavy-duty Volvo FM330 4x2 rigid truck complete with customised body fabrication to Kechara Soup Kitchen (KSK), a registered non-profit organisation that provides food sustenance and basic medical care for the homeless and poor communities in Malaysia. The initiative is part of Volvo Group's global corporate social responsibility programme called the Seasonal Gift which is carried out annually around the globe, with a key objective to create better welfare and prosperity for local communities.

Managing Director, Mitch Peden said that "The decision to donate a truck to KSK was a logical one given that all their charity work is fully in line with Volvo Trucks' core values of quality, safety and environment care. We also understand that KSK has been actively running a food bank programme and has been facing several logistical issues. Thus, we believe that our truck can truly help KSK to operate more effectively for the benefit of the communities."

Henry Ooi, President of KSK said "Through our food bank programme, we collect large amount of food surpluses from donors and deliver them to multiple locations on a daily basis. In doing so, our drivers had to make multiple trips as we only have a small vehicle. This truck donation and fund-raising initiative by Volvo Trucks will undoubtedly increase our efficiency and capacity, enabling us to save time and food wastage."

A Platinum contributor to the programme, Dato' Nazari, Director of Taipanco Sdn Bhd said that "the contribution is part of our CSR project undertaken by the management and staffs of Taipanco Group. The board of directors have redefined its corporate values and CSR plays a huge role in it. We are a local corporate company and have been successfully engaging in business activity for the last 15 years. It is now time for us to give back to the society. Sharing is caring, and we wish to be a responsible corporate citizen."

As lead sponsor, Volvo Trucks will be donating the truck chassis and is also collaborating with industry partner Seri Zenith Engineering Sdn Bhd, a manufacturer of semi-trailers and bodies of commercial vehicles to plan and fabricate the custom-designed body of the truck specially for KSK.

As of the time of writing, in addition to Seri Zenith Engineering, other industry players who have confirmed their participation in this fund-raising initiative as Platinum sponsors are Taipanco Sdn Bhd and Asian Trucker Media Sdn Bhd while the Gold sponsors are the Association of Malaysian Hauliers (AMH) and Aimtrans Logistics (M) Sdn Bhd.

The required fund for truck body fabrication is RM 150 000 in which Volvo Trucks is hoping to raise funds and is inviting industry players to be a part of this initiative by sponsoring a Platinum package of RM 15 000 or a Gold package of RM 5 000. Companies who contribute as Platinum sponsors will have their logos printed on the truck body. The truck will be delivered in Q2 2020. **F**

Events & Exhibitions

INDONESIA TRANSPORT, SUPPLY CHAIN AND LOGISTICS (ITSCL)

Date : 16 October – 18 October
 Venue : Jakarta International Expo (JIExpo)-Kemayoran
 Jakarta, Indonesia
 Contact Info: itscl@reedpanorama.com T: +62 21 2556 5000
 ext. 5032/5033

Details : Indonesia Transport, Supply Chain and Logistics (ITSCL) is Indonesia's most anticipated international event in Indonesia for the world's Transportation, Supply Chain & Logistics players. It's where you need to be to strengthen your presence, build business alliances and develop potential businesses with Indonesia. Present as the preferred venue to strengthen presence and enhance visibility of logistics and supply chain solution in Indonesia marketplace. This event will be much anticipated as a perfect platform to provide insights with expectations, challenges and opportunities for the transportation, shipping, port and logistics service providers and manufacturers, also to showcase the cutting-edge logistics products and services.



SMART MOBILITY SUMMIT 2019

Date : 28 October 2019 - 29 October 2019
 Venue : Tel Aviv
 Contact Info: www.fuelchoicesinitiative.com
 Details : The time is ripe for a revolution in transportation, for a world free of oil, populated by clean, accessible and efficient means of transportation.

Join us at the 7th Annual Smart Mobility Summit 2019 to explore and exhibit innovation in alternative fuels and smart mobility and bring our common goals to fruition.

Hosted by Israel's Prime Minister, we will meet on 28-29 October in Tel Aviv, Israel, for a dialogue about the world's most forward-thinking approaches to transportation, cutting edge technologies and future business models, and to promote Israel's ambitious goal of reducing 60% of the country's oil consumption by 2025. Location Tel Aviv

KOREA TRUCK SHOW 2019

Date : 7 November – 10 November 2019
 Venue : Songdo Convensia, Incheon
 Contact Info: Tel. +82-51-784-7901 Fax. +82-51-792-6370
 Email. info@ctfairs.kr
 Details :-



MALAYSIA COMMERCIAL VEHICLE EXPO 2021 (MCVE)

Date : 17 June – 19 June 2021
 Venue : Mines Exhibition and Convention Centre
 Contact Info: info@asiantrucker.com
 Details : Back for the fifth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in June 2021 with plans to expand the space.

Buyers, purchasers and operators have the opportunity to review the latest offers in terms of trucks, busses, services and components. During the show, relevant government agencies, professional societies, and associations will join the organizer to hold seminars and updates on their products, services and the latest in trucking.

IAA COMMERCIAL VEHICLES 2020

Date : 24 Sept – 30 Sept 2020
 Venue : Deutsche Messe, Hannover, Germany
 Contact Info: iaa@vda.de
 Details : Vans, buses and trucks – commercial vehicles are a major part of our lives. Today we can choose from an extensive range of goods worldwide that are delivered right to our doors. This would not be possible without freight transport and logistics. And it is the commercial vehicles that cover that last mile. They carry over 70 percent of transported goods and therefore form the backbone of transport and the economy. They are also service providers and chauffeurs. They dispose of our waste, help us to move house, assist the rescue services, take our children to school and drive us to work. So commercial vehicles actually keep our everyday lives "on the go."

The IAA Commercial Vehicles in 2020 will address the question of what the future of commercial vehicles will be like. The IAA takes place in Hannover and is the world's leading trade show for transport, logistics and mobility. And in fact the whole commercial vehicle sector is on a path of innovation. As in many other branches of industry, the particularly important topics here are automation and connectivity, safety and security, environmental protection, electric mobility and new logistics and traffic concepts for the towns of the future. It offers a unique cross section of the entire value chain in the industry, from vehicles to transport and logistics, and from manufacturers to the many medium-sized suppliers.



The Quester Smartens Up

UD Trucks launches New Quester to help Malaysian transportation companies overcome business challenges and accelerate growth with Smart Logistics

UD Trucks launched its New Quester with enhancements to the well-established Quester heavy-duty truck at the Malaysia Commercial Vehicle Expo 2019 held at the MINES International Exhibition & Convention Centre (MIECC). New Quester will enable logistics companies in Malaysia to tackle critical industry challenges and boost their bottom line through Smart Logistics. We took a look at the improvements and how they benefit transport companies that want a smarter truck.

New Quester represents an evolution to smarter solutions to today's transport challenges. Building on proven robustness and reliability, New Quester introduces key features such as ESCOT automated manual transmission, retarder, electrical cab tilt, engines with higher horse-power and user-friendly telematics. These deliver greater productivity, fuel efficiency, uptime, driver efficiency and safety.



Fuel efficiency, battle for talent, productivity and connectivity are top priorities for fleets and transport companies in Malaysia and these challenges will be addressed with new features such as ESCOT and UD Telematics. The introduction of New Quester in Malaysia and in fast-growing regions around the world highlights UD Trucks' unwavering commitment of "Going the Extra Mile" for customers' businesses.

Steve Hedouin, Managing Director, UD Trucks Hub Malaysia said "New Quester is the truck that can help meet our customers' requirements and expectations to manage their key business challenges. We have developed New Quester with the 'Gemba Spirit', by being close to the ground, listening to the needs of our customers."

"New Quester introduces key features to deliver even greater productivity, fuel efficiency, uptime, driver comfort and safety. We are highly confident that New Quester is the truck of this generation that will help Malaysian companies overcome business challenges and accelerate growth with Smart Logistics."

"Since 1995, UD Trucks has delivered more than 80 000 trucks with ESCOT automated manual transmission. We are humbled by the tremendous confidence and recognition that the Quester line has earned. With New Quester, we are positive to carry on this legacy of being the truck brand that our customers want to partner with", added Hedouin.

Ensuring increased fuel efficiency for businesses to better manage fuel costs and mitigate oil price volatility

To boost productivity and profitability for business owners and logistics companies, New Quester achieves further enhanced fuel efficiency of up to 10 percent from the current Quester with the ESCOT automated manual transmission, lighter tare weight and optimized driveline, and depending on the operating condition, driving behavior and vehicle maintenance.



ESCOT includes a software which optimizes gear shifting according to engine rev, vehicle speed, loading weight and even road gradient. The smart system also includes a sensor that will select optimum gear automatically instead of assuming a first gear selection.

New Quester is equipped with engines that deliver high torque and pulling power at low RPMs, while flat torque curve minimizes need for gear changing. This enables it to deliver higher average speeds and lower fuel consumption in the long run.

New Quester's enhanced fuel performance also aligns with the increasing focus on environmentally friendly regulations to curb fuel consumption.

Introducing a more attractive and comfortable working environment, to support transport companies win the war on talent and expand the pool of talent

New Quester introduces more driver-friendly features to make the driving

experience more seamless and comfortable. This helps transport companies in their critical and competitive battle to secure the best drivers for their fleets.

A game changer in the transportation business, New Quester with ESCOT takes away the need for manual gear shifting, which can happen between 1 000 to 1 500 times in a day. ESCOT automatically selects the optimal gear at the right timing based on the operating condition. This enables drivers to easily learn the operations of New Quester and better focus on driving with ease. Automatic gear selection enables an average driver to obtain the driving result of a skilled driver.

Thus, New Quester also aims to help businesses expand the pool of talent with easy-to-operate gear lever that uses a straight shifting pattern. New Quester opens the doors for companies to attract even more prospects to pursue truck driving as a career and diversify the pool of talent for this role.

Key Improvements in the New Quester:

1. ESCOT (AMT) - the New Quester prime movers now comes with ESCOT (AMT, Automated Manual Transmission). It promotes fuel efficiency and driver efficiency, and easy to drive.
2. Electrical cab tilt for easy and safer access for service maintenance
3. New air suspension seat and Cab air suspension for driver comfort
4. Optional transmission retarder to reduce the probability of accidents

The addition of ESCOT is the main highlight for New Quester.

-Additionally, customers can utilize the latest UD Telematics Services in a mobile app which allows business owners to manage their fleet more efficiently - anytime and anywhere.

Driver fatigue continues to be a serious industry challenge, contributing up to 20 percent of road accidents in the world (The Royal Society for the Prevention of Accidents: Road Safety Factsheet on Driver Fatigue and Road Accidents). To address this, New Quester is developed with an air suspended cab and ride comfort package with reduced cab vibrations up to 18 percent. Driver's comfort is also enhanced with ergonomic seats and lumbar support for long-distance assignments.

New Quester increases overall drivability and safety for drivers with features that focus on increasing drivers' comfort levels and reducing driver fatigue.

Boosting profitability and business growth by doing more with less to overcome productivity constraints and complicated fleet management processes

In line with elevating business success through Smart Logistics, New Quester supports effective fleet management and driver performance with innovative customer telematics such as real-time vehicle tracking and geofencing for better fleet visibility and optimization.

New Quester trucks are equipped with UD Telematics, which has the capability to connect directly to UD Trucks workshops to monitor and detect each vehicle's condition and service needs before a potential emergency occurs. Preventive maintenance analysis guides customers with monthly driving behavior and fuel consumption reports, ensuring higher uptime and more optimal fuel economy over time.

Owners of New Quester also enjoy increased uptime with a 2.5 to 3 times longer clutch life span under ESCOT automated manual transmission as compared to manual clutch replacement depending on the operating condition, driving behavior and vehicle maintenance.

Tan Keng Meng, Executive Director, Tan Chong Industrial Equipment (TCIE) said, "As UD Trucks' sole distributor partner, we are fully committed to deliver on UD Trucks'

ethos of "Ultimate Dependability" by increasing truck uptime through our UD Extra Mile Support. Offering an extensive network of well-trained service technicians, we provide quality aftersales service with genuine parts, service planning and vehicle handover training that optimizes fleet performance."

"We recognize the immense potential in Malaysia, where business success is a key contributor to economic progress. Combined with our Ultimate Dependability standard and Gemba spirit, we are confident that New Quester marks the company's commitment to continue championing Smart Logistics and providing unmatched value to customers. With our extensive network of 43 service centers and dealerships throughout Malaysia, TCIE will continue to play a major role in providing key support to all our customers," added Tan.



Smarter Operations with Tracking: Benefits of UD Telematics

To maximize the profitability of your business, you need to be able to manage your fleet effectively, keeping it on the road longer while reducing running costs.

