



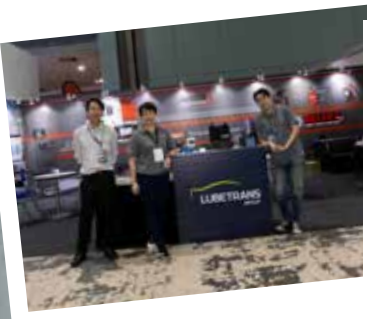
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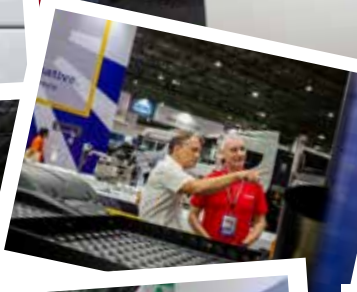


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# CONTENTS

12



## 08 - EDITOR'S NOTE

### MARKET UPDATE

- 10 - Karsan Supports Environmentally Friendly Transport in Luxembourg with e-ATA HYDROGEN
- 12 - Yutong Battery Electric Apron Bus Shatters Records

### EVENTS

- 13 - CAPAS Celebrates 10 Editions of Advancing the Automotive Industry in Southwest China

### CHASSIS FEATURE

- 14 - Scania's New Bus Generation First Buses in Operation Now
- 16 - Current MAN Chassis Offerings in Detail

### TYRE SAFETY

- 18 - Essentials of Tyre Safety

### FEATURE STORY

- 20 - PETRONAS on the Importance of Using the Right Lubricants

14



16





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# CONTENTS

22



## COVER STORY

22 - MCVE 2024: Sixth-Time Success

## LAUNCHES

30 - Volvo Launches Electric BZL-GML Eco Range

## FEATURE STORY

33 - Busworld Asia in Jakarta: Innovations and Future Technology

## SAFE ROADS

38 - Road Safety is Everyone's Concern

## 39 - HEADLIGHTS

## SUSTAINABILITY

40 - Scania Concludes Pilot Test to Confirm Sustainability Credentials of B100 Biodiesel

## PARTS FOCUS

42 - Sensors for Driver Assistance Systems adds to ZF Aftermarket's Commercial Vehicle Range

43 - News & Notes



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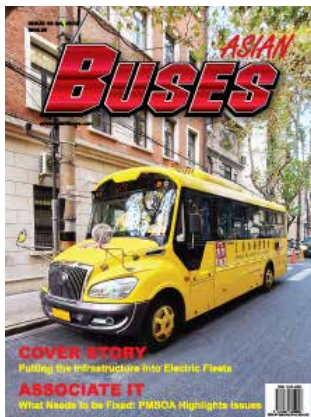
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# Same Difference Across the Region

**T**his edition of Asian Buses features a number of articles that emphasise the fact that, although the need for transportation is universal, the actual solutions can be vastly different. Take for instance MCVE 2024, where I have been the Organiser, and Busworld SEA 2024, which I attended for the first time in person myself. The idea, the need for an exhibition is, arguably, identical in Malaysia as in Indonesia (and by extension in any other country). However, I have experienced significant differences. In the products on display as well as how the events are run. As both are significant events, much of this edition is dedicated to bringing you the information deemed important for you.

I was also privileged to get involved in two different projects, which again highlighted that there is more than one way to go about things. The launch of Volvo's first fully locally assembled battery electric bus is certainly a milestone that deserves closer examination. In contrast, Scania's long term B100 trial demonstrated how we can use alternative fuels to achieve a drastic reduction in greenhouse gas emissions. Naturally, I am in no position to judge either; which approach to use remains the sole responsibility of our transport industry to evaluate. I would wager that there will be no clear answer or decision for either. As we continue to innovate and improve technology, there may not be a definitive answer soon.

Recent launches of chassis see us pitting another two brands against each other. Also, I have been able to get an update on the latest in tyre technology with regards

to road safety. Peeking overseas, I found interesting tidbits of information on what is happening abroad. Often I am being asked how I decide how to pick the topics I write about. In essence, it is about you, the reader. When I am of the opinion that a particular piece of information could be useful to you, I am making it available through Asian Buses. Oftentimes, I have a stack of articles that may be well written and convey some information, however, they may not make the cut as they may not fit this criteria. Here I hope that you would let me know if I am right on the money with the content I am providing or if other material, different focuses would be more suited.

Amidst some negative press coverage around buses it is always encouraging to read uplifting stories from the industry. Recently, FuFu was yet again highlighted in the press with his books on local bus travels across Malaysia. I am grateful for him to capture the magic of touring our country in a slow and deliberate manner, pointing out the beauty of the various places he visits. If you hadn't picked up a copy of his book at our expo, give me a call and I will connect you. These are the stories I like to publish and bring to a broader audience, even if it is through the promotion of a fellow author.

A topic close to my heart is the issue of driver shortages. I often talk to operators about their plight to find (good) drivers. Many a times have I argued that the industry as a whole might not be doing enough to portray the profession of a bus captain as something that is worth aspiring to. Anyone that has been around a professional bus driver for a spell will know that this is a demanding yet rewarding job. How come many have decided to stay in their new-found roles after the pandemic instead of returning to their previous employers? A possible solution was given by Gemilang Coachworks. The short answer was that bus operators need to upgrade their vehicles.

Drive Safe, Enjoy the Views,

Stefan Pertz,  
Editor, Asian Buses

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# Karsan Supports Environmentally Friendly Transport in Luxembourg with e-ATA HYDROGEN



executives and many members of the press, Karsan introduced the e-ATA HYDROGEN model beyond environmentally friendly transport solutions to the participants and visitors at the event in Luxembourg, one of its target markets. Thus, the brand emphasised zero emission with the e-ATA HYDROGEN model, which is inspired by nature and features green hydrogen technology in line with the goals of a better world and a sustainable future. Karsan, in successful collaboration with Sales Lentz, one of the pioneering operators in the transformation of electric public transport, stands as the leader of the electric bus market in Luxembourg. Karsan CEO Okan Baş said that Karsan e-ATA HYDROGEN, which they presented at the opening, attracted great interest and added: “LuxHyVal aims to promote green hydrogen initiatives across the entire value chain, from local production to usage, including storage and distribution and to integrate with existing or planned infrastructures. As Karsan, we are delighted to be a partner in the use of environmentally friendly hydrogen in the mobility sector.”

The Target: Ten Percent Public Transport with Hydrogen Technology Emphasising that Karsan is the only brand that can offer three different technologies - electric, hydrogen and autonomous - together with its vision of being “one step ahead in the future of mobility”, Okan Baş continued as follows: “As Karsan, we are pleased to be a partner of this project, which supports LuxHyVAL’s goal of creating 10 percent of its public transport fleet from hydrogen vehicles. With our e-ATAK model in Luxembourg, we closed the year as the leader of the electric bus market with a share of 38 percent. While we continue to contribute to public transport in line with our zero-emission targets, we are also taking important steps in hydrogen technology. Hydrogen-fueled vehicles are seen as a significant advantage in the fight against global warming and climate change, and the European Union, in particular, offers substantial policies and support to encourage the adoption of zero-emission vehicles. We aim to be a pioneer in this transformation with our vehicles like the e-ATA HYDROGEN, which boasts the best features in its class.”