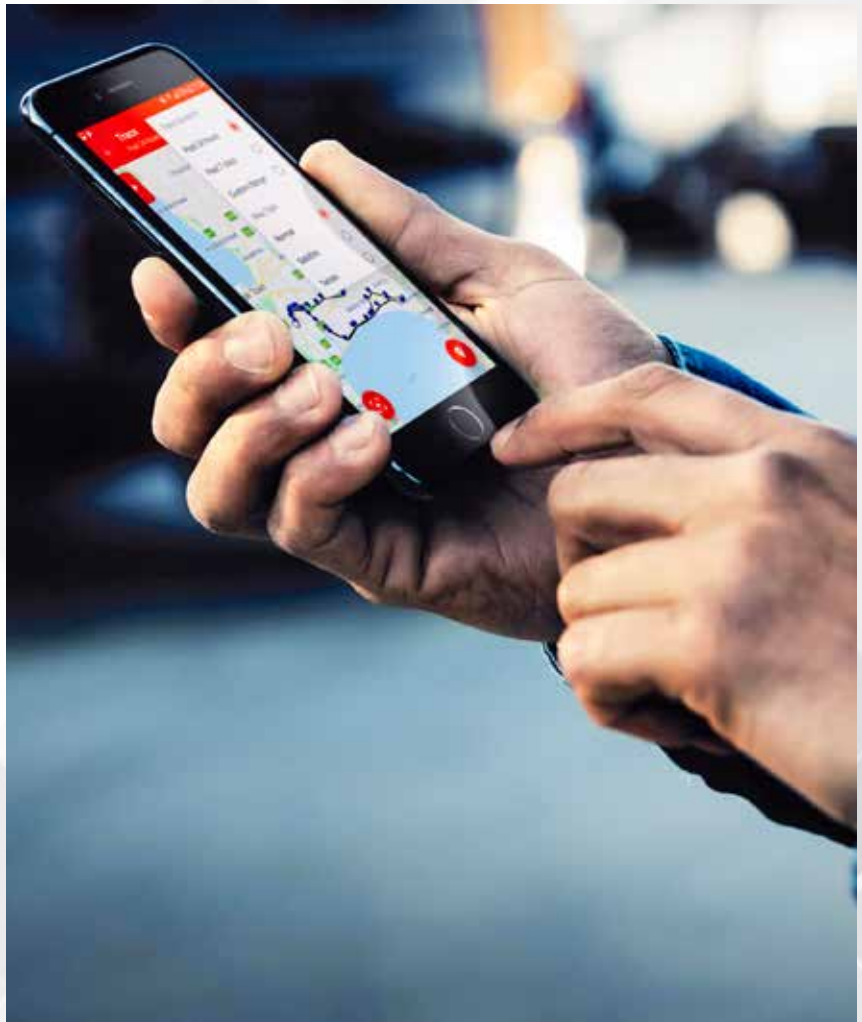
UD Telematics Services will help you improve your profitability by maximising vehicle uptime and fuel efficiency; while reducing unplanned stops and operational costs. UD Telematics Services integrates a host of features designed to support you and your business.

1. Keeps you up to date about your business

UD Telematics Services provides you with full visibility of your vehicles for efficient fleet management. Tracking and tracing your vehicles have never been easier thanks to the user friendly interface of the UD Telematics web portal and mobile app, to ensure that visibility of your fleet is always at your fingertips, even while on the move.

2. Provides essential fuel optimisation

The UD Telematics Services allows you to generate and analyze easy-to-read reports on fuel utilization and driving behaviour, thus simplifying the management of your fleet. Improvements to driving behaviour will lead to more efficient fuel consumption, ultimately resulting in significant cost savings for your business.



3. Helps manage fleet uptime

It strives to provide support in maximizing vehicle uptime. Be it through regular preventive maintenance planning, remote assistance or fuel advice services, we want to work together with you, ensuring your business can go the extra mile.

This is how UD Telematics Services works



FUEL UTILIZATION REPORT can be easily generated and analyzed for potential areas of improvement so that fuel savings can be identified and optimized through advanced driving techniques.



FUEL LEVEL CHANGE ALERT helps to inform you when there is a sudden drop in fuel detected, providing crucial vehicle information for investigation. These alerts will be sent via email or as a push notification for the UD Telematics Mobile App, allowing you to investigate the incident immediately.



DRIVING BEHAVIOUR monitoring provides you with added visibility on how your vehicles are driven. Key parameters such as Harsh Acceleration, Harsh Braking, Overspeeding, Seat Belt usage and Excessive Idling are essential in management of a high performing fleet.



REAL TIME TRACKING ensures that you have a precise overview of the location of your fleet – keeping you in control. You will know when your delivery will be made and can plan alternative routes in the event of traffic congestion.



TRACE allows you to extract vehicle history data when the need arises. This is particularly useful for incident investigation and is available as a text-based report or a graphical interface.



UD PROACTIVE SUPPORT is designed to help you increase your vehicle uptime. It includes 4 aspects: Preventive Maintenance Planning, Vehicle Health Monitoring, Remote Customer Assistance and Fuel Advice Services.



GEOFENCING allows you to draw virtual boundaries on the map which can alert you with customized messages when your vehicles cross these boundaries. Geofences can also monitor speed limits within each zone and will alert you when these speed limit thresholds are crossed.



PREVENTIVE MAINTENANCE PLANNING is the foundation for securing uptime. With this, it helps to keep the service plan updated and ensures that your truck comes to the workshop at the right time.



VEHICLE HEALTH MONITORING pre-identifies selected fault codes and automatically alerts your UD dealer when a potential problem arises.



REMOTE CUSTOMER ASSISTANCE provides the call centre access to the location of your truck and relevant diagnostic information in the event of an unplanned breakdown.



FUEL ADVICE SERVICES help develop optimum driving performance and skills in order to improve fuel efficiency and reduce costs.

New design

Smart new decals are available as part of the truck's upgraded design.

ESCOT *

The latest in automated manual transmission is an exciting development for easier, fuel efficient driving.

E-viscous fan

For enhanced engine fuel economy.

New power options

UD Trucks' GH8E and GH11E engines feature new power alternatives for New Quester.

Transmission Retarder *

Slows the truck on downhills, reducing brake wear and risk of accidents.



* Available as options on selcted models.

ESCOT (Automated Manual Transmission)

ESCOT is a fast responding automated manual transmission that has built-in intelligence, and an interior designed for driver comfort, provide a sophisticated and comfortable driving experience that reduces driver stress and fatigue. With ESCOT always selecting the optimal gear, drivers can improve efficiency and productivity regardless of their skill level or experience.

Transmission retarder

A new hydraulic retarder delivers enhanced braking torque. This helps New Quester improve productivity by making journey faster. The retarder is coordinated with UD Trucks' Extra Engine Brake and maintains a steady speed while travelling downhill without using service brakes.

Geofencing via UD Telematics

Optimize your fleet by setting the best routes for optimal uptime and driver efficiency.

New driver seat

Comfortable, new air suspension seat for added driver comfort.

Electrical cab tilt *

Allows easier tilting of cab for faster and safer maintenance.

Additional axle ratios

Increase your performance and payload possibilities.

Cab air suspension *

Versatile cab air suspension offers more comfort for drivers.

Aluminium fuel tanks

New Quester is lighter, partly thanks to this.

Cab air suspension

With the introduction of cab air suspension, cab vibration is greatly reduced. This helps lessen driver fatigue and enables better productivity. A smoother ride is also much kinder to the goods being transported. An air suspended cab is more versatile on different types of terrain, and offers a more consistent all-round driving experience.

New driver seat

Around 80% of truck drivers globally suffer from back problems due to long driving hours. New Quester features a new air suspended seat with lumbar support and optional armrest for improved driver comfort. A worthwhile investment in reducing lost time injuries and retaining drivers.



New Quester Adventure

By Rengit Multi Trading & Transport Sdn Bhd

To document a journey of a driver who lives and breathe the great UD Quester, UD's Malaysia team accompanied a long haul driver who navigates the busy roads of our country. Knowing that the hard work is done, and the delivery is made the driver is headed home to see the happy faces of family and friends. That, and the joy of the open road is be the focus of this short documentary, which can be found as a video on the UD Malaysia Facebook page.

Making this possible is Dato' Allan Gan Kim Kee @ Gan Leong Lian, who has offered insights into his business. Having been a loyal customer of TCIE since the 90s, Rengit Multi Trading & Transport Sdn Bhd is now operating over 30 units, all of which are UD Trucks. Moving food stuff and trading commodities, reliability and low maintenance, coupled with good aftersales service are the reasons for choosing UD. The latter is rated as highly important as the company operates all over Peninsular Malaysia.



Owner's Concerns

Following an introduction of the company and business by Dato' Allan Gan Kim Kee @ Gan Leong Lian, Rengit Multi Trading & Transport started doing business with TCIE. When asked about his requirements for the trucks, Gan said that he is looking for "A truck that is able to generate revenue for my people and my business. It must be a reliable and powerful truck with good safety features. I am not just looking for a truck, but a partner that can provide me excellent trucking solutions with good aftersales service. I have not been receiving calls around midnight with regards to truck breakdowns for many years."

The company has been using UD trucks since the Nissan Diesel era. Five units of the Quester were acquired last year for business expansion purposes. "In my logistics business, listening to my drivers is very important for me as they are the real people running on the road. So far, all my drivers are happy driving UD trucks." He said that it is true that with the UD Quester, his drivers can make more trips with more loads and that because of that, ultimately his business volume has increased, and that his drivers are happier with their income. "I believe the New Quester AMT will make delivery easier for my drivers especially long-haul trips," he said

As any other transporter in the country, Gan is also facing challenges. The most crucial and constant requirement in the logistics industry is on time delivery to customers. To achieve the consistency of on time delivery, a reliable truck and good aftersales service are equally important in his view. "UD trucks offer

longer service intervals, which allows drivers to make more trips. With the AMT, the New Quester is easy to drive and handle. Coupled with its comfortable cabin, it reduces drivers' fatigue. In other words, drivers can focus more on the road, thus are safer while they are performing their jobs." All in all, he said that he is very happy with TCIE providing him such a good trucking solution: reliable trucks, an excellent partner in aftersales and value-added services. Gan sums it up by saying that it enables him to focus more on his business expansion.

Behind the wheel

Muhammad Hasrul bin Omar has 14 years of experience driving UD trucks and has piloted the Quester GDE 6x2 MT for 1 year. The 41 year-old father of six has been featured in the New Quester Driving Adventure and relays his impressions. Within Rengit Multi Trading & Transport, he is one of the most qualified drivers, having been with the company for 16 years now.



"I have a wife and six children. Three sons and three daughters, with the eldest being 19 years old and the youngest just a few months old. My wife is a housewife. My family is the most important people in my life, and I drive for earnings for my family so my family can live a better life," Hasrul said. Being a truck driver provides him with a good source of income for his family and to raise his children. "When I drive, it lifts up my spirit and it gives me satisfaction." He said that being a driver makes him feel free (bebas) when driving and that he gets to go many places and enjoy the sceneries of different places is one of the perks of the job. "My favorite route is driving to Penang. With the highway, it is easier for me to drive."

Being a family man, safety is important to him. When driving, he will think about his family and that is why safety is very important for him. When on the road, the safety of other participants is also a major concern for him and the braking system is one of the most important features. The overall comfort of the truck, with a spacious cabin, air conditioning and comfortable bed, as well as the exhaust brake and the powerful pick-up, adds to the safety. According to Hasrul, being well rested is one step closer to being a safe driver. "The cabin is my home away from home. Usually if I am very tired I will take 5 hours sleep. It is important that the cabin is comfortable." **T**



Company Snapshot

UD Trucks

UD Trucks is a leading Japanese commercial vehicle solutions provider, active in more than 60 countries on all continents. Since its inception in 1935, the company has been an innovation leader with a clear vision to provide the trucks and services the world needs today.

The company is committed to go the extra mile for smart logistics with the most dependable solutions for demanding customers. To best support across applications and geographies, UD Trucks offers a full range of heavy-duty trucks - Quon and Quester, medium duty trucks - Condor and Croner, and light duty trucks - Kazet and Kuzer, as well as associated operational and financial services.

UD Trucks is a proud member of the Volvo Group, which in 2017 had net sales of 335 BSEK and 100 000 employees globally.

Tan Chong Industrial Equipment Sdn Bhd

Tan Chong Industrial Equipment Sdn Bhd is a subsidiary of public-listed Tan Chong Motor Holdings Bhd. It is the authorized distributor for UD Trucks Corporation, Japan, the manufacturer of UD range of heavy commercial vehicles, in Malaysia. Since the first introduction in 1978, Tan Chong Industrial Equipment has made UD Trucks one of the leading makes in Malaysia with more than 45 000 UD Trucks vehicles on Malaysian roads to date.

ASIAN TRUCKER DRIVERS CLUB

UPDATE



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Apa kata Itam Rusli Bin Zabidi tentang produk Shell Rimula:

Slogan : Di mana jua saya pergi, berkerja atau bercuti, Shell Rimula produk adalah pilihan pertama saya. SHELL RIMULA TERBAIK DI ANTARA YANG TERBAIK.

Nama	: Itam Rusli Bin Zabidi
Umur	: 47 Tahun
Syarikat Berkerja	: Aim Trans Haulier Logistic
Pengalaman Berkerja	: 27 Tahun
Pengalaman Memandu	: 24 Tahun
Tempat Tinggal	: Rantau Panjang Klang
Status	: Berkahwin
Hobi	: Berkebun, Menonton TV

Pengalaman baru Mohammad Zaini Bin A. Hamid sejak menggunakan produk Shell Rimula.

Slogan : Terokai pemanduan yang hebat dan lancar sepanjang hayat dengan minyak Shell Rimula.

Nama	: Mohammad Zaini Bin A.Hamid
Umur	: 40 Tahun
Syarikat Berkerja	: Segamat Inland Port
Pengalaman Kerja	: 5 Tahun
Pengalaman Memandu	: 19 Tahun
Tmpt Tinggal	: Padang Jawa, Klang
Status	: Berkahwin dan mempunyai 3 orang anak
Hobi	: Bola sepak & Badminton





Shoot from the Hip: Asian Trucker Drivers Club goes to "War"

The Asian Trucker Drivers Club will be going the extra mile by providing valuable training to members to enhance skills and to keep up with the latest technical developments. Companies may register their drivers as incentive or to outsource their training to Asian Trucker. Besides training, the Asian Trucker Drivers Club will also host member events to meet and celebrate their profession. And once a year we are just having some fun!

This year, Asian Trucker decided to switch from GoKarting to hosting a Paintball tournament. On the 21st of September, some 30 members showed up at the Mudtrekker Paintball arena to battle it out. Five teams were first briefed in the rules of the game before going to war. Each team had to play several rounds to gain points before a semi-final and final took place to determine the winning team. Teamwork and communications were key to successfully knocking out the opponent. Many walked away sweaty, bruised and dusty, but with a smile on their face as they all had a good time.

Supporting the event was Suzanne Ooi, an old friend of Asian Trucker, who took the opportunity to educate drivers about wellness. Setting up at the venue, together with friends, offered a wellness check-up for the drivers at no cost. "These things matter as the drivers may not be aware of how they can be healthier in their daily routine. It is also great to see so many familiar people here at the event," she said.

Asian Trucker would like to thank the main sponsor of the event, Vertex Mission, as well as all other sponsors of the club, including Shell Rimula as the Premium Sponsor and NITTSU Transport.



HINO TOTAL SUPPORT CUSTOMER CENTER



Daihatsu Kickstarts Driver Safety Training Programme

Daihatsu Malaysia launched the first instalment of the Driver Safety Training Programme to encourage safe driving habits among its fleet customers.

Daihatsu Malaysia Sdn Bhd (hereafter referred to as DMSB) held its first ever Driver Safety Training Programme for its fleet customers on the 6th of August 2019. The full-day programme was carried out at the Hino Total Support Customer Centre (HTSCC) in Sendayan, Negeri Sembilan.

Held in collaboration with Yamato Transport (M) Sdn Bhd (hereafter known as YTM), the programme was tailored exclusively for DMSB's fleet customers through the recently launched Daihatsu Business Fleet Programme that provides SMEs, company fleet operators, dealers and renewal customers with solutions and service support to maximise their fleet's potential.

Arman Mahadi, Managing Director of DMSB said at the event "Road safety is something that we take very seriously at Daihatsu, and together with YTM, we believe that the Daihatsu Drivers Safety Programme will benefit our customers as well as others on the road. Safe driving behaviour begins with the drivers themselves, and we hope that this training will raise awareness on the importance of being safe on the roads and how to ensure that they play their part."

The partnership between both DMSB and YTM leverages on both companies' experience and capabilities from Japan and Malaysia by incorporating a Driving Aptitude Test (DAT) which assesses a driver's personality, safe driving behaviour, perception of danger, speed estimation, reaction times and steering wheel operations. It is worth mentioning that YTM is currently the only training provider in Malaysia that incorporates the DAT syllabus into a road safety training programme.

The 30 participants were divided into three groups whereby each group underwent four different programmes namely Driving Aptitude Test, Kiken Yochi Training (a programme known as hazard prediction training designed



to look out for danger), Inspection and Blind Spot Test and lastly a driving course in the track area.

Participants were also encouraged to carry out the seven step daily vehicle inspection routine to ensure that their vehicle is in good condition to prevent accidents and reduce maintenance and repair costs.

Tuan Syamim B. Tuan Zu from Soon Seng Motor Ent is a participant of the programme. When interviewed on that day, he said that he is glad that he was given the opportunity to join the training. Representing his dealership, he appreciates that after having undergone the training, he will be able to better understand the vehicle that he sells to his customers. Tuan Syamim further said that “the knowledge that I have gained from today will benefit me as an everyday

driver. Road safety is everybody’s responsibility and the programmes taught today reflect that. The driving course also allowed me to understand what commercial vehicle drivers go through on a daily basis. It was not easy manoeuvring the Gran Max through the tight and challenging course. I would like to thank Daihatsu for providing me with a valuable lesson today.”

Through the programme, DMSB hopes to assist drivers in improving their driving skills and techniques, thus contributing to lowering the risk of road accidents occurring amongst commercial vehicle drivers. According to representatives at DMSB, the company hopes to hold more training sessions in the future including more advanced programmes for its fleet customers under the Daihatsu Business Fleet Programme. **T**



Yamato Transport (M) Sdn Bhd is a subsidiary company of Yamato Group that provides one-stop logistic solution services in Malaysia. Their services comprise of air, land and sea freight forwarding, warehousing, distribution, TA-Q-BIN courier service, TA-Q-BIN Cash on Delivery solutions and international removal service. With years of experience in the logistics industry, the company believes that it can become one of the best solutions providers in distribution and lifestyle support. Being Daihatsu Gran Max users themselves, YTM is well-suited to design and construct the training module. The company currently has a fleet of 40 Daihatsu Gran Max.

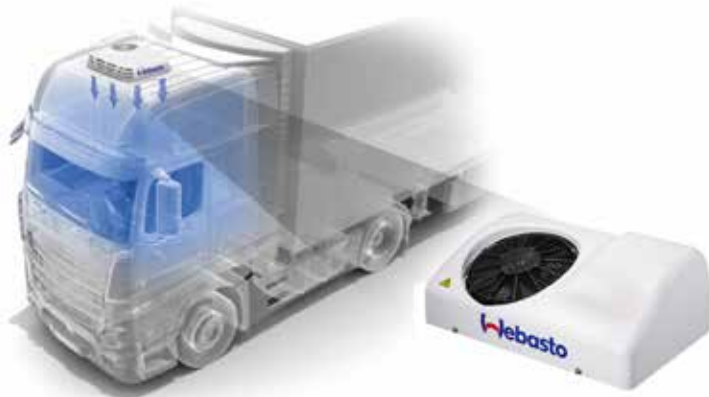
Being a logistics company, they use public roads daily to pick up and send out customers’ shipments. Hence, it is important for them to ensure that their vehicles are all well maintained and YTM drivers are trained to drive safely. They host the “Zero Accident Campaign” twice a year to remind employees of the importance of road safety and the precious value of life. They are proud to say that their efforts have brought them working together with the Malaysian government agencies to promote the Road Safety Campaign.



Distributor/Dealer Expressions of Interest

Truck Parking Cooler Installation & Service

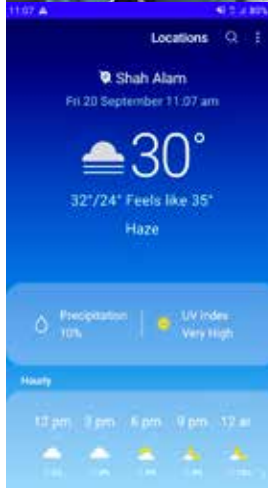
Webasto Thermo & Comfort, leaders in comfort solutions for the Truck Industry are looking to Partner with experienced Truck Parking Cooler/Air Conditioning installation and service providers in Malaysia.



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Director of Customized Solutions Business Asia
Webasto Thermo & Comfort Australia Pty Ltd
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Kirrawee NSW 2232, Australia

svc-info@webasto.com
Ph: +61 (0)2 8536 4850



Scania Goes Dark to Raise Awareness for Climate Change

It could not have been a “better” timing to discuss the subject of climate change and how all of us can make a difference when Scania Malaysia and Singapore switched off the lights, PCs and other appliances on Friday 20th of August. The activity was to be carried out in all Scania locations globally, with some 50 000 personnel attending.

Reminding of the impact of human behaviour was a thick curtain of haze when Tom Kuiphuis, Scania’s Pre-Sales Director, Southeast Asia, explained to the staff of Scania what the activity is all about. Going through a number of presentations and a quiz, members of Scania were to be made aware of the impact that certain measures can have in order to reduce an individual’s footprint. “IF we are part of the problem, then we need to be a part of the solution as well,” he said.

Henrik Henriksson addressed the assembled staff in a pre-recorded message to highlight the importance of the discussion and initiative. Later on, several departments presented ideas on how to be more environmentally friendly. For example, computers can be switched off when not in use during the lunch break and old mobile phones and PCs are refurbished and offered to staff to give them a second life.

During the session, Kuiphuis also encouraged staff to come forward with ideas on how to become more environmentally friendly in the Scania Malaysia Headquarters. These ideas are to be collected and implemented if feasible. Ideas with other Scania offices were exchanged in a live-broadcast that had been arranged.



Company Snapshot: Lik Thong Resources

Since it was established in 2008, Klang-based Lik Thong Resources has prided itself as a distributor of high quality truck tyres. Chief Operating Officer, Eric Puah said that they began by promoting industry truck tyres and its related skills. In order to respond effectively to the market trends, they brought in Chinese truck and bus radial (TBR) tyres as well.

Puah added that there are various brands at different quality and price points for Chinese TBR tyres in the market. "This is why we chose to work with Aeolus. Aeolus is ranked among the top 20 tyre manufacturers in the world. We saw the growing potential for Aeolus tyres in the Malaysian market."

The working relationship with Aeolus led the company to collaborate with Prometeon Tyre Group (PTG), a result of the merging of Aeolus and Pirelli Industrial. This allowed Lik Thong Resources to add Pirelli TBR tyres in their product offerings. In 2017, the company was appointed by PTG as the exclusive distributor of Pirelli TBR tyres for the Malaysian market. With that, Lik Thong Resources is able to cater to a wide range of customers; Pirelli for the premium niche commercial vehicle tyre segment and Aeolus for the mid-range segment.

Lik Thong Resources currently has a network of eight dealers across Malaysia and has plans to add more into its network. "We are looking for the right dealers to work with. Some qualities we look for in dealers are dedication and

efficiency. We hope that our dealers are able to advise their customers with the correct tyre for their usage. We sometimes see customers using the wrong type of tyre and that can result in a need to change tyres very often; which incurs high costs. There are different types of tyres for different usages such as off-the-road tyres, trailer tyres and tyres used for mining. Using the right tyre for certain tasks will prolong the lifespan of the tyre and avoid unwanted delays and accidents" Puah stressed.

At the moment customers are able to receive their tyres within 48 hours for those in West Malaysia. Puah hopes that in the near future, the delivery time can be shortened to 24 hours. **FT**





Expert Truck Dismantlers Sends Your Trucks and Parts

During MCVE we met with Pdraig Smyth, who has been in Malaysia to promote his business where his customers are. “Expert Truck Dismantlers has a wealth of experience and expertise in commercial vehicle dismantling and we are always on the end of the phone to deal with any queries that our customers may have. Our well-appointed premises in Williamstown, Co Galway, Ireland consists of 6 buildings,” he says. They also have a yard in the UK, where they hold used trucks for Exporting and Dismantling. Several employees search Ireland and the UK for used trucks.

The yard is well organised, tidy whereby parts are shelved/racked away and readily available for customers. All our 2nd hand parts are cleaned, checked and tested to ensure their durability and efficiency. We stock a wide range of new spurious parts. We also stock re-conditioned units on the shelf and offer a warranted re-conditioning service on HGV differentials, gearboxes and steering boxes.

The company strives for compliance including Treatment operations for depollution of end-of-life vehicles include: removal of batteries, separation collection and storage of fuel, motor oil, transmission oil, gear box oil, hydraulic oil, cooling liquids, anti-freeze, brake fluids, air con systems and other fluids contained in the end-of-life trucks, unless they are necessary for the reuse of the parts concerned.

“For as long as I can remember I have grown up around trucks as my father had a Waste & Haulage Company giving me a huge interest in trucks, my brother is now in charge of this business. I left school at the age of 16 to start my apprenticeship with my fathers’ business. From there I moved to Volvo to finalise my apprenticeship with them to gain more experience. Next I moved to Australia for two years, working on all HGV’s.”

He then moved back to Ireland where Smyth commenced working with a large Haulage company being in charge of their maintenance and all workshop jobs for a fleet of over 100 trucks. In the meantime, he bought two trucks to

dismantle and evaluate if there was a market to set up a business in the West of Ireland. “I soon realised from all the phone calls I received that there was a huge demand for this.”

Encouraged by the initial response, he opened his own business, Expert Truck Dismantlers and Sales in a yard in Williamstown, Co Galway, Ireland. The company is now operating with four recovery trucks within Ireland and the UK to recover trucks for export and dismantling.

Smyth explains that “Due to our dismantling a large selection of late damaged Heavy Commercial trucks, we can offer a varied range of components for the export market.



Padraig Smyth (second from left) at the Malaysia Commercial Vehicle Expo 2019

From our online database you can see we hold large stocks of popular components. We also hold a large selection of damaged truck engines gearboxes differentials for parts and reconditioning use. Our offer includes special loading service to customers buying trucks or parts that are purchased from us. We can deliver to any location in Ireland or UK and also ship worldwide.

World-wide Orders

Step 1: Select your Truck

Visit the website and select the truck/parts you are interested in buying. Keep in mind which country/port you want the vehicle/parts shipped to. If they don't list what you want on the website they can source it for you.

Step 2: Contact us

The sales team is here to help and can be contacted by either phone or email. They will give you more information on the vehicle/parts and the shipping procedure.


Step 3: Pay for the truck

After you have agreed on the price and shipping details, you receive an Invoice with all our bank details via email. Once paid in full, your truck/parts will be shipped on the next available vessel to the destination of your choice.

Step 4: Documents will be in the mail

Approximately a week after the ship containing your truck/parts departs, all of the documents you will need to collect and register the truck are dispatched. The documents will be sent out via courier tracked service and you receive the tracking number via email.

Step 5: Truck Collection

You will need to arrange customs clearance and truck collection once the truck/parts arrives at your chosen destination. This can be done by appointing a clearing agent in your country. 



Daimler India Puts the Incredible into the Truck

Asian Trucker visited Daimler India Commercial Vehicles to explore their ultra-modern and innovative production facility and to test drive a truck model slated for introduction into Malaysia.

Chennai has long been a trading post for goods sent out to other parts of Asia. Even the East India Company felt that they needed to be close to the Straits of Melacca for their spice trade and Fort St George is the first English (later British) fortress in India, founded in 1644 at the coastal city of Madras, the modern city of Chennai. Now home to what could be described as a mega factory for Daimler, it has grown to a bustling city where “Brain is cheap”, making it a preferred location for industrial companies.