Playing a pioneering role in the transformation of public transport into electric and autonomous vehicles in the world with its vision of being “One Step Ahead in the Future of Mobility”, Karsan, is among the first manufacturers to start using hydrogen, the technology of the future. Participating in the opening ceremony of Luxembourg Hydrogen Valley (LuxHyVal), Karsan presented its e-ATA HYDROGEN vehicle with hydrogen technology inspired by nature in line with the goals of a more livable world and a sustainable future. Karsan CEO Okan Baş said that Karsan e-ATA HYDROGEN attracted great interest at the opening and added: “As Karsan, we are pleased to be a partner of this project, which supports LuxHyVAL’s goal of creating ten percent of the public transport fleet from hydrogen vehicles. With our e-ATAK model in Luxembourg, we closed the year as the leader of the electric bus market with a share of 38 percent. While we continue to contribute to public transport in line with our zero-emission targets, we are also taking important steps in hydrogen technology. Hydrogen-fueled vehicles are seen as a significant advantage in the fight against global warming and climate change, and the European Union, in particular, offers substantial policies and support to encourage the adoption of zero-emission vehicles. We aim to be a pioneer in this transformation with our vehicles like the e-ATA HYDROGEN, which boasts the best features in its class.”

Playing a pioneering role in the transformation of public transport with electric, hydrogen and autonomous technologies, Karsan continues to take part in international organisations. Karsan, one of the most preferred brands in Europe, North America and Japan with its vision of being “One Step Ahead in the Future of Mobility”, took its place at the opening of Luxembourg Hydrogen Valley (LuxHyVal).

## Emphasis on Zero Emission in Public Transport

At the ceremony, which took place with the participation of the European Union delegation, ministry and municipality representatives, Sales Lentz and Karsan

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## Yutong Battery Electric Apron Bus Shatters Records



Recently, Yutong has exported another batch of 46 high-end apron buses to Spain, which will be put into operation in 15 major airports. The export of 25 battery electric apron buses hits a new record as China's largest export order of new energy apron buses, and also serves as an important move for Spain to accelerate green development.

### Europe's Top Pick: China's New Energy for Eco-Friendly Airport Construction

As early as 2019, Spain first introduced battery electric apron buses from Yutong, setting an eco-friendly tone for the sustainable development of European airport construction. Spain now tops the list of battery electric apron bus stock in Europe.

From export of a single battery electric apron bus to current European bulk orders, Yutong has blazed a trail for China's apron bus in European high-end market with its world-leading new energy core technology advantages and superior product quality.

Up to now, Yutong apron buses have been used in more than 70 airports of 30 plus countries or regions around the world, such as Madrid Airport (Spain), Barcelona Airport (Spain), Rome Airport (Italy), Edinburgh Airport (the UK) and other internationally renowned airports. Yutong apron bus is highly recognized and favored by international airlines as it features high-end, safe and reliable.

### Tech Unleashed: Conquering Challenges

In the new energy era, Yutong is among those who first launch battery electric vehicles and plays a major role in the industry owing to its core advantages in battery, motor and electric control. Yutong battery electric apron bus has first-class high-voltage electrical safety protection design and a competitive energy consumption rate. The protection level of the power battery, traction motor and controller reaches IP68+IP6K9K, which can withstand harsh environments such as rainstorm and dust to ensure the safety of vehicle operation.

Soaring batch orders of international apron buses is a strong demonstration of Yutong's high-end manufacturing prowess, and a hallmark of China's high-end manufactures going to Europe in full swing. China's automobile industry is speeding up to move closer to global center stage and striving to foster pacesetters for a new round of global automobile industry development. 🚀



# Events & Exhibitions

## The 29th Taipei International Logistics & IoT Exhibition

Date : 21 – 24 August 2024  
 Venue : Taipei Nangang Exhibition Center, Taiwan  
 Contact : <https://www.chanchao.com.tw/logistics/en/contact.asp>

Sectors participating: Vehicles: Logistics Transport Vehicles: Truck, Refrigerated Truck, Trailer, Tractor, etc.

Handling & Lifting Equipment: Forklift, AGV, Pallet Truck, Transportation Cart, Trolley, Roll Container, Crane, Truck Crane, Overhead Crane, Aerial Lift Vehicle, etc.

Packaging Systems & Equipment: Transportation related System & Equipment, Intelligent Transportation System (ITS), Satellite Navigation Management System, Warehouse Management System(WMS), Enterprise Resource Planning, etc.

IoT System & Equipment: Warehouse Building Material & Equipment Component :

Freight Forwarder & Logistics Service Provider: Port & Customs Service, Shipping Agency, Ship Company, Aviation Industry, Sea & Air Freight Forwarding Industry, etc.

## IAA Transportation 2024

Date : 17 – 22 September 2024  
 Venue : Deutsche Messe, Hannover, Germany  
 Contact : <https://www.iaa-transportation.com/en>

IAA TRANSPORTATION is the leading international platform for buses, logistics, commercial vehicles, and the transportation sector. The IAA TRANSPORTATION is the place where the best minds in the transport and mobility industry come together to work on a sustainable and innovative future. We look forward to presenting ground-breaking ideas, innovations, and technologies that will drive the industry forward in 2024.).

Under the motto "People And Goods On The Move," IAA TRANSPORTATION aims to advance climate neutrality in logistics and transportation with the help of innovative transport systems. Commercial vehicle and bus manufacturers, body and trailer manufacturers, micro-mobility companies, cargo bike and small vehicle providers, as well as their suppliers and tech companies, service providers, and startups come together in Hannover.



## LTA-UITP Singapore International Transport Congress & Exhibition (SITCE)

Date : 6 – 8 November 2024  
 Venue : Suntec Singapore Exhibition and Convention Centre  
 Contact : <https://www.sitce.org/website/7302/>

The LTA-UITP Singapore International Transport Congress & Exhibition (SITCE) is a global professional platform connecting urban mobility stakeholders who are passionate about advancing our transport networks and redefining urban journeys.

Themed "Smarter Journeys for Sustainable Cities", SITCE 2024 is the fifth edition and will explore key issues such as sustainability, accessibility, and smart technology in urban transport as well as how the transport workforce can be equipped to embrace these evolving demands.

If you are an industry leader, urban mobility planner, operator, service provider, or researcher, join us to network, forge partnerships and shape the future of urban mobility.

## Euro Bus Expo 2024

Date : 12 – 14 November 2024  
 Venue : National Exhibition Centre (NEC), Birmingham, England  
 Contact : <http://www.eurobusexpo.com/>

Returning to the NEC, Birmingham on 12-14 November, Euro Bus Expo promises to be a must-attend for operators, local authorities, community transport organisations, transport planners, and municipalities.

With strong demand for stands seeing the show over 80 percent sold, the event is set to showcase the full breadth of the industry. Over 200 exhibitors are expected from across the supply chain. Visitors will have the opportunity to explore the latest coaches, buses, and mini vehicles, along with innovative products and services designed to enhance passenger transport operations.

Confirmed vehicle dealers and manufacturers include: Alexander Dennis, AYATS, BASE, BYD, Coach Traders / UNVI, EVM, GM Coachwork, Harris Group, Ilesbus, Irizar, Karsan, London Hire, Mellor, Minibus Options, Noone Turas, Pelican Bus and Coach / Yutong, PHVC Minibus and Fleet Suppliers, Scania, and TBC Conversions.





# Scania's New Bus Generation First Buses in Operation Now

Scania Malaysia rolled out the first New Bus Generation (NBG) chassis from Scania's Regional Product Centre (RPC) at Port Klang in October 2023. According to the brand, the new and improved chassis offers the best in sustainable mobility, profitability, and driver and passenger environment to fleet operators. The momentous occasion was celebrated by Scania employees and the roll-out was officiated by Heba Eltarifi, Managing Director of Scania Southeast Asia and Anand Kalaskar, Director of Regional Product Centre Malaysia & India.

Compared to previous generation, the NBG can save up to nine percent on fuel and emissions without compromising on performance, to provide fleet operators with the best profitability and sustainability. The NBG range of chassis, for urban transport and regional coach, also comes FAME-prepared up to Biodiesel 100 as standard.