Incredible Project

Daimler Trucks is a major contributor of revenue to the Daimler AG (the listed holding). With over 80 000 employees, it generates some 38 Billion Euro in Revenue. When the brand looked for a strategic location to serve Asia and the rest of the world, it found a new home in India.

Daimler India Commercial Vehicles (DICV) was established in 2009 and the operations is headquartered in Oragadam near Chennai and sits on 162 ha (~400 acres) of land. What started as a greenfield project has now evolved into a major export hub with more than 4 000 employees. It is noteworthy that the first installation completed was the test track, which was opened in 2010. Addressing concerns about the branding, Daimler decided to label the vehicles made for the local markets “Bharat-Benz” whereby the brand was unveiled in 2011, one year ahead of the plant inauguration and introduction to the market.

Locally Sourced for Export

As with any other local production, the key to reducing cost and building in flexibility is to be able to source components and parts locally. Since the region is already home to many industrial companies, this was something that DICV enforced. Today, the locally sourced content makes up more than 90 percent. The supply chain is comprised of over 350 domestic partners, of which 50 percent are located in Tamil Nadu, the region in which DICV is located. Suppliers are either homegrown local companies that can manufacture to the high standard of DICV, or subsidiaries of international brands that have also set up their production here in order to serve the local market.



Build with future growth in mind, the world-class manufacturing plant has a capacity of up to 72 000 truck units and 1500 bus units per year. From here, DICV is serving 50 truck markets and 18 bus markets across the globe. Locally, a network: more than 200 dealer-run sales and service touchpoints across India serves customers that have bought Bharat-Benz.

Full Range

It is noteworthy that the plant produces trucks for four brands and is exporting products to 50 markets under FUSO, Bharat-Benz, Mercedes-Benz and Freightliner brands. DICV offers the full 9t-55t range of BharatBenz trucks, which was launched in India in 2012; more than 90 000 BharatBenz vehicles handed



Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (Sixth from right)

gearbox that is made for Mercedes Benz. The DICV management team is proud of this as it shows that, clearly, the quality levels of the plant matches that of the brand, just as in any other Daimler plant in the world. Speaking to the heads of DICV, Asian Trucker learned that the management sees potential to increase the services that can be provided from here. Research and development as well as sourcing for components and design services are some of the areas that can be boosted to benefit all brands globally. Economies of scale can be achieved while leveraging on the cost savings through producing in India.



Green Production

Starting from scratch, DICV could also ensure that green concepts were incorporated. When approaching Chennai by plane from the right direction, one can even see the huge Daimler logo which sits in a field of solar panels. The environmental management system is certified according to ISO 14001:2004 and major awards in 2017 for Environmental Management (Golden Peacock Awards) and Energy Management (CII Energy Circle) have been won.



Green production efforts include utilization of renewable energies (photovoltaic field on site, procurement of green power), water conservation and management ("zero discharge"), waste management, tree plantations (more than 16 000).

Synergies

During the company presentation it was learned that DICV has a high level of autonomy. Local management has almost 100 percent autonomy. However, Pradeep Kumar Thimmaiyan Vice President Product Engineering – Entire Vehicle India, said that it would be unwise not to use the synergies that are possible being part of the Daimler network. Access to other development centres and the global reach of the brand allow for the development of products that suit every market.

over to customers. The domestic product portfolio expanded with BharatBenz buses and a Mercedes-Benz coach in 2015. Since then more than 2 800 buses were handed over to customers.

The milestone of producing 25 000 units was reached already in August 2019. The milestone vehicle, a Fuso FJ 1823R, was shipped to Saudi Arabia.

Mr. Satyakam Arya, MD & CEO, Daimler India Commercial Vehicles, said, "The milestone of crossing 25 000 units in exports illustrates the demand & acceptance of our products in global markets. It stands testimony to the quality and efficiency of the products that are built in India by Daimler. With new markets constantly getting added to our export fold, our Indian operations will continue to play a strategic role in Daimler's growth story."

DICV's exports increased by 8 percent to 7 054 trucks in 2018 (2017: 6 553 units). DICV has also been growing its parts business with over 100 million parts being exported to other Daimler entities. One of the products manufactured is a

He said that the development of some trucks was done by taking the best of both worlds, the Mercedes and FUSO platforms and combining them to a truck that is derived from market demand. "We are able to offer products that cover the ranges of Euro 3 to Euro 6 trucks and we can also work on products that are to be sold outside India only," he told Asian Trucker.

Global Daimler Quality

Recently, DICV has been awarded "CV Manufacturer of the Year" in the CV Magazine Awards, which is sponsored by Apollo tires. However, the accolades of the firm extend much further. The "Quality triple" of major certifications was achieved within four years after the start of production: Quality Management System (2013), Environmental Management System (2015), Occupational Health and Safety Management System (2016). The plant is certified according to global standards IATF 16949, ISO 14001, ISO 45001. In doing so, Indian products assure the quality of Daimler's DNA.

Trucks are being tested around the globe under real-world conditions. Mexico, Chile, Dubai, India, Kenya and Indonesia are testing locations where the trucks are subjected to tough tests to prove their mettle. The state-of-the-art Quality Lab and test track on site to ensure stringent standards. The QM Central Lab has been granted accreditation by NABL as per ISO / IEC 17025 : 2005. The ISO norm is an international standard for testing and calibration laboratories. This makes DICV the first within Daimler Trucks to get such accreditation.



However, this is only part of the stringent procedures that are carried out to ensure each truck is manufactured according to the highest standards. Quality assurance is an ongoing task, therefore, multiple quality checks in the assembly line are done including end of line inspections. The manufacturing process itself, which is overall highly automated, utilises for example KUKA robots for cab welding. This is identical to what is done with the Mercedes-Benz brand in Germany.

About Hap Seng Trucks Distribution Sdn Bhd

Hap Seng Trucks Distribution Sdn Bhd is a wholly owned subsidiary of Hap Seng Consolidated Berhad, a public listed company on the Main Market of Bursa Malaysia Securities Berhad with a market capitalization of approximately RM23 billion. It is a diversified group with six core businesses – plantations, property investment and development, credit financing, automotive, fertilizers trading and building materials.

Hap Seng Trucks Distribution is the exclusive general distributor of Mercedes-Benz trucks, Mercedes-Benz vans and FUSO trucks in Malaysia. The sole distributorship encompasses the handling of import, assembly, wholesale distribution and after-sales services of Mercedes-Benz and FUSO commercial vehicles in the country.

Test Drive at Source

Two groups of customers and dealers were taken to India to visit DICV to gain a first-hand impression of the facilities and to learn more about the FUSO brand. One of the participants was Mr Saikairan of SKTS Enterprise Sdn Bhd. The company has a fleet of over 100 trucks. "We are transporting fast food items. Five of our trucks are reefer trucks. In total we have 80 FUSO trucks already and we just ordered two more," he said. Bringing with him the experience of having been a driver himself, he is eager to get his hands on the steering wheel of the trucks.

While he has been to India many times, this was his first time to visit DICV. When Hap Seng previewed the FJ in Malaysia, Saikairan was asking for a test drive, to which his contact in Hap Seng said that the vehicle is best to be tested in India, where it is being produced. "So, today I came here to see this factory and to test drive



Mr Saikairan of SKTS Enterprise Sdn Bhd (Middle)

The group from Malaysia was specifically invited to Chennai to have a closer look at the FJ model. The DNA of MB Axor exists in the FJ series of trucks manufactured in India despite more than 90 percent localization. Each truck being rolled out to markets undergo extensive testing as per Daimler's quality standards. All trucks from Chennai are run through the test track, clocking in about one million kilometers in high road and rough road testing.



Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (HSTD)



the truck." He said that in the DICV plant he learned more about the production of the trucks as he was allowed to get closer to the action. "In other plants you are not allowed to go down to the production floor and you can only see from far." Following the visit to the DICV plant he said that he has learned something and that the trip overall was a success.

FUSO Wheeling and Dealing

Also joining the group was Book Lim Guan, Head – Sales of Vista Wheels Sdn Bhd. As an authorised FUSO dealer, he took a few of his customers to DICV with the intention to bringing them closer to the brand. Vista Wheels is a well-established dealership with their premises along Jalan Sungai Buloh.

It was also his first visit to the plant and he hoped that the facility and vehicles driven during the test drive would impress the clients. Book hopes to be selling the FJ models in order to fill a gap in the portfolio of his fleet customers. "Many of our clients already have smaller FUSO trucks and the FJ model fits nicely for those that need something slightly bigger," he explained.

"Seeing the vehicle is one thing, but experiencing this plant is a different matter." For him, it was an experience not to be missed as he can now compare the local assembly in Pekan, Malaysia, with a full-blown production facility under the Daimler umbrella. "It is good to see the entire production."

During the preview of the FJ model, Book already noted interest from many of his fleet customers. "I hope that we will close more sales following this visit and perhaps we can do this more often. In my view, this is very beneficial for the clients too."

Bringing it Back to Malaysia

Having been to India twice within 20 days, Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (HSTD) draws some conclusions on the activities. "The idea was to launch a new truck and to make that exciting and beneficial for customers and dealers. It has been several years now since we last introduced a new truck into Malaysia. We wanted to clearly showcase that the product quality is outstanding," Schneider said. One of the misconceptions one will have to deal with, according to him, is that clients may not believe that a product made in India can be on par with Japanese or German made trucks.

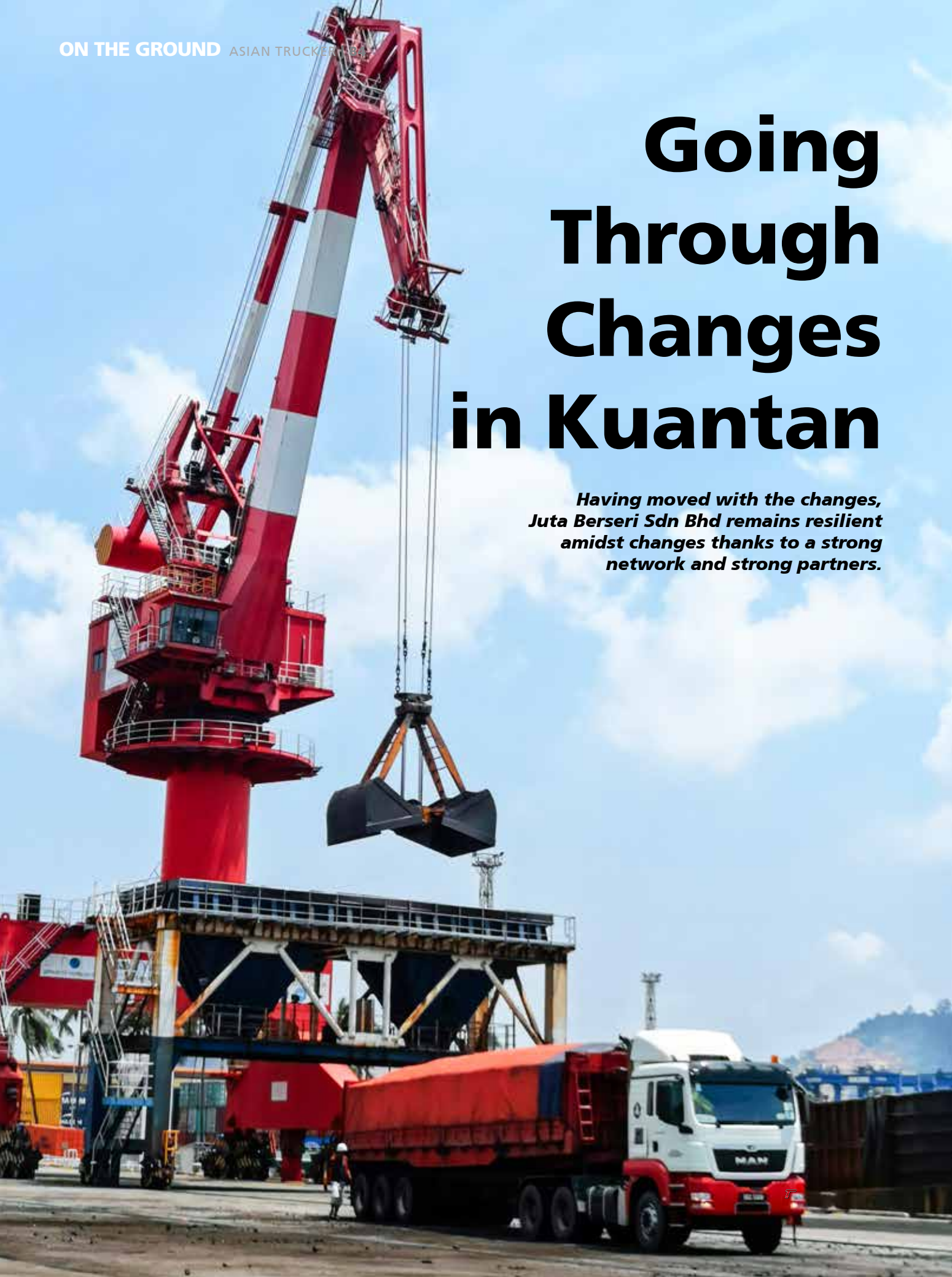
With an investment of over 4 400 crore, the production facilities are among the most modern in the world and the effort to inculcate a culture of high quality has born fruits. "In the future, I don't see any reason why we should not import more models from here. Clearly, the quality level is up there, and Malaysian customers will recognise this," he said. HSTD's management wanted customers and dealers to see and experience this firsthand.