Several customers have now received and put into operation their first buses built upon the NBG chassis. According to Eltarifi, the chassis offers users the flexibility to assign the bodybuilder of their choice to complete the vehicle according to their needs. Notable bodybuilders on record to be able to handle the NBG chassis are Terus Maju Services, Gemilang Coachwork, Sin Hock Leong Coachworks, Truckquip and Tact Coach. The latest batch of two units Scania K320CB4x2NB saw its body built by Terus Maju Services (TMS) while the hire purchase was provided by Scania Financial Services.

## Key Features of the NBG

- New Euro 5 engine with higher torque.
- New 12 speed gearbox for faster and smoother gear shifts.
- Improved fuel efficiency by up to nine percent
- Standard safety features for all Scania vehicles – EBS with ABS and Traction Control.
- Enhanced safety – Lane Departure Warning (LDW) is now included as a standard safety feature.
- Lighter and improved chassis which reduces vibrations to increase passenger comfort.
- Improved ergonomics, reachability, and comfort for the driver area.
- New premium digital dashboard.
- New sporty and grippy leather steering wheel.



## Achieving Sustainable Mobility

"We know and understand your concerns about fuel cost by providing total solutions for your business. Based on our latest fuel consumption data from previous bus generation, the nine percent fuel efficiency improvement with our New Bus Generation means increasing your savings up to RM350 000. Maintenance and driver services are offered as key to get even more significant fuel savings," Eltarifi said, underscoring the benefits of using the new technology.

Highlighting their commitment to providing sustainable transportation, she also congratulated LA Holidays Travel & Tours Sdn. Bhd. for being the first customer in the travel operations sector to receive the New Bus Generation. "Thank you also in your continuous trust in Scania Financial



Services to help your business grow! Together, your new Scania K320CB4x2NB with improved passenger and driver comfort and increased safety standards is ready to rule the road," she said.


#### Enhanced Safety on Board

In addition to Scania's standard safety features such as EBS with ABS and Traction Control, Lane Departure Warning is now standard in all our New Bus Generation. Lane Departure Warning (LDW) is part of Scania's Advanced Driver Assistance System (ADAS) that warns the driver if he or she leaves a marked lane without using the indicator or if the vehicle is drifting out of its travel lane, increasing safety on the road and helping to avoid an accident. 🚗



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## Current MAN Chassis Offerings in Detail

**W**ith a history in Malaysia that has spanned more than 30 years, MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) has been unwavering in its commitment to driving sustainability in the country's transport sector. MAN's range of proven diesel engines has been B100-ready since 2018.

In 2021, MAN Malaysia became the first heavy commercial vehicle manufacturer in Malaysia to offer low-emission EURO V engines as standard across its entire truck range. In 2023, MAN Malaysia again led the way by announcing that its popular bus/coach chassis would also be equipped with EURO V specification engines as standard.

Why did MAN Malaysia do it when others are still offering EURO III specification vehicles? We ask MAN Malaysia Managing Director Andrew O'Brooks.

**AB:** Is MAN really committed to driving sustainability as the brand's heritage is pretty much built on the fact that it invented the first vehicle diesel engine back in 1897?

**AO'B:** Although MAN is synonymous with the diesel engine, today we have all the technologies to meet the future needs of the transport sector. We are able to offer a variety of sustainable drivelines and powertrains – low-emission diesel engines, fully-electric trucks and buses; and by next year hydrogen-powered vehicles. We are always evolving and adapting to local market needs with our products and services. In Malaysia, we believe that there should be no further delays in implementing stricter exhaust emission standards for heavy commercial vehicles if we are to meet the commitment to carbon neutrality by 2050.

**AB:** Is Malaysia ready for EURO V buses?

**AO'B:** Definitely yes. We have already received nearly 130 orders from 13 companies to date. Key players in the bus transport sector have shown that they are willing to play their part in Malaysia's sustainability journey.

Currently, our EURO V-specification MAN RR3 and RR5 chassis are locally assembled at our CKD facility at Shah Alam. We are more than ready to offer completely built-up EURO VI-specification MAN bus/coach chassis if there is demand.

**AB:** Any plans to introduce fully-electric buses from MAN in Malaysia?

**AO'B:** MAN already has a ready solution for sustainable local public transport in the form of the award-winning MAN Lion's City E. Since sales began in 2020, MAN customers



in Europe have already ordered well over 1 000 of these fully-electric city buses. More than 450 of them are already on the road in European cities such as Barcelona, Hamburg, Copenhagen, Malmö and Zurich.

The electrification of city buses is much more achievable due to their shorter and more clearly defined routes as Malaysia's charging infrastructure is still not completely ready to support longer distance travel. Nevertheless, MAN has the ready solutions whenever Malaysia is ready.

**AB:** With the introduction of the EURO V bus chassis, MAN will no longer offer any chassis with lower specs, correct? What application would this chassis be best suited for?

**AO'B:** Yes, all MAN Bus chassis now come only with EURO V-specification engines. We currently offer two chassis models – the two-axle RR3 and the three-axle RR5.

Both models have high and low floor variants that are easily customised to suit every application, destination, country and demand -- for city and scheduled-service intercity buses or for coaches.

**AB:** Could you please give us more details about how the new MAN EURO V chassis is better than EURO III or EURO IV? Any details regarding service would also be appreciated.

**AO'B:** The new MAN EURO V chassis is the ideal solution for



transport providers due to its proven fuel efficiency, low maintenance, total durability and reliability; and now, sustainability.

It has been upgraded with a host of new features such as a brand new multi-functional steering wheel, 12-inch high-definition driver's display with 3D graphics, chassis with mid-frame and 400-litre fuel tank and a whole suite of the latest ADAS (advanced driver assistance systems). It is also B100 ready and MAN vehicles have been since 2018.

Service and maintenance of the new EURO V buses are assured as we have a three-year head-start in managing EURO V engines in our

MAN TGS Trucks. We are constantly upskilling our technical staff with training stints locally and abroad.

**AB:**As this engine now requires Diesel Exhaust Fluid (Commonly referred to as AdBlue), where should operators look for this vital liquid?

**AO'B:** As the first heavy commercial vehicle manufacturer in Malaysia to specify EURO V engines as standard across our entire product portfolio, it is also our responsibility at MAN Malaysia to help ensure sufficient and easy availability of AdBlue.

We are offering AdBlue in a 1 000-litre IBC Tank that comes with a dispenser. This will be very useful for our customers' operations as the tank is easy to store at their depot and the refilling system is hassle-free, similar to diesel refills. Of course, there are various third-party suppliers out there and the list will only grow as more EURO V vehicles take to the roads in Malaysia. 🚚





# Essentials of Tyre Safety

*Advocating tyre safety, Kit Loong Commercial Tyre makes compelling arguments why tyre management to ensure safety is also a money-maker.*



**T**he performance of a tyre is certainly important for the operator. However, as a bus carries passengers, human lives, the safety of the vehicle is of utmost importance. While all components play a role, Kenneth Teh, Managing Director, Kit Loong Commercial Tyre, would attribute about 50 percent of what makes a bus a safe vehicle to the tyres. In our exclusive interview he is talking about the many facets of tyre safety.

To fully understand the subject of tyre safety, one would have to discuss how a tyre works. In essence, it is a tube filled with a gas. Modern tyres are tubeless; however, the construction of the tyre makes the tyre itself the tube that holds the gas. Further, it is not the rubber that carries the vehicle but the pressure within the tube. The tyre has the contact with the road, but ultimately, it is the gas, at a sufficient pressure, that carries the weight of the vehicle.

Historically, Bias tyres were used on buses. Because of the design of such tyres, they had to be very strong, using a lot of rubber. "Back in the days, buses would not travel as far and not as fast," Teh said. According to him, this is the starting point for any discussion about tyre safety. He explained that most safety related issues

around tyres stem from the notion that heat is the biggest enemy of tyres. With buses going longer distances at higher speeds, the tyres are heating up more, and the rubber compounds will need to have heat dissipating properties. "What we can also observe is that decades ago, it was easier to attract qualified staff for workshops. With the availability of labour, it was easier to schedule and carry out more frequent tyre management activities." Tyres overheating is the most likely cause of tyre failures in the form of tyres bursting.

The introduction of radial tyres has addressed the issue of heat build-up in tyres. Unlike Bias tyres, radial tyres comprise a layer of steel wiring that provides stability and heat dissipation. Thanks to that, radial tyres can be constructed with thinner sidewalls, which in turn helps reducing the heat build-up. In a radial tyre, the sidewalls are more flexible, thus they make the ride comfortable as they deform when driving over uneven grounds. Adding to that are modern rubber compounds, specifically developed to meet the needs of climatic conditions in the various regions around the world. "Today, only very few operators continue to use Bias tyres."

Specifically designed for urban use, tyres are designed for specific purposes. Further classifying urban use buses, for city buses the main criteria relating to the tyre is the extreme start & stop.

Tyres hitting the curb is the concern for radial tyres in this environment, hence proper urban use bus tyre have an extra layer of rubber to protect the casing and for running against the curve. This is to protect the carcass from damages. The carcass needs to be protected as it is required for the retreading process. This type of tyre cannot be used for high speed, long distance as the heat build-up is tremendous. Hence it has a low-speed limit, and the heat will wear the tread fast or when overheating, it has an increased threat of bursting.

In contrast, express buses usually go long distance and at constant speed. When designing such tyres, it should be specific for each country. The road design for highways varies and one should use the best road within each country as a benchmark by comparing itself within the country. Hence the casings for tyres used in this application are built with low heat build-up and fast heat dispersing objective, to minimise the rate of tread wear.

Faced with a lot of options to pick from, operators may want to ascertain that the tyres they are using are indeed safe to use. In Malaysia, certification is required for tyres and only those that have passed rigorous testing and the certification process are to be used. "What buyers should remember is that this means that a certified tyre is safe to use. If the tyres last is a different matter as that depends on how well the tyres are being managed." Again, Teh points out that the most important activity in tyre management is to maintain the correct tyre pressure to ensure the safety of the tyre.

A common topic in connection with tyre safety is the question if winter tyres could be used in our climates. In theory, one could as the fundamental principle of the tyre still applies: the pressure takes the load. However, as the compound is specifically designed to match the climatic conditions, a winter tyre will wear out rapidly here. Although they would be safe, the use of such tyres is not economically sound. A myth that Teh would like to address is that retread tyres are unsafe. He invites anyone to their production to show how tyre retreading is being done, which will demonstrate that a retread is just as good as a new tyre. Again, he stressed that it is the wrong handling that will make any tyre unsafe, new or retreaded.

In the unfortunate event of a tyre being punctured by an object, e.g. nail, screw, it is important to handle such incident correctly. Firstly, a vehicle experiencing such incident should be brought to a halt immediately (in a safe manner) and not be driven any further. Sometimes, a puncture results in a slow deflation of



the tyre. It is the skills and experience of the driver that would help to identify such issue when it happens. Following this, the vehicle should be towed to a qualified workshop and repaired using specially developed repair kits. As Teh explains, a puncture may lead to humidity penetrating a tyre, causing the inside of the tyre to corrode and thus become unsafe. "It is important that the driver stops the vehicle following a puncture. Continuing to drive with a deflated tyre will severely damage it."

In the context of tyre safety, wheel alignment and balancing are subjects that needs to be touched upon. Misaligned wheels can become a safety hazard in emergency breaking situations as the vehicle will not steer in the intended direction. Unbalanced wheels will put unnecessary stress on connected parts which, over time, may get damaged and thus increase the risk of accidents. However, uneven tread depths between tyres on one axle are not so much of a safety issue. What will happen is that the tyre with more tread depths will wear out faster.

In simple terms, maintaining the correct tyre pressure is the best way to ensure tyre safety. Visual inspections are a good first step, however, any issue identified needs to be actioned upon immediately, otherwise it is no point to have said check. Depending on the construction and brand of the tyre, the pressure should be checked regularly; some tyres should be checked weekly, others on a monthly basis. However, it should always be the cornerstone of tyre management. To that extend, tyre pressure monitoring systems could be deployed. These are, as Teh pointed out, very useful tools to manage tyres, however, they are expensive to purchase and maintain.

"Who should ultimately be responsible for the safety of the tyres? In my opinion it is the company," he said. In a top-down manner, the proper and correct tyre management procedures need to be instilled from the workshop staff to the driver. Even when appointing third party, outside workshops, it is still down to the responsibility of the company's management to ensure that the SOPs to ensure tyre safety will be followed, if not exceeded. Ultimately, as Teh points out, tyre safety is congruent with the ambition of any company's goal to make money. A well maintained tyre is not just safe, it is also one that performs longer, thus reducing cost. "Even if you do not label it safety, looking after your tyres to make sure you can run them as long as possible is the ultimate way to ensure that they are safe too." ■





# PETRONAS on the Importance of Using the Right Lubricants

Presenting a comprehensive offering at the expo, PETRONAS Lubricants International took the opportunity to re-enforce the message that the brand offers lubricants for all needs around a commercial vehicle. Uday Kumar, Group Industrial Managing Director, PETRONAS Lubricants International, provided useful insights during this exclusive interview at the event about the offerings from PETRONAS Industrial Solutions for the commercial vehicle sector.

**AT:** What is the key message you would like to convey at MCVE?

**UK:** PETRONAS Lubricants International offers products and services that extend beyond the consumer sector in automotive. For commercial vehicles, we provide a suite of products and services which includes PETRONAS Urania, PETRONAS Tutela, PETRONAS Iona and PETRONAS Industrial Solutions, all designed to meet the demands of business owners and fleet operators. One of our main missions is to provide our customers and partners with the latest products and services developed through our Fluid Technology Solutions™ to help them stay ahead of the changing needs of the industry.

**AT:** Lubricants are an important aspect of a successful fleet operation. How does PETRONAS Urania help with improving performance?

**UK:** PETRONAS Urania plays a pivotal role in ensuring that fleet vehicles operate at peak efficiency. By reducing friction and wear, PETRONAS Urania enhances engine performance, reduces maintenance costs, and increases the lifespan of vehicle components. Our lubricants are formulated with cutting-edge technology tailored to meet the rigorous demands of commercial engines, thus supporting fleet operators in achieving better operational outcomes.

PETRONAS Urania is engineered with core strength for both light commercial and heavy-duty trucks. With its StrongTech™ technology, PETRONAS Urania delivers the durability needed to withstand intense demands for truckers across Asia. Additionally, the lubricant is uniquely designed to increase an



engine's life under pressure, so it can continue to inspire confidence in fleet managers, and reduce the threats faced by those who earn a living behind the wheel.

**AT:** Has there been any change / update in the formulation of PETRONAS Urania?

**UK:** At PETRONAS Lubricants International, we are always looking for ways to push the boundaries of lubricant technology further with every formulation or iteration of our

products. We will definitely announce when we have a new formulation for PETRONAS Urania.

**AT:** We have not yet featured these, so **a. Please tell us about PETRONAS Tutela**

**UK:** PETRONAS Tutela is a specialised range of functional fluids and lubricants meticulously crafted for braking, cooling, transmission, and hydraulic systems. In the realm of automotive excellence, these systems, often overlooked and undervalued, are the unsung heroes vital for a vehicle's seamless and efficient operation.