Customers on the tour were chosen based on the level of interest they have shown during the preview as well as giving an opportunity to go to India to those that already use FUSO trucks. In addition, HSTD staff came along. "I think this is very important. These members of our staff are the interface to the customers, the dealers and the production and they, too, need to be equipped with the confidence and knowledge on how to convince the customers." In summary, Schneider has seen a lot of encouragement. There has been a shift in perception in the people that came to see the production. "However, now we need to prove that the trucks can perform in the daily operation of our clients." Schneider promised that HSTD will continue to improve the service.

When asked about the possibility to extent the product range offered in Malaysia by buses, Schneider said that this is not a priority, however, did not rule it out if the line-up and demand in Malaysia match. "I emphasise it again that we will continue to be committed to enhancing our service where we can. While that is not always easy, but we clearly go this way." **T**

Going Through Changes in Kuantan

Having moved with the changes, Juta Berseri Sdn Bhd remains resilient amidst changes thanks to a strong network and strong partners.





When talking about the East coast of Malaysia, Kuantan is synonymous with this term. Kuantan is the state capital of Pahang, Malaysia. It is located near the mouth of the Kuantan River and faces the South China Sea. Kuantan is the 18th largest city in Malaysia based on 2010 population, and the largest city in the East Coast of Peninsular Malaysia. It has been expected that Kuantan will be officially declared as a city in 2019. Over the past years, the business of transportation has seen major changes. In exclusive interview with Gan Pek King, Asian Trucker learns about how the requirements have changed over the years and how the company stayed relevant.

Before taking over the transportation business from his father, Gan has been a truck driver. Moving up, he made use of his vast experience and Gan relocated to Kuantan in 1984. This was motivated on market analysis that revealed that Kuantan offered the highest transportation fees in the country. At the time, Gan would move goods on a route that took him from Johor Baru to Kuala Pilah to Kuantan and back to Johor.

Securing a contract from Felda, Gan would initially move fertiliser and palm oil kernels. While the chemicals had to be moved into the estates, the return trip would be made with a truck loaded with kernels. While busy with the transportation of the goods, he also kept busy with the extension of his network among the business community

and with it the customer base. At the peak, the company was running some 60 trucks. "Back in the days, we all operated based on trust. When someone said that a deal is on, it was on," Gan recalls.

Eventually, Iron ore became an in-demand commodity from Kuantan. "Typically, when you move fertiliser, your return trip is empty. I saw an opportunity in filling the return trip with iron ore." However, he realised that iron ore may yield less income, but fertiliser is a risky good to move. "You can steal fertiliser and sell it to farmers. Iron ore is of no use for anyone other than those that process it." Eventually, Gan switched his business to only handling iron ore. "I was the first one in Kuantan that used tipping trailers."

Fuelled by an increase in business volume, others are following Gan in his ambition to succeed in Kuantan. Seeing an increase in activity, MAN has put Goh Boon Leng in charge of the locale and he is to ensure that the fleet of Jura Berseri's trucks runs without glitches. As a tough job requires tough equipment, Gan initially trialed a reconditioned MAN truck, imported from Europe. "Roads are easy for most trucks. It is when you go off-road that is the challenge!" Gan is convinced that "If a MAN cannot climb up the hill, no other truck can make it." Meanwhile, with the change of direction for the business, he has also reduced the fleet-size to 36 as the business is now more focused. **F**



Four More Kingo Variants from R & A

R&A Marketing Sdn Bhd (a subsidiary of Sendok Group), a sole distributor of King Long Minivan in Malaysia since the year 2010 has recently launched the new CAM Kingo series, a new van series under King Long This year, Sendok Group is also celebrating the commemoration of 10 years cooperation with Xiamen King Long United Automotive Industry Co, Ltd.

CAM Kingo series is available in four different variants, and by far the most complete van range in town. It is available in Kingo Ute Window, 15 seater basic spec; Kingo, 15 seater comfort spec; Kingo Plus, 18 seater comfort spec; and Kingo Ute Panel; high roof panel van with 9.2m³, which is the biggest panel van in its class. Available in different sizes and specifications, it is deemed to be the best in value, versatility and practicality for various commercial applications. The addition of CAM Kingo series complements the current CAM van range and fills up the current vacuum in its class.

The CAM Kingo series comes in powerful 3.0L Common Rail Turbo Intercooler Euro 3 diesel engine with the max power output of 110kW/3400rpm and max torque of 370Nm/ 2000rpm. It is equipped with LED daytime running light, halogen projection headlamp, chrome honeycomb grill, sporty 16" alloy rim, double rear cooling coil unit with 9 air vents, semi fabric seats and dual sliding door. It also comes in full safety features of ABS+EBD and reverse camera with sensor.

CAM Kingo series is highly suitable for courier service and logistic, semi-panel van, ambulance, hearse, and utility van. According to a spokesperson of R&A Marketing , the new CAM Kingo series is targeted towards new business owners and companies who wish to increase or upgrade their fleets.

Aimed at the SME market, the latest additions to the Kingo line-up are offering higher payload coupled with more comfort for the driver.




The CAM Kingo series comes with 5 years or 150 000km warranty (applicable for private & commercial



registration) whichever comes first. It is also supported by a 24/7 hotline, 65 nationwide CAM service dealers and free nationwide towing service within the warranty period. The selling price of CAM KINGO Series starts at RM99 000 (selling price only).

During the launch, Mr. Gwee Bok Wee, Group Managing Director & Chief Executive Officer of Sendok Group says that, "In conjunction with the revised New Automotive Policy (NAP), Sendok Group plans to bring in Green Vehicles in expanding its vehicle range. The CAM Kingo series will expand to include the Electric Vehicle, whereby King Long, in China readily have the technology and technical know-how of the products."

Mr. Gwee says that Sendok Group's turnover under the new commercial vehicle segment has grown to RM300 million last year during the past 10 years and is building a new manufacturing plant with plant size of 10 acres (400 000 square feet) located in Klang, targeted to be ready in year 2020, in order to expand the market. A total investment of RM50 Million is being invested in the project.

"In conjunction with the Industry 4.0 application, the new manufacturing plant shall also adopt more automation and digitalization. With this new production capacity, Sendok Group targets to be able to cater to the bigger demand of South East Asia market and to capitalize on the ASEAN Free Trade Area and move towards the international market." added Mr. Gwee Bok Wee. 

Commemoration of 10 years cooperation between Sendok Group and Xiamen King Long United Automotive Industry Co., Ltd.

In the year 2010, Sendok Group brought in the 1st unit of King Long Placer CBU into Malaysia, which also signifies the venture of Sendok Group into new commercial vehicle line and the embarkment of King Long minivan in Malaysia.

King Long Placer has been titled "The Most Economical Van" in Malaysia since then. It is popular for companies and corporates as excursion vehicle, school bus, goods carrying van etc. Along the 10 years, King Long minivan has been well accepted by corporates and public in Malaysia.

R&A Marketing Sdn Bhd now carries King Long Placer and CAM Kingo series, totalling 8 variants of vehicle from Xiamen King Long United Automotive Industry Co., Ltd.



HINO 700 with AMT

Recently launched, the HINO 700 with Automated Manual Transmission (AMT) is set to offer more comfort and easier driving to the operator. While the use of an AMT requires some training, the system will ultimately be more fuel efficient. Asian Trucker took the vehicle for a short drive around the HINO Total Customer Support Centre.

Impressions

The AMT version is easily recognisable by the chromium plated grill, whereas the manual transmission version sports a black plastic front. Access to the cab is easy and there is plenty of space. The cockpit offers functionality without being overloaded with buttons and displays. With the equipment on board, the vehicle does not compare with its European brothers, which sport a lot more tools and toys, but for a workhorse, the HINO 700 has all one would need.

The Drive

The AMT gearbox will need a bit of practice, but it is easy to see how this variant will be a good option for operations that require slow drives mixed with cruises on highways. The manual option would be very suitable in urban settings while the truck will cruise in auto on open roads. The steering is extremely light, yet precise (Note: we drove the truck without load). **F**



SPECIFICATIONS


SS1EKRA-RAM (MT)

SS1EKRA-RRM (AMT)

Engine	Model		HINO E13C - TS (EURO 3)	
	Type		Diesel, 6-Cylinder, Vertical-in-line, Overhead Cam, Water Cooled	
	Displacement	cc	12,913	
	Max Output (JIS Gross)	kW (PS / rpm)	338 (460) / 1,800	
	Max Torque (JIS Gross)	Nm (Kgfm / rpm)	2197 (224) / 1,100	
	Bore & Stroke	mm	137 x 146	
	Fuel Injection System	Electronic Control, Common Rail Type		
Clutch	Max. Engine Speed		Rpm	
			2,150	
Clutch	Type		Dry Single Plate With Damper Springs Ø 430mm	
	Control		Hydraulic with Air Booster	
Transmission	Model		ZF16S2530TO (MT)	ZF16TX2440TO (AMT)
	Type		Sixteen (16) Forward and Two (2) Reverse Speeds, Overdrive, Synchronesh 1st-16th	Sixteen (16) Forward and Two (2) Reverse Speeds, Overdrive
	Control		Manual control with power shift	Mechanical Auto
Axle	Front	Type	Reversed Elliot, "I" section beam	
		Capacity	kg	7,500
	Rear	Type	Dual Drive, Full-Floating, Single Reduction, Single Speed by Hypoid Gearing with Inter Axle and Cross Differential Lock	
		Capacity	kg	26,000
Brake	Service Brake Type		"S" Cam Type, Drum Brake, Anti Lock Braking System (ABS), Full Air, Dual Circuit	
	Parking Brake Type		Spring Brake, Acting on All Wheels for Emergency and Parking Brake Purpose	
Suspension	Front	Type	Parabolic leaf springs with shock absorbers and stabilizers	
	Rear	Type	Semi-elliptic tapered leaf springs with shock absorbers	
Steering	Type		Telescopic and Tilt Steering Column with Locking Device, Recirculating Ball with Hydraulic Booster, Integral Type	
Wheels and Tires	Tire Size		295 /80 R22.5; Eleven (11) [including One (1) Spare Tire]	
	Rim Size		Ten (10) - Stud Wheels (ISO Type); 22.5 x 8.25	
Electrical	Type		24V, Negative Earth	
	Battery		12V x 2, Series Connection; 432kC (120 A - h) at 20-hour rate	
	Alternator Capacity		24V, 60Amp	
Fuel Tank Capacity	L		390	





Truck and Trailer: How to Make It A Winning Combination

Trailer manufacturers are like the heroes behind the scene, without them, prime movers will not have anything to transport.

Asian Trucker met the marketing manager of Budiwata Sdn Bhd, Fam Yew Cho who shared with us, the challenges faced by the trailer sector, with competition from China that posed a threat in the industry, as well as how the sector evolve in the safety aspects.

How it all started

Budiwata was established in 1994, where they started operations from a shop lot in Klang Jaya, offering engineering repair works. A few years later, the company shifted its operation to a factory area in Telok Gong. In 2005, Budiwata settled for a bigger piece of land, near the borders of Telok Gong, where they remained until today. To date, there are about 10 000 units of Budiwata's products on Malaysian roads.

Fam joined the company about 10 years ago, switching from his first job in the semiconductor industry, where he joined right after he graduated in the field of mechanical engineering and lasted 14 years. His late father was working in the trailer field. "During my childhood days, my father was in this field, doing tankers. The knowledge passed down from my father which led me to this field," Fam told Asian Trucker during an interview held at Telok Gong, Port Klang. He added that "Not many people like to venture into this trailer industry because lots of work are required hands-on job,"

Budiwata manufactures cargo trailer, box trailer, skeleton container trailer, low loader, specific engineering works like the overhead crane, forklift, and other heavy equipment for lifting purposes. Occasionally the company also manufactures some tankers. The skeleton container trailer is still the bread and butter for the company. "One of the advantages of our company is the location because we are near to the port, therefore, it is easier for customers to reach us. At the same time, we do not compromise on the products' quality," said Fam.



Fam mentioned that the trailer manufacturing industry is both labour and capital intensive, as well as the adaption to change of rules which happens regularly. "This kind of business needs a lot of manpower. On top of that, it requires a big piece of land, machinery, as well as a knowledgeable and experience workforce. We must always stay close contact and often keep in touch with authorities like JPJ and Puspakom," Fam said.

Intense competition

Fam revealed that the Chinese competition started to penetrate into the Malaysian market about five years ago. "We face fierce competition from China. China companies are trying many ways to sell cheaper than us. One of the biggest groups from



China is called CIMC. The group is not only doing various types of machinery, but they also have factories that build trailers," said Fam.

Fam explained that China manufacturers have the speed to build the trailers. "Once they have placed their order with the company, the Chinese manufacturers will immediately slot in the order in either one of their factories. They have a few factories all over China.

"Another issue with the Chinese competition is that they can set their margin very low because the government will subsidise them when they export the product," Fam said. He also said that "However, they have issues with aftersales."

Can't fully blame on Chinese competition

Fam said that the price war of the trailer industry is due to a chain reaction. This chain reaction starts from Malaysian hauliers and transporters, where they are having a tough time as the margin is very low for the services they are providing.

"So, when they order their trailer, they will also squeeze the price. We can't compare with Australia, New Zealand, or even European countries, as in Malaysia, we lose out on a lot of money to be made as the process to register

a vehicle takes much longer. Most of the clients will have the mentality of cost saving, they will cut every corner so that the cost is reduced."

"Unless the government specify or regulate such requirement, then they have no choice but to obey it," said Fam.