- PETRONAS Tutela includes a variety of products such as transmission oils, hydraulic fluids, and other specialised lubricants designed to ensure optimal performance and protection for machinery and vehicles. These products are crafted to serve multiple sectors, including automotive and industrial applications, ensuring your machinery operates efficiently and lasts longer.

**b. Please tell us about PETRONAS Iona**

- PETRONAS Iona provides a range of versatile thermally intelligent fluids crafted for electric vehicles including those high-powered cars such as the Maserati Folgore. It optimises energy efficiency through enhanced friction reduction and heat dissipation, providing excellent wear and protection. PETRONAS Lubricants shares the success of PETRONAS Iona with those at the cutting edge in not just mobility, but other areas, finding utility in EV fast charging stations, servers, and hyper computers.
- In 2019, we developed PETRONAS Iona, our first-ever series of lubricant products specifically designed for electric vehicles. In 2021, we launched the second generation of PETRONAS Iona fluids solutions for New Energy Vehicles (NEVs).
- In 2023, we released the PETRONAS Iona Thermal management fluid series. The fluids can be applied to various working conditions, including low and high temperatures and the requirement of low conductivity. The excellent thermal conductivity of the fluids extends the battery system's lifespan and enhances safety.
- The series includes PETRONAS Iona Integra electric drive system fluids which enhance power

output and transmission efficiency by reducing internal friction and providing excellent heat dissipation reducing energy consumption and increasing vehicle range. The optimised formulation offers outstanding anti-wear and corrosion protection, improving electric drive efficiency by 10% without compromising durability.

- PETRONAS Iona Glide grease provides effective protection for bearings under high-speed, heavy-load, extremely cold and high-temperature conditions. In addition, its excellent noise reduction capabilities enhance the comfort driving experience of new energy vehicles.

**AT:** With the move to Battery Electric Vehicles, one does not need lubricants anymore. How do you view this market?

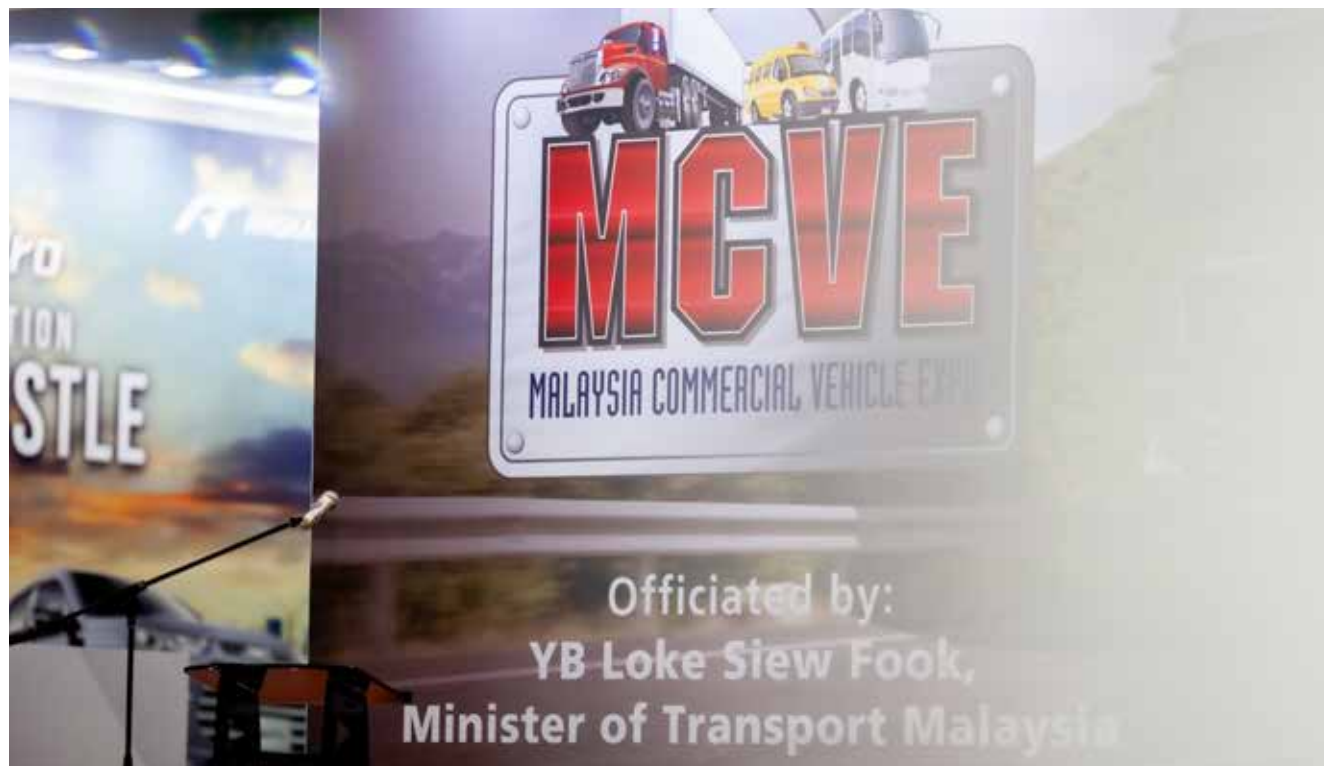
**UK:** Across the board, it is safe to say that lubricant manufacturers are developing specialised products for BEVs, such as dielectric fluids that function as coolants and insulators in electric systems, and lubricants designed specifically for high-performance or high-speed electric motors. At PETRONAS Lubricants International, we are on the forefront of lubricant technology to anticipate the needs of New Energy Vehicles (NEVs), which includes BEVs.

**AT:** What is your impression about MCVE?

**UK:** The expo served as a great platform for visibility. Showcasing our innovations and sharing insights on where the industry is headed was a highlight. Additionally, the other booths provided us insights into trends and future opportunities in the commercial vehicle industry. At the same time, it gave us the opportunity to network and engage with people from the same industry.

The exposure we gained was significant, helping to strengthen our brand presence among industry professionals and stakeholders. It set a positive momentum for our planned initiatives and will be something we keep in mind for future participation. 🚀





## MCVE 2024: Sixth-Time Success



The Minister noted that the pandemic accelerated the adoption of digitisation across all sectors. He added, “The transport industry has adopted remarkably well. Together, we are now re-emerging with renewed vigour. Among the Ministry’s focus has been dealing with digitalisation and electrification.”

Some of the other initiatives the Minister referred to were the Commercial Vehicle Licensing System (iSPKP) to provide an end-to-end online licensing platform and the implementation of the Malaysian Single Window (MMSW) to improve port efficiency. He has also taken note of the industry concerns about the shortage of drivers and that the Ministry has introduced MyLesen to subsidise the training and licensing of lorry drivers.

**T**he Malaysian Commercial Vehicle Expo 2024 (MCVE 2024), the region’s largest commercial vehicle exhibition and organised by Asian Trucker, was staged at the Mines International Exhibition and Convention Centre from May 9th to 11th, 2024. First held in 2013, this premier industry event was officially opened by YB Loke Siew Fook, the Malaysian Minister of Transport. At the opening on the first day, Mr Stefan Pertz, Editor in Chief for Asian Trucker and Asian Buses, welcomed the Minister, exhibitors, and guests to the sixth occurrence of MCVE, saying that as organisers, the exhibition has always prided itself on being a platform to showcase the latest developments in the commercial vehicle realm, especially the growing transition to electric vehicles.

The Minister also spoke of a strong transport sector to support the government’s initiatives to attract foreign investment to Malaysia. He mentioned that the ability to do this was dependent upon how well the transportation sector works, and that, industry players attracted to MCVE 2024, were the ones who keep the economy moving and are essential to the growth of the nation.



MCVE 2024 was a huge success as it attracted more exhibitors and seeing an increase of visitor numbers compared to the 2022 instalment (held during the pandemic with SOPs in place) over its three-day duration. Several brands have been part of MCVE since its inception in 2013 and serve as a testament to the quality and reach of the exhibition.

### Golden Contributions

As Gold Sponsor, MAN Truck and Bus Malaysia introduced the MAN TGV Van, a versatile daily transport solution. The soon-to-be launched van is already one of Europe's best-selling vans. Andrew O'Brooks, MAN Malaysia Managing Director was delighted that the company could present the full range of MAN low-emission commercial vehicles for the first time in the country.

PETRONAS Lubricants International, the exhibition's official Lubricant Partner, showcased the company's Fluid Technology Solutions in the commercial and industrial sectors. These products included PETRONAS Urania, PETRONAS Tutela, PETRONAS Iona, and PETRONAS Industrial Solutions brands. They also showcased PETRONAS SmartPay, the company's fleet management solution.

### Networking Opportunity

Mr Frank Märgner, the Singapore-based Sales Director with Hengst Asia Pacific Pte Ltd, which sponsored the highly successful networking night during MCVE 2024, was happy to attend the exhibition to meet up with its existing and valued clients. "As the smart alternative in filtration, Hengst needed to be here as it provided a platform for us to explain what we do to those who know us, as well as those who are new to our range of products that showcase the best in German technology. We also have an educational role to explain the difference between and how to identify, good and bad filters. Especially after COVID-19, we have seen an influx of cheap filters and copies, and the results of using such filters are often not clear to users. Saving a few dollars on cheap filters doesn't make sense for owners of expensive fleets," he commented. Märgner was very appreciative too that the Hengst stand featured a MAN truck, as it was most eye-catching and attracted clients in their direction. He also remarked that Hengst was keen to continue its support for MCVE and wanted to see the event expand. "While we had hoped that more fleet owners

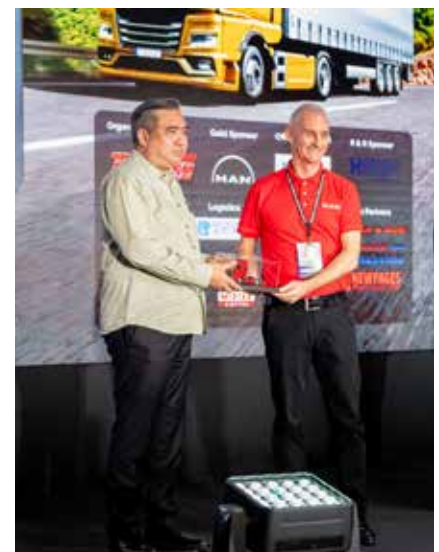


would have joined our networking night, we were delighted with the response as well as the general attendance at our stand," he concluded.

### Surprise Factor: MAN TGE

The Malaysia Commercial Vehicle Expo is also known as a launchpad for new transport solutions. Oftentimes, participating brands would leverage on the event to introduce new products and services. This time, German marque MAN surprised many by adding a van to their product line-up.

"We do not think that this is a particularly bold move. MAN has always had a product range that covers all segments. However, in Malaysia we traditionally had a reputation for heavy-duty vehicles, moving up to 250 tons." O'Brooks pointed out that over the past few years, MAN has also established itself as a highly dependable brand in the haulage and general cargo segments. According to him, it is now time to showcase that MAN is also very capable in other segments, just as they are in other markets.





At the event, the MAN TGE was a showcase product which O'Brooks aims to fully introduce into the Malaysian market within the next 18 to 24 months. Right now, the groundwork is laid for the importation of this vehicle; hoping for strong market acceptance, MAN is hoping to be able to offer the vehicle as a CKD version to allow for competitive pricing. Pointing out that the concept of the booth is to showcase MAN's entire range, he alluded to the launch of the next vehicles being on the cards to fill the gap between the heavy duty and the vans too.

With the move to exclusively offer EURO V engines for their trucks as of 2021, MAN has positioned itself at the forefront of the move towards a more sustainable transport ecosystem. O'Brooks elaborated that the vehicles available in Malaysia are differently specced in a bid to become more sustainable and to support this ambition.

Besides the TGE, MAN also showcased a bus chassis during MCVE. "This is a EURO V engine powered chassis, and it again shows where are standing in terms of decarbonisation and our effort to be the most sustainable provider of transportation solutions," he said. In view of the upcoming increase in fuel and other costs, O'Brooks is urging the industry to look at ways to streamline operations, under the principle of TCO, and maybe push for an upgrade to even EURO VI emission regulations. "Comparing EURO V and EURO VI is an interesting topic as for the former, it is mostly the exhaust after treatment whereas for EURO VI, it is an entirely different engine technology altogether. With EURO VI, one could even archive significant fuel savings, whereas EURO V is mostly about emission reduction."

O'Brooks lauded the ambition of the Malaysian government to decarbonize and to move towards a more sustainable economy. However, he opined that there needs to be more done in terms of education for the transport sector as to why this is needed and how to best achieve it without compromising profits for the operators. "There need to be more initiatives to promote sustainability." With respect to electric vehicles, he said that the support infrastructure needs to ramp up drastically. "Buses need to be charged within a short time, via DC chargers, for electric trucks to become competitive."



### Meeting Expectations

Mr Jason S.Y. Han, Managing Director of Lubetrans Sdn Bhd, claims that MCVE 2024 was as expected and that it was good to connect with existing clients and to meet some new potential business. "While we were cautiously optimistic about the event, it met our expectations," he commented. He added, "Due to various reasons, the global economy is a little slow, so we expected the expo to match this as geopolitical problems are affecting things worldwide." The event was a success for Lubetrans, and while many

of the expo connections were with existing clients, Han maintained that the company needed to be present to let its clients know that it is still offering its services to its valued customers. However, Han remains optimistic about the future and looks forward to a presence at the next commercial vehicle exhibition.

Meanwhile, Hammar Maskin Sdn Bhd showcased its Swedish-branded sideloaders for its fifth consecutive MCVE. Justin Liew, Head of Sales, said, "This year saw a good representation of targeted visitors, especially on the first two days. We made a lot of contacts, plus some ten new contacts, which we will follow up on. Overall, MCVE 2024 was very good and very successful for Hammar."

Frank Märgner from Hengst Asia Pacific summed up the sentiment of many exhibitors when he said that he wanted to see the show expand. "We need to be here to support our existing clients while coming into contact with others who present potential business to Hengst," he concluded.

## GEMILANG

Making a debut at the show was Gemilang, the renowned coach and bus builder from Johor. During the event, Asian Buses spoke to Pang Jun Jie, Executive Director, Gemilang International Ltd for an update on the bus market. In particular, electric buses are of interest to the community, where Pang stated that "Gemilang has been ready to offer such vehicles since 2015." Since then, Gemilang has been building buses on BYD and CRRC, whereby lately, the range of electric chassis suppliers includes Scania, Volvo and MAN.

Known for their lightweight, corrosion-free bolted aluminium system, Gemilang is expanding this manufacturing method to electric buses. "We have fully transitioned to this system from Switzerland over the past ten years after we decided to abandon steel frame bodies," Pang told Asian Buses. Echoing the sentiment of the Ministry of Transport, Pang sees that the infrastructure in Malaysia is yet to be fully built out to support a faster electrification of transportation. Pang commented that the current Diesel price may be a reason why operators are hesitant to adopt electric vehicles. "It will be interesting to see if there will be a shift when the Diesel subsidies will be dropped in a few weeks," he added.