A report released by the Malaysian Investment Development Authority (MIDA) showed that the average haulage rates for 20 and 40 tonnes container, from Port Klang (North Port) to Kelantan, about 480km (298.3 miles) distance one way, will cost about RM 4 802.41. Based on the distance and cost, the cost to operate a prime mover is about RM 10 per km (RM 16.10 per mile). If compared to the average rates to operate a prime mover in Europe, it ranges from 2 to 5 Euro per km, while in Australia, it cost about AUS\$ 3 to 8 per mile.

Some might think that by comparing it dollar to dollar, Malaysian hauliers and transporters may have the highest margin. Nevertheless, the price of a prime mover is also higher compared to Australia and some European countries.

Fam suggested the government should consider giving tax incentives to help the local trailer manufacturers. "The abolishment of the Ad Valorem Registration Fee (AVRF) is great news, but we hope that the government may do something to protect us," Fam said.

Better technologies

Fam disclosed that moving forward, the company plans to increase more product range and hire more engineers, "To flex our arms in other sectors." He shared that the safety features for trailers had improved overtime. Features like side protection bar, rear protection bar, brake chamber, rear LED lamp, anti-lock braking system, and many more were introduced in the recent years.

"Malaysian adaption of these changes is not as fast as the European countries, but they are aware of it. Some customers pay more attention on safety as they realised that safety is very crucial for the business. Every accident that happened causes downtime for them," said Fam. **T**



Kudrat Hauliers Discovers the Benefits of Steelbro Sidelifters

One customer who recently took delivery of three SB450 sidelifters was Kudrat Hauliers Sdn Bhd. The Kudrat group of companies have been providing shipping and total logistic solutions to customers worldwide since 1984.

Solid Base

Kudrat has its own fleet of vehicles to transport goods. Under the umbrella of Kudrat Hauliers Sdn Bhd, with their own fleet, they have the flexibility of scheduling the delivery time in accordance with customer needs and urgency. Kudrat Hauliers was set up in 2013 to provide transportation services any time around the clock as and when required by customers. Already well established with a total fleet of 50 prime movers and 230 Trailers, the three new sidelifters represent a brand-new addition to the fleet and are expected to improve efficiencies.

Further Expansion

According to Kudrat Chairman, Dato Ashruff Hassan Bin M. Abu Bakar, the company chose these sidelifter units based on Steelbro's strong focus on safety and value for money. The new sidelifters will be used for short journeys and for transporting 20' and 40' containers. With the SB450 unit, transfers of containers weighing up to 45 tonnes can be made easily within a safe working envelope. According to Steelbro, Kudrat has an ambitious programme of growth and this initial order is just the beginning of its major expansion plan. Further units are expected to be

purchased later in the year. To support their investment, Kudrat is also taking advantage of Steelbro's five year after sales service package.

New Ideas

Having served in the air force, Mejar Hj Mohd Jamal Bin Idris TUDM (B) says he enjoys working, even after his retirement. Having held various roles, he is now the General Manager Logistics in Kudrat Logistics Division. "My specialty is actually in logistics and this role suits me well," he told Asian Trucker in an exclusive interview. He joined the company in 2014 to develop a new business unit, which is called Multimodal Transport Operator, which deal with the government. "Within our client base, we have a number of customers that require the use of sidelifters. And those needing this service need it a lot. Previously, we would hire third party providers with this type of equipment. We did the math and decided to get our own sidelifters so that we don't have to pay others."

Reliability and Discipline

A typical customer would be involved in import and export. Although




the goods are not moved over very long distances, the efficiency and reliability are crucial as clients depend on timely delivery. "As you know, in the military, one has to be highly disciplined. I personally feel that this is somewhat lacking in the logistics industry. We need to respect the requirements of the clients," Jamal said. Applying what he learned in his previous career, he addressed issues in planning and time management. One major shift in the mindset was to educate staff on who is "the real boss." Jamal said that staff needs to understand that the client is the real boss, whereby the company is responsible to fulfil the needs of the boss.

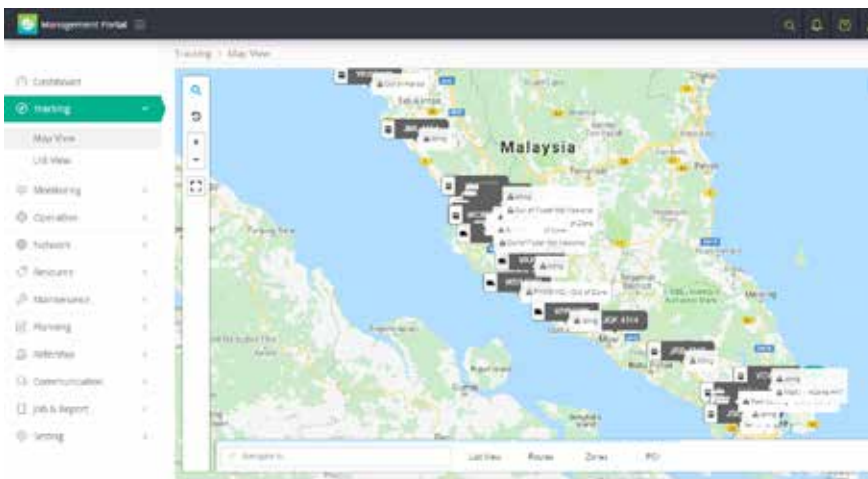
Happy Drivers

Kudrat Hauliers offers different levels of wages for drivers, depending on the skills needed for the job. As a side-lifter

has specific requirements in terms of handling, thus needing the driver to have additional skills, the drivers of the three side-lifters are paid more. Drivers need to be certified under OSHA regulations. Besides the additional income, drivers also value the fact that they drive more and don't have to wait for cargo to be unloaded from a standard trailer with a container on it. "Safety is a crucial aspect for us and we continuously train our drivers." Drivers also enjoy a nice environment with free breakfast for them.

Better Service, not Low Rates

Jamal cautioned that fighting for clients based on low rates is not healthy. "When you compete based on lowering the cost, you don't have loyal clients and you are exposed to a lot of competition. Anyone can just offer a lower rate." The three side-lifters are adding service offerings, hence Jamal is of the opinion that the company is well set up. "After only a short while we can say that the side-lifters have already helped us to improve our offering and to give better service to our customer," Jamal said in closing. 



Their latest solution not only tracks the whereabouts of goods on the move, but could reduce counterfeit products at the same time.

Its parent company PNMB is a security printing company that handles a lot of sensitive documents such as certificates, exam papers, document permits and relating to government processes. The company started this solution because of its internal requirement about two years ago.

“We started developing this platform more than two years ago and started implementing it in 2017 after some testing internally. We commercialised in 2018 and reached a point where we decided to launch it to the external clients as well. That is how PNMB InnoVentures was formed,” Mohd Hedzri said.

Mohd Hedzri mentioned that the platform goes beyond product authentication and identification.

“It goes to supply chain visibility. Now a company will know where the products are, how it moves, and they can use the information to optimise their distribution channels and manage the stock levels throughout the supply chain,” Mohd Hedzri said.

He mentioned that the products could be from pharmaceutical products, automotive parts, premium goods, perfume, skincare, or even sensitive documents.

“Basically, the products can be anything that’s valuable, to prevent any counterfeiting or falsification,” said Mohd Hedzri.

PNMB InnoVentures Monitors Entire Supply Chain

PNMB Innoventures Sdn Bhd, a fully owned subsidiary of Percetakan Nasional Malaysia Bhd (PNMB), has developed Identem, a platform to identify and track a product along the supply chain.

“We get a complete picture of how the product has moved, whether it is going through the right channel or whether it has been diverted without authorisation from the intended market,” said its chief executive officer Mohd Hedzri P Jaafar in an interview with Asian Trucker.

According to the most recent Organisation for Economic Co-operation and Development's (OECD) report, the sales of all counterfeit goods globally has reached US\$1.2 trillion in 2017 and predicted to increase to US\$1.82 trillion by 2020.

In another report by OECD and EU's Intellectual Property Office, trade in counterfeit and pirated goods has increased steadily in the last few years and now stands at 3.3 percent of global trade.

Based on the customs seizure data 2016, the counterfeit goods had accounted for US\$ 509 billion, up from US\$461 billion in 2013 (2.5 percent of world trade). These figures do not include domestically produced and consumed fake goods or pirated products that were distributed via the internet.

Mohd Hedzri explained that the idea is to be able to track the movement of the products in real-time, as it moves from the manufacturer to the distributor, all the way to the customers.

"There are two separate technologies that we are talking about here," said Mohd Hedzri.

Identem

The first one is the product serialisation platform called Identem, which stands for the 'identity of an item'.

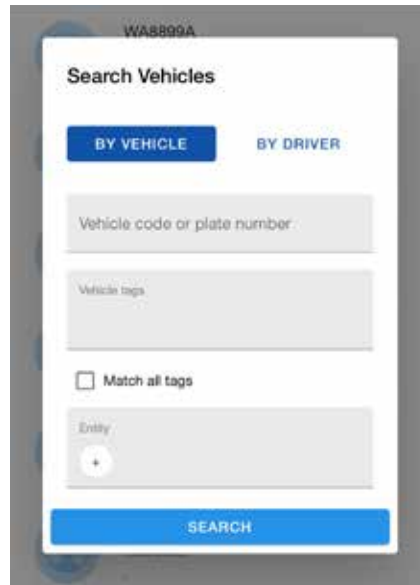
Identem works with multiple GS1-compliant coding systems and it has a template-based data structure for documents or products. The tracking can be monitored by the web-based portal on the cloud platform or even its mobile application. It is also able to customise the user engagement option and data analytics function.

Findme

The company also has a Smart Mobility solution named Findme.

Findme is a GPS-based tracking platform. It has a wide range of trackers and functional sensors to suit every need. It also has the integration capability with third-party devices and system.

The system is able to work as a fleet management system to track vehicles, personal tracking to track children or



school students, elderly and high-risk group, employee and high-risk workers, and also the deliveryman.

Apart from that, the system is able to work as a special purpose tracking, to track offenders, probationers, parolees, prisoners, detainees, convicts, and pilgrims. Last but not least, it can also be an Asset Monitoring system to ensure the containers machinery and valuable assets are tracked.

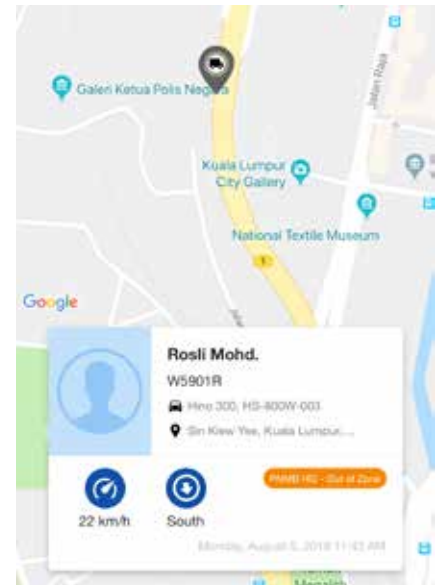
How it works

The company will start to uniquely identify or securely authenticate the smallest unit of products by using its platform. The platform has a few other functionalities such as the aggregation system.

"What this means is let's say 10 small units go into one box, 10 boxes go into a pallet and a pallet goes into the container. As it moves from the smallest unit to the subsequent packing levels, we aggregate the codes. By scanning the codes on the outside will automatically detect all the products inside the box or pallet," Mohd Hedzri said.

Mohd Hedzri expressed that there are various ways of product tagging or product authentication.

"It can work on bar-coding system, the bar-code can be a 1D bar-code or 2D bar-code like data-matrix or QR codes, or other proprietary codes. Printing method can either by laser marking, inkjet printer, security labels,



RFID labels, or other methods," said Mohd Hedzri.

He mentioned that the Identem platform is a point to point system.

"This is where each supply chain player from each stage needs to play a role. They need to conduct some form of scanning at each of this checkpoint, in order to capture the products' location and information, as well as how it changes hand from one party to another," he said.

Mohd Hedzri added that the two perspectives of point to point and real-time tracking is only possible if the company uses GPS tracking devices as well.

"In some cases, the bar-code scanner can be a mobile device that we can submit data in real-time, to the cloud server. We are able to combine these two platforms as certain consignment of goods goes into a vehicle and then the company can track it on the vehicle as it moves. The same data can be associated back to the main server," Mohd Hedzri said.

Mohd Hedzri expressed that the application is not just for premium goods, but also for food companies, especially multinational corporation food producers, who are able to track the source of their raw materials.

"Now they can make sure the raw materials come from a sustainable source or approved sources," said Mohd Hedzri. **T**

Malaysia has recently pushed for B10 Biodiesel and discussions are underway to increase the content of palm oil in the biodiesel. Other ASEAN countries are considering B30. We look at the technical aspects for filtration for Biodiesel.

What is Biodiesel?

In the global bid to reduce gases emission, a renewable and clean-burning alternative fuel is needed and biodiesel is viewed as a candidate for this mission. As the name implies, 'bio' diesel is of biological nature and produced from living things. Plants feedstock for biodiesel like palm oil is used widely in Southeast Asia, for instance in Malaysia, is currently on B10 biodiesel and Indonesia has an aggressive target of B30 by year 2020 heading for an eventual B50 target. Thailand is currently following the trend with plans to make B10 into the mainstream. Other feedstock include vegetable oils like rapeseed (Germany and Europe), sugarcane (in Brazil high proportion of vehicles are already on biofuel), recycled frying oils and animal fats.

The term 'biodiesel' refers to pure alternative fuel and the B factor is widely used to indicate the percentage of biodiesel in a mix. B100 refers to 100% unblended mix. When blended the mix can contains biodiesel with petroleum diesel in any percentage. Commonly, biodiesel blends containing 2 percent (B2) to 20 percent (B20) of biodiesel are used in most diesel equipment with no or minor modifications. Higher concentration of biodiesel can be used but this will necessitate the modification of the engine to avoid maintenance and performance issues.

Biodiesel and the Importance of Filtration

Blue·maxx
 Fuel filter insert with gasket set
 E1450KP01 D381



Technical data

EDP	1212230000
EAN	4030776046816
Status	Available
Packaging unit	1 / 6 / 480

Additional information

10 Micron	
RME-resistant	Yes
part of	H1451K

Filtration issues with biodiesel fuels?

Biodiesel has a reputation for shortening the life of fuel filters. Biodiesel has properties that may affect the fuel and engine system negatively if no precautions are taken. Fuel filtration is designed to protect the engine from undesirable contaminants and water and in this aspect biodiesel pose a considerable challenge to filtration which include:

- **Microbial growth** – Microbial contamination has become more pronounced since the introduction of ULSD, ultra low sulphur diesel, since sulphur is an effective agent in microbial growth control. In the presence of water and air, microbe will thrive and multiply. To aggravate the situation, the usage of ferrous metal in the fuel system like the fuel tank and filtration presents the iron element which is essential for the growth of microbes. The microbial growth appears as a layer of sediment which will clog the fuel filters.



Micro organism growth with presence of water

- **Hygroscopic** – Biodiesel has a hygroscopic property which means it allows water to mix in it. Emulsified water in diesel will be harder to separate and that will be a problem for modern engines designed with water sensitive injection system.
- **Solvent property** – Biodiesel (B100) acts as a solvent and will effectively removes varnish and hydrocarbons that are deposited in the fuel system, like the tank. The varnish and hydrocarbon disintegrate in the fuel and present themselves as contaminants in the fuel.
- **Unstable behaviour** – Stored in unfavorable condition, the shelf life of biodiesel mix can quickly varies and deteriorate under the influence of light, temperature, air humidity. Chemical contamination and organic contamination are the consequences of an improper storage. Additives are commonly added to stabilise the chemical process with the storage tank.

- **Gelling in the cold** – The cloud point or pour point are used to measure the behavior of diesel fuel under cold temperature at which they will start to gel or thickens. Compared to petroleum diesel, biodiesel gel under higher temperature than petroleum diesel.
- **Glycerin and Soap** – There are also problems with formation of soap due to catalytic reaction with “non-ferrous heavy metal” (Cu, Ni, Pb, Sn, Zn) in Biodiesel. Glycerin which is a byproduct of soap production in biodiesel forms additional clogging to the filter media.



Soap formation due to presence of non ferrous metal

Common fuel problems and what can be done?

Fuel problems can originate from various sources: (1) biodiesel, (2) petroleum diesel fuel, (3) various types of contamination and deposits, and (4) problems with storage vessels and fuel delivery system components including improper filters or the lack of filters in the system.

In general, to address these problems, the most obvious and direct action is to ensure that the fuel source is of the highest quality and that there is a suitable and adequate filtration onboard the equipment to manage the problem.

Fuel filtration considerations when using biodiesel?

It is inevitable that the power system of an equipment will be affected to a certain degree when biodiesel is added to the fuel system. The impact may be variable and it depends on the user's knowledge of engine requirement. A modern, high efficient engine will demand higher quality fuel and biodiesel will definitely be a concern. Fuel from a reliable source and a properly designed or selected filtration plays a big role in allowing the engine to deliver what it is suppose to do. Understanding the engine's requirement and the property of


biodiesel, prepares the user not only for what to expect but also what to consider when it comes to protecting the engine from bad fuel quality through filtration. The shorter life time for the filter is the most evident shortcoming of a biodiesel and a suitable filtration will consider the following:

- A good multistage water separation system
- Suitable sealing material which is resistant against solvent nature of biodiesel
- Provision for heating element to avoid gelling in cold climate
- Use of material which does not encourage microbial growth or glycerin formation
- Media material which is capable to removing contaminant and emulsified water
- Media material good load holding capacity to address any possible clogging due the property of biodiesel
- When added as a supplementary filtration, a low differential pressure is crucial to avoid starving the fuel supply

What can Hengst offer?

Hengst offers wide range of filtration solutions to address the concerns with biodiesel. For starter, Hengst filters are RME (Rapeseed Methyl Ester) resistant. A RME resistant filter is fitted with materials that are compatible with the aggressive additives found in biodiesel and the inherent solvent nature. For example, seals material will not expand or degrade due to chemical reactions. In addressing application which are not equipped to handle biodiesel, Hengst offers the Bluemaxx fuel module for added protection for your equipment.

How does the Bluemaxx design manage biodiesel?

- Bluemaxx incorporated multistage filtration to address contaminant and water separation
- Incorporate multistage filtration to ensure water separation effectively
- Bluemaxx module is free of Non Ferrous heavy metal, which avoid further soap/glycerin formation
- Free of Ferrous metal that are essential for microbes growth
- Bluemaxx has been tested to have superior DHC and water separation efficiency
- Superiorly low differential pressure
- Optional heater 



insects that could negatively affect plants and ecosystems.

On top of that, Restore Eco Pallet can be customised according to its clients' usage. It is safer for operators and products while handling as it doesn't use any nails and there are no splinters from the wood.

The Sirim tested and certified Restore Eco Pallet is made of recycled paper. It comes in two series - Compressed Paper and Honeycomb Board. Backdrop and smart curtain blinds can also be made by the materials.

"We don't have to harvest new resources to make our pallets. It is also lighter and cheaper than wooden pallets," said Lee.

"Some customers might need to use the pallet to support 500kg of goods and if we gave them a pallet that supports one tonne, it is considered as over spec and it is also not cost-effective," Lee said.

Lee expressed that depending on the client's demand, the company can also apply a water-resistant coating.

Nets Ecohaus was established in 2007 to help save the environment.

"The environmental issue is getting more serious. We think that everyone should take a step and to try to improve the environment," Lee said.

He mentioned that the company saw this opportunity as the parent company was using this paper pallet in their printing factory.

"From there, we noticed there's a demand for this kind of pallet," said Lee.

In a day, the company is able to produce 500 to 1 000 units of Restore Eco Pallets. **T**

Nets Ecohaus's cost-efficient pallets for exporters

Nets Ecohaus Sdn Bhd, a wholly owned subsidiary of Eco printing company Nets Printwork Sdn Bhd, has produced a new cost-efficient pallet for exporters.

According to the company's director Alex Lee Wai Meng, the new pallet called Restore Eco Pallet is also safer for the environment.

"Our idea is to focus more on export purposes because the Restore Eco Pallet is lighter, safer for the environment, no need to go through fumigation, easy for disposal," Lee told Asian Trucker.

Lee mentioned that if exporters were to use the wooden pallet for export purposes, the pallets has to go through the fumigation test because of the International Standards for Phytosanitary Measure No.15 (ISPM-15).

"As for Restore Eco Pallet, we are exempted from ISPM-15," Lee said.

ISPM-15 is an international phytosanitary measure developed by the International Plant protection convention (IPPC) that directly addresses the need to treat wood materials of a thickness greater than used to ship products between countries. Its main purpose is to prevent the spread of disease and

Golden Metal Pallet Sdn Bhd, which sells and develops metal pallets, expects its newly launched Light Steel Pallet to give the existing wood, plastic and paper made pallets a run for their money.

According to Eddie Soo, managing director of Global Metal Pallet, the newly launched pallets are more cost-efficient than most pallets in the market, which include wooden, plastic and paper-made pallets. As a result, this makes its pallets attractive for its target market, which includes logistic players and warehouse operators.

Soo revealed that the company started to develop the Light Steel Pallet in July 2018, and the product was finalised December last year. "It took some time for the new pallet to get its patent and test results from Sirim. It was in April this year when we launched this product," Soo said. He also mentioned that the pallets are made from galvanised steel, and therefore, it is cheaper than the plastic pallets.

"There are a lot of benefits and advantages with this metal pallet. It is lightweight and it has a high load capacity with a minimum static load of two tonnes. It is also easy to sterilise, easy storage for racking systems, durable, longer life-span (three to five years), anti-termites, anti-rust, anti-dampness, fire resistance, flexible temperature usage, recycle value of up to 15 percent from purchase price, save on fumigation cost, reusable and most importantly, it is repairable," said Soo.

An Alternative to Wood, Plastic and Paper Made Pallets



Soo added that this product can be customisable to customers' needs. "This is manufactured in Malaysia and we already got Sirim certified. Customers also can get free sample fabrication," Soo said. The Light Steel Pallet weighs from seven kilograms to 15 kilograms and it is able to withstand a payload of up to five tonnes. **T**

SPECIAL OFFER FROM ASIAN TRUCKER!

Books dedicated to wheel alignment, more so on wheel alignment for commercial vehicles, are very rare indeed. You will not find them in bookstores. Wong Thiam Boon has poured decades worth of experience into this book and you can now buy it from Asian Trucker for a special price.

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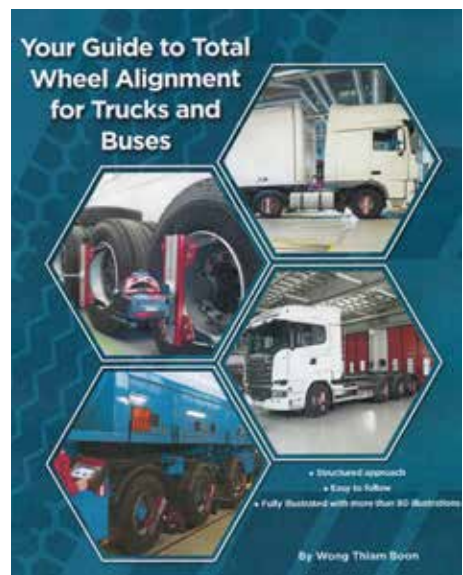
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Stefan Pertz,
Editor, Asian Trucker Malaysia
Editor, Asian Buses

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Why Customer Experience is a Top Driver of Supply Chain Innovation

*By Joseph Lim,
Regional Director,
APAC, BluJay
Solutions*

Companies are recognising the importance of delivering an experience that sets them apart from their competition. In a complex and fast-paced environment, companies must adapt to disruption, infrastructure challenges and customer demand to keep a competitive edge.

Drivers of innovation

Globally, leading companies are placing customer experience as a top business priority. But why? Research from BluJay Solutions and Adelante SCM revealed customer experience is the top factor driving supply chain innovation. Companies that place customers in the centre of their supply chains are optimising their operations, driving both transportation and supply chain visibility improvements.

At the same time, there are laggard companies that are falling behind due to a focus on cost reduction as a primary driver of innovation. These organisations have found it challenging to modernise. Worryingly, many in the fleet management industry still rely on outdated legacy IT systems that cannot keep up with growing customer expectations for granular detail and visibility. Those who operate in silos and rely on IT "systems" like Excel, coupled with fear or uncertainty around new technologies, risk becoming

complacent and losing out to their competition.

Admittedly, innovation does not need to be disruptive or completely "new". In fact, MIT defines supply chain innovation as the combination and application of a mix of inventions, existing processes, and technologies in a new way that achieves a desirable change in cost, quality, cash and/or service

Operating in a global network

What does this mean for the supply chain industry? Supply Chain managers need to dynamically plan daily fleet activity, manage driver regulations and automate driver assignments and shipment scheduling. Modern transportation technology can help supply chain managers track their vehicles in real time, reduce fuel costs, factor in a shortage of transportation capacity, increase overall productivity and make smarter decisions with data. Having access to a software-as-a-service solution and a global trade network can greatly help supply chain managers with these activities and processes.

Large networks have two benefits. The first is connectivity and collaboration and secondly, it can help industry professionals to manage large pools of transactional data. Used properly,

decisions can be driven by data analysis and comparisons. For example, a food and beverage retailer might require its suppliers to deliver full truckloads within a two-day window 97 per cent of the time. The rewards for meeting these requirements can be significant. Data-driven analysis helps identify potential delays and being part of a wider network gives a fleet manager options to re-route.

The power of the network lies in its ability to bring visibility to all parts of the supply chain, while offering on-demand connections to potential trading partners or carriers that can augment capacity when needed. Managing fleets isn't a new concept, but the act of balancing demand from customers with the cost of operations can be done using data-driven insights. The future of multi-modal distribution requires supply chain managers to smartly leverage technology with customers' best interests at heart to maintain a competitive edge.

About the Author

Joseph Lim is a highly experienced regional sales leader in the Supply Chain, Industrial Automation, and Securityspace. Prior to BluJay Solutions, Joseph assumed various leadership positions including as ASEAN Director with Honeywell Safety & Productivity Solutions, Regional General Manager with Datamax-O'Neil by Honeywell and Senior Channel Management Director with Entrust Datacard. His highly consultative and collaborative approach has helped many organizations achieve business improvement and increased profitability through value-driven solutions and automation. **T**



Lifestyle Goods for Truckers

Stefan Pertz takes a look at the needs of truck drivers, when they are on the road and when they get to enjoy precious time at home with their family.

In a recent event of a truck maker a participant won a watch in the lucky draw. Presented in a sleek box, this accessory was nothing short of high fashion. In our previous issue we featured a jacket made from fan belts, a rather radical approach to fashion for our industry. I was thinking about this and how truckers also need and create items around their profession to express themselves.

Practical and Comfortable

What one can immediately observe is that truckers wear practical and comfortable clothing. It has to be attire that is suitable to work inside the cabin as well as outside. In the climate we are in, surely leather pants are not very much in demand as they would heat up quiet some. Cargo pants are widely used as truckers always carry their most important items with them when they step down from their cab. Being able to have a few tools along also impacts the way clothing is designed.