Globally, the megatrends Gemilang is observing are the push towards decarbonisation and higher demand for smaller, rather than bigger ones. Cities are growing; Urbanisation is still very much a topic that many city planners are concerned with and the planning around last mile transportation requires feeder

buses that run more frequent, although having lesser capacity. "What we have observed in Malaysia is that bus drivers left their jobs during the pandemic and it is now tough to recruit them back. There is a lack of experienced drivers and operators are struggling to fill these positions." To attract drivers, Pang opined that having better, more comfortable buses would aid in not only retaining drivers but also attracting new talent. "Yes, we can give drivers more money, but many are now asking for safer buses as they are more aware of their exposure." To some extent, there is also peer pressure among the drivers as having the latest, best equipped bus to drive is oftentimes the envy of their colleagues.

As a talking point, Gemilang was displaying seating solutions that they regularly install in their vehicles. According to Pang, the chassis has a massive impact on the riding comfort and safety of a bus. However, this needs to be matched with other systems, such as the seating, accordingly for maximum effect. In the case of their exhibit, Gemilang showed Vogel Sitze seats as examples of what makes a good seat for Gemilang to use. These are certified, equipped with seat belts and the anchoring is solid. The latter is crucial as it ensures safety of passengers in case of harsh braking or in an accident.

Pang was elated to report that the long bus, previously trialled by E-Mutiara has been given the nod by the authorities to



enter series production. With 13.5 meters length, it carries more passengers and is also more fuel efficient, thanks to their aluminium body. "This type of bus will also help to alleviate the driver shortage as there are more people being moved per vehicle."

**Penang's Hin Huat Services Receives 20 Kingo 6AT Units**

Representatives from Penang-based light commercial fleet owner Hin Huat Services Sdn Bhd travelled to MCVE 2024 for the handover of the first 20 Kingo 6AT units from R&A Marketing Sdn Bhd (CAM), the light commercial vehicles specialist of Sendok Group. Hin Huat was represented by its owners, Mr Goh Yew Jin and Ms Yeoh Lay Peng.

The long-awaited Kingo 6AT van features a six-speed automatic transmission, comfortable seating, a longer warranty of six years or 200 000 km, longer service intervals of 20 000 km, and seating configurations of 15 or 18 passengers. "The automatic transmission offered by the Kingo 6AT makes it easier to drive with less stress for our staff," commented Goh. He also added that the vehicle is more fuel-efficient and therefore, cheaper to operate. "We chose these vans for several reasons, but mostly because they provide value for money, CAM has a strong after-sales service, and the vans are most reliable," said Goh.

Customisation is another feature that captured the attention of Hin Huat. Goh elaborated that the company was able to customise its growing fleet with in-seat sensors linked to seat belt applications, a speed limiter, USB ports at most seats, and auto-sliding doors. The feedback on the previous fleet of light commercial vehicles supplied by CAM, from Hin Huat's drivers, passengers, and the leading international manufacturer that it provides services to, has all been very positive. Goh remarked that monthly and random vehicle audits by the company to which it supplies its services mean that the vans need to be continually operating at peak performance. It is the reliability and long-life span of the vans that make them especially appealing to Hin Huat.

Hin Huat is a loyal supporter of the brand, having already added 40 units of the CAM Kingo 5MT in 2023. The handover ceremony was also attended by Ms Chery Chen, Sales Director, Light Vehicle Product Xiamen King Long International



Trading Co Ltd, Ms CH Gwee, Director, R&A Marketing Sdn Bhd (CAM), the distributor of King Long Minivans, and Mr Loo Hoon Hooi, a director of Gigamax Truck and Machinery, and also a CAM Penang dealer.

The Co-Star Minibus (Premium), a community transporter with 20/28 seating capacity and JAC I75, the 1st ever 100 percent electric light truck available in Malaysia were also on display at MCVE 2024.





### Lubricants and Beyond from Shell

Returning to MCVE was Shell. This time, the company showcased how they are not just a provider of fuels but have a holistic offering for the transport industry. One of their best-known products, Shell Rimula, took centre stage at their booth. Talking to Asian Trucker was Mr Basil Giri Davis, a certified Machinery Lubrication Engineer, also a Lubricants Technical

Coach for Shell Lubricants Business Malaysia. "The lubricants we feature here is the synthetic technology Rimula R4 Plus, synthetic technology Rimula R5 LE and our fully synthetic Rimula R6 LM. Besides that, we a range of Shell Gadus greases here, as they are complimentary to the grease required lubrication for commercial vehicles."

A big portion of the stand was dedicated to the services Shell now offers for fleet owners and operators. A highlight among the services is the Shell VideoCheck. Similar to an examination on humans, a probe will be inserted into the engine to check for damages. Using this service, the source of problems with high fuel consumption or black smoke can may be detected and thus, with pinpoint accuracy remedied. "Deploying this service is a good alternative to disassembling an entire engine to find out what is going on as it is faster and easier to apply."

Fleet management solution is taking up a significant portion of Shell's offering these days. As Davis Basil explains, this is with the ambition to offer the best Total Cost of Ownership (TCO). The

correct use of engine oils and changing them at the right time will have a significant impact on the bottom line and hence, Shell is interested in offering the best possible advice in such matters. What Basil is observing is that fleet owners oftentimes manage to extend their oil drainage intervals with the help of Shell's oil analysis service called the Shell LubeAnalyst. "What many people don't factor in is the cost for parts that are not changed at the right time. In



addition, downtime, when the truck is in the workshop, adds cost". What Basil and his team are seeing is that many operators still apply an old-fashioned approach, whereby the paradigm is that frequent oil changes at shorter intervals are the best way. However, frequent oil changes mean downtime, which is a cost. The bottom line, as he put it, is that fleet management is about managing cost, not controlling the driver.

Positioned as an energy provider, the link to TCO is a cornerstone of new paradigms: deploying proactive maintenance such as imparting Shell LubeAnalyst into fleet management is about the smart use of energy, rather than wasting a lot of lubricants. Logically, when reducing the use of energy it results in a reduced need for lubricants, thus one is emitting less CO2, which means that improving the bottom line is also reducing the impact on the environment. It is a fallacy that cheaper lubricants will result in lower cost. In the post-Covid time we are in now, transporters focus on cost savings, however, Davis cautioned that cheaper lubricants may be false friends as their use over time may result in higher cost: you are better off using a high-quality lubricant.