We have, over the past years, reported about how their working conditions impact their lifestyle. When we host corporate people, they are by themselves. However, truckers spend a lot of time away from the family and whenever possible, they bring their next of kin along, making every event a family excursion. It is at such events where the lines between family time and work are vastly blurred. Unfortunately, there are very few events being hosted to bring truckers together and to accommodate their needs.

Corporate Gifts


One of the biggest hits as corporate gift is a toiletry set that truckers can take along on their travels. When on the road, the facilities truckers use are oftentimes limited and these nifty kits make their life just a little bit more comfortable and easy. Perhaps

it is such accessories that truck makers should be thinking of including in their vehicles?

Food is, of course, a favourite topic in South East Asia and a healthy diet is what doctors, ministries and other organisations advocate. Throw in sports and you have a "Healthy Lifestyle". This is not always something that is easy to do if you are on the road all the time. Scouting the rest stops up and down the country, I notice that the food available may be cheap and tasty, but not necessarily healthy. When we tell truckers to be more health conscience, then that is only half of the story as we would need to enable this to happen. A salad is something you won't find at any of these stops.

Opportunity Awaits

For now, what I see is a big untapped market, created by the people that move our goods. If we can create a specific lifestyle for other professions, for example lawyers, shouldn't we also create more items and spaces that suit the needs of our drivers? Seeing how family time is limited and precious, this could be something where we can start to work on creating an image that would be positive and suitable to attract youngster to take up the profession.

Whenever I attend a launch of a new truck, the manufacturers usually talk about the improvement of the performance. But rarely does one talk about how the vehicle is meant to support a life on the road for the drivers. In my view, there is more to the lifestyle of a trucker than giving him or her a shirt with the logo of their favourite truck brand. 



Standing from left to right: Mr. Atsunori Murata : Chief Operating Officer Commercial Vehicle Division, Isuzu Malaysia Sdn Bhd, Mr NT. LO Operation Director, Sianghin Group, Mr. Koji Nakamura Chief Executive Officer, Isuzu Malaysia Sdn Bhd, Mr. Nelson Tan Director, BC Roller Shutter Services Sdn Bhd, Ms. Kenix Low Head of Sales, Autoexec Corporation, Mr. Danny Chew eniro Sales Manager, Autoexec Corporation

New Isuzu Dealer Delivers Its First Truck

Autoexec Corporation, Isuzu Malaysia’s latest authorized dealership recently handed over an Isuzu Elf NPR81 to its very first commercial vehicle customer.

The newly-appointed dealer located in Kg Datuk Keramat in the heart of Kuala Lumpur city sold its first truck to BC Roller Shutter Services Sdn Bhd just a month after being appointed as an authorized Isuzu dealer. Speaking at the handing-over ceremony, CEO of Isuzu Malaysia Mr Koji Nakamura thanked the management of Autoexec Corporation for their foresight and interest in building the Isuzu network.

“We are glad to welcome Autoexec Corporation to the Isuzu family and congratulate them on the successful delivery of their first vehicle. I am confident that through their commitment to customer satisfaction, they will be able to develop a strong clientele and bring positive experiences to Isuzu customers,” said Mr Nakamura.

With the appointment of Autoexec Corporation, Isuzu Malaysia now boosts a network of eight authorized commercial vehicle sales outlets in the Klang Valley to support the growing demand for its durable, reliable and fuel efficient trucks.

The handing-over ceremony was attended by COO of Isuzu Malaysia Atsunori Murata, Director of Autoexec Corporation Mr NT Lo and Head of Sales Ms Kenix Low while representing BC Roller Shutter Services Sdn Bhd was its Director Mr Nelson Tan.

“As Malaysia’s top truck brand, our responsibility does not end after the truck leaves the showroom. Our after-sales support must grow in tandem with our customers’ businesses to ensure that they enjoy the necessary support to keep their business running smoothly and efficiently,” added Mr Nakamura.

In a special tie-up between Hong Leong Bank, potential buyers who purchase a new Isuzu truck from Autoexec Corporation between now and December 2019 can enjoy a special financing interest rate of just 1.96 percent. **➤**



With about 200 new items, the brand SIEGEL Automotive is expanding its product range. The product brand of the Diesel Technic company is therefore offering its distribution partners and their workshop customers an even greater range. The extended spare parts program is a result of the constant growth of the brand, especially in the overseas sales regions.

SIEGEL Automotive now offers a range of about 1 500 spare parts – from the body through lighting and electrical equipment to other product groups. With SIEGEL Automotive, workshop customers benefit from a price-oriented solution with a 12-month guarantee. The product brand is an additional offer provided by the commercial vehicle spare parts supplier Diesel Technic in Kirchdorf/ Germany.

The new catalogue is available digitally and in hard copy from the local distribution partners. Detailed information about all products can also be found in the Partner Portal.

SIEGEL Automotive Expands its Range of Spare Parts



Linking the content of the digital catalogue with the Partner Portal makes it possible to be forwarded directly from the product required to the Partner Portal. There the product can be ordered or requested quickly and simply. **F**

MAN Increases Sales Revenue in First Half of 2019

The MAN Group can look back on a positive first half of fiscal 2019. The Company generated sales revenue of EUR6.3 billion in the first six months of 2019, eight percent higher than in the previous year. Unit sales in the MAN Group rose by 10 percent to 71 814 (previous year: 65 356) vehicles.

“More than anything else, we are reaping the benefits of our solid position in the European market for commercial vehicles as well as Brazil’s economic recovery,” explains Joachim Drees, Chief Executive Officer of MAN SE.

At EUR6.8 billion (previous year: EUR7.2 billion), the MAN Group’s order intake in the first six months of 2019 was down six percent year-on-year. The MAN Group generated an operating profit of EUR248 million, roughly on a level with the previous year (EUR255 million). The operating return on sales was four percent, after 4.4 percent in the prior-year period.

The MAN Group’s profit after tax came in at a total of EUR430 million in the first six months of the year (previous year: EUR407 million). MAN SE’s Executive Board anticipates a slight growth in sales revenue in 2019. The MAN Group’s operating profit and the operating return on sales are also expected to improve noticeably in 2019 compared with the previous year. **F**



Chief Executive Officer of MAN SE.



Hyundai Mobix will provide its collision-warning system to Hyundai Motor's commercial vehicle division

Hyundai Mobis Co Ltd, a South Korean auto parts maker, has announced that it will supply its in-house developed collision-warning system to Hyundai Motor's commercial vehicles division starting September.

The system includes a mid-range front radar and front camera sensors. "This is the first time such high-end sensors are being applied to locally manufactured commercial vehicles," said its head of parts sales division Lee Sung-hoon in a statement.

The radar and sensors help to detect objects that are up to 170 metres ahead and automatically help the vehicle to reduce the speed of the vehicle to avoid collisions.

Hyundai Mobis is an automotive parts affiliate of Hyundai Motor. The former is also one of the world's largest parts-affiliated suppliers. **T**



The World's Largest Service Market Competition Opens – VISTA Attracts Technicians Around the World

On September 30th registration opens for the world's largest and growing service market competition, VISTA, the Volvo International Service Training Awards. This year up to 20 000 technicians from Volvo Trucks and Volvo Buses global dealer network are expected to participate. Through teamwork and competence development VISTA aims to attract and maintain skilled technicians.



Even though VISTA is a competition, the main objectives are to encourage teamwork to build team spirit and pride, while also inspiring self-improvement and competence development. It's a way for service market personnel to increase both their knowledge and the quality of their work which, in the end, leads to improved customer service and greater customer satisfaction.

About VISTA

VISTA stands for Volvo International Service Training Awards, which started in 1957 and was originally a competition only for Volvo technicians in Sweden. 20 years later, by 1977 it had reached out across all continents, attracting authorized Volvo dealers from all over the world. Today VISTA is a biennial event and the biggest competition for service market personnel in the world.

VISTA is open to Volvo Trucks and Volvo Buses dealerships and their technicians worldwide. To qualify, participating teams need to complete two parts comprising theoretical and technical questions. **T**

The lighting and electronics expert HELLA and China FAW Group Co., Ltd. (FAW), one of the largest automobile manufacturers in China, are intensifying their cooperation. Both companies have agreed to make their joint venture Changchun Hella Faway Automotive Lighting a strategic partner of the FAW premium brand "Hongqi". This includes the providing of sophisticated headlamp systems as well as innovative product solutions in the fields of car body and interior lighting. Furthermore, both partners also seek to strengthen their cooperation regarding further brands and joint ventures of FAW.

"We are a leading automobile manufacturer in China. We want to steadily expand this position and are therefore entering into strategic partnerships," explained Zhang Pijie, Chairman of FAWAY and Head of Purchasing in the FAW Group, on the occasion of the signing of the contract in Changchun. "Automotive lighting technology will continue to gain in importance and, not least, play a great part in shaping the appearance and indeed the image of our vehicle models, especially the Hongqi brand. We are therefore all the happier to have HELLA and the joint venture



HELLA and Chinese automobile manufacturer FAW intensify cooperation

Changchun Hella Faway Automotive Lighting at our side. They are respected partners who will equip us with very complex lighting systems."

"FAW and FAWAY have been close and important partners of ours for many years. We are therefore delighted to be able to expand this cooperation further and to support various FAW brands even better with our lighting solutions," said Dr Frank Huber, member of the HELLA Management Board responsible for the global lighting business. "Our strategy is this: in China, for China. By further intensifying our cooperation with FAW, we are continuing this approach and strengthening our own position in the world's largest single automotive market."

Changchun Hella Faway Automotive Lighting was founded in 2012 as a joint venture between HELLA and the FAW subsidiary Changchun FAWAY Automobile Components. The joint venture specialises in developing and manufacturing headlamps for the Chinese market. HELLA has been present in China since 1992 and is currently represented there with over 5 500 employees operating in 16 companies (including five joint ventures). In the fiscal year 2018/2019, the automotive supplier generated sales of over EUR 800 million in China. **F**

Maersk Enters into Indian Trucking Market



Maersk, the world's largest container line, has announced a partnership with Indian digital trucking marketplace BlackBuck, marking the shipping company's entry into the Indian online containerized trucking market. BlackBuck is a major player in the Indian freight digitalization scene, having enrolled 300 000 active trucks on its platform. This collaboration will help Maersk provide its customers hassle-free movement of export and import containers deep into the Indian countryside. "Our customers are dealing with fragmented vendors with varying service levels of communications, as well as geographical, financial and infrastructural disparities, resulting in sub-optimal supply chains," said Arjun Maharaj, head of sales at Maersk South Asia.

Maersk's move into road freight logistics in India comes at a time when companies across the country are restructuring or digitizing inefficient logistics processes. The Indian government has set ambitious goals to reduce logistics costs from 14 percent of the GDP to less than nine percent

by 2022. By comparison, the U.S. and most developed countries spend about eight percent of GDP on logistics.

For BlackBuck, the partnership with Maersk will mean an increase in volumes shipped via its platform, helping the company scale up further. "At BlackBuck, over the last four years, we have developed our robust product and technology that maximizes the billable kilometres of a truck, delivering higher realization to the truck owners and driving a low-cost transportation network to the shippers," said Ramasubramaniam, co-founder and COO at BlackBuck. "Our product will add significant value to the export-import containerized trucking industry in India that has the additional complexity of meeting the timelines of sea freight connections, apart from other regular trucking-related challenges. Maersk, with its industry-specific knowledge and expertise, will help us transform this space through digitization," he further added. **F**



100 000th New DAF CF and XF

DAF Trucks in Eindhoven has today seen the completion of the 100 000th new generation CF and XF truck to roll-off the production line. Never before in the company's history has a 100 000 series-run been reached so quickly.

The 100 000th vehicle, a DAF XF 450 4x2 FT Super Space Cab, was delivered in celebratory fashion to Groep Gheys in Mol, Belgium.

The first vehicles of the current generation CF and XF have been in production since July 2017. Since then, no fewer than 100,000 units have been produced at DAF Trucks in Eindhoven and at Leyland Trucks in Great Britain.

"That we have reached this milestone so quickly is a testament to the quality and efficiency of this latest generation of trucks," said Harry Wolters, DAF Trucks President. "Our customers praise the reliability, the fuel efficiency, the low operating costs and, not to mention, the unsurpassed driver comfort. No wonder DAF is Europe's number 1 in tractors."

The 100 000th truck was delivered to the Belgian Gheys Group, specializing in bulk and container transport. "We have a long history with DAF Trucks," stated co-owner Luc Gheys, "The first truck my father started using in the mid-sixties was a DAF coach that was converted into a removal truck. Following on from my father, we have included DAF in our fleet since 2015. The experience of both the trucks and the DAF dealer, Lavrijsen, has always been excellent. That's why we currently have around 80 DAFs in our fleet - and this year we will expand that number further with another 25."



HYVA KENNIS: The Future of Rolloader Cranes

Future developments of the KENNIS roloader cranes were in the spotlight during the KENNIS event organized by Hyva on the 3rd of September.

Participants from four European countries (Netherlands, Belgium, France and Germany) were brought together to a Hyva factory to share their KENNIS knowledge, vision and expertise in the field.

Striving for constant innovation, this full day workshop hosted a series of discussions about new market requests, product developments and activities, followed by a demonstration of the Hyva KENNIS e-Power crane - the first electric roloader crane on the market.

Known for their exceptional performance and precise movement, KENNIS roloader cranes offer a versatile and very cost-effective robust loading solution for trailers, capable of handling a variety of loads.

Snap Poll

Is Malaysia Ready to Fully Electric Buses?

No - 50%



Yes - 50%



The voting for this poll has ended

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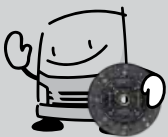


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