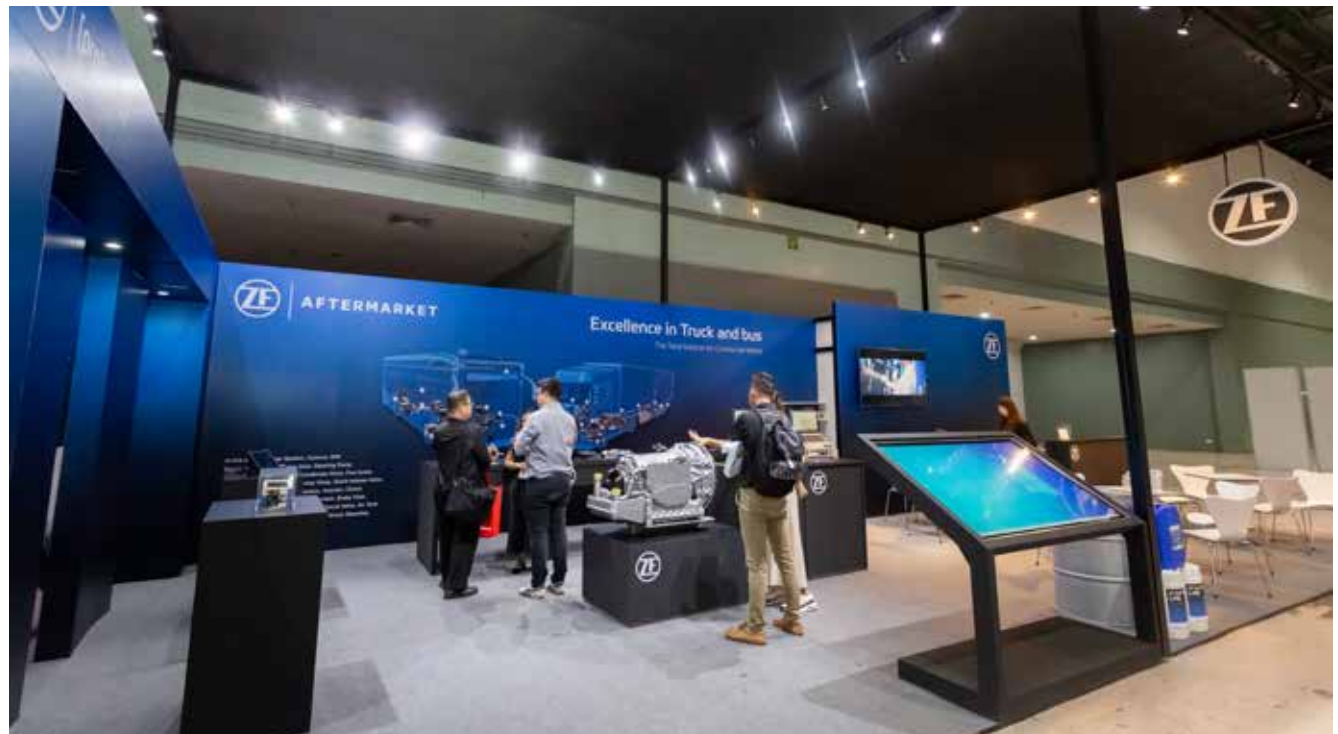
When picking a fleet management solution, Shell has some tips for those considering adding one. A crucial aspect of such system is that it should



be supporting a circular economy, in particular for the lubricants. Shell also collect used lubricants which will be repurposed for other applications and this needs to be built into the fleet management solution to allow this to happen. Any fleet management solution, as Davis Basil put it, should be future-proof for a number of years, in view of the upcoming electrification of transport fleets. Meanwhile, a key feature should be the ability to monitor driver behaviour and to be able to coach the drivers. In Malaysia, most users do not fully utilise the functionality of fleet management solution, unlike in other countries where FMS fleet management solution is a key function in running a fleet. "MCVE has been quiet overwhelming as we found out that many fleet owners are not aware of the services that we offer."

**ZF Focuses on Services**

This year, ZF presented itself at MCVE with a strong focus on new services that are being offered through selected partners. Following the acquisition of WABCO, the company is now even better positioned to meet the needs of the commercial vehicle industry from one source. Present at MCVE were Aleksander Rabinovitch, Head of





Business Line Commercial Vehicle at ZF Aftermarket and Teoh Chee How, Head of ZF Asia Pacific Division Aftermarket to provide insights into their dealings in the region.

Rabinovich, who flew in for the show, explained that the Asia Pacific region is significant for ZF. "Overall, the commercial vehicle makes up some 18 percent of the group's annual revenue of 46.6 billion EURO. With more than 168 000 employees, we are represented at 331 locations in 40 countries and our strategy is to be a global company with strong local ties to the market" Southeast Asia is a growth market and being present at MCVE was important to showcase what ZF Aftermarket brands can offer local transporters to enhance their businesses. Focusing on the aftermarket, ZF was showcasing products and services that are being offered as OEM solutions.

Teoh, who is specifically tasked with handling the aftermarket in our region, explained that his division is responsible for offering all of ZF aftermarket products to the distributors, workshops and fleets. "This encompasses passenger cars, commercial vehicles and industrial applications," he added. Due to the broad and deep product range, ZF Aftermarket is organised firstly in different dimensions: regional into five regions and business lines (Passenger cars, CV,

Industrial and Digital solutions). Stemming from this matrix organisation, ZF decided to showcase their total

aftermarket solutions offering for commercial vehicles at MCVE, including their ZF-branded premium products.

Highlighting each brand, Teoh pointed out that the ZF brand, is generally known for gearboxes, axles and transmission while Lemföerder is very well known for components around the chassis. Sachs, the third brand represented on the stand offers performance parts such as clutches and shocks. In addition, ZF took the opportunity to explain how the WABCO brand, which ZF acquired in 2020 fits within the portfolio.

With recently appointed partners in Malaysia, ZF emphasized the ZF [pro] Service concept at the event. As Rabinovich explained "Our partners

are workshops, buying and using our parts and components. The idea of the ZF [pro] Service is to equip our selected partners with the right tools, right knowledge and understanding to provide services to their customers, using our products."

According to him, this is a vast task as ZF offers solutions for European and Asian Manufacture brands of commercial vehicles. With significant stocks held by these partners, they become one-stop shops, highly qualified on ZF's products. "In particular we need to consider the fact that the technology for trucks and buses has drastically advanced and that our partners are no longer just parts stockists."

A mega trend that ZF is riding on is the digitalisation of the transport industry. Harnessing the power of the internet, several solutions offered by ZF can be described as Aftermarket 3.0, with a wink to the idea of Web 3.0. Teoh said that "Many of our services are based on internet platforms and for peak performance of our components, we are using data derived from connected vehicles. What we are seeing globally is that the shift from parts trading only to services plus parts." In addition, what Teoh is observing is that the Asian region is dominated by Asian brands, however, this is changing. More and more Chinese brands are encroaching on the market shares of the traditional Japanese brands. "ZF is perfectly positioned to service both, as our comprehensive product range covers both." 





# Volvo Launches Electric BZL-GML Eco Range

*Powering the future, the all-new fully-electric Volvo BZL-GML Eco Range Premium City Bus makes official debut in Malaysia*

The electric bus represents the combination of European experience through Volvo's electromobility innovations and local expertise in Gemilang's accomplished track record on electric bus body to deliver a new level of safety, efficiency and emission-free city transport solutions. The energy-efficient chassis and driveline components of the Volvo BZL are engineered and developed in accordance with the strictest standards in Volvo's manufacturing plant in Sweden using premium materials and advanced structural design for unmatched strength and optimum energy storage capacity.

According to the companies, the all-new electric premium city bus is poised to be a game changer that will raise industry bar and power the progress of Malaysia's electric bus segment, as well as hastening the achievement of a more sustainable future.

## **Supporting the Transformation of Malaysia's Public Transport Sector and Carbon-Neutral Aspirations**

The offering of the all-new Volvo BZL-GML Eco Range as the new zero-emission public transport solution dovetails with Malaysia's plan for a massive shift towards increasing the adoption rate of electric buses plying major cities, starting with the Klang Valley. It supports Rapid Bus' fleet electrification plan to replace the company's current Diesel-powered buses with electric buses by 2030 with the aim to decarbonize the public transport sector over time and to reduce city air pollution. Additionally, to lend



**V**olvo Buses, part of the Volvo Group ("Volvo") and one of the world's leading providers of sustainable people transport solutions, together with Gemilang International Ltd ("Gemilang"), one of Malaysia's homegrown leading manufacturers of bodywork for buses and coaches, today jointly launched the all-new, flagship Volvo BZL-GML Eco Range, offering Volvo's first and locally built electric low-floor, two-door, premium class, city bus in Malaysia.

During the launch, a signing ceremony with Rapid Bus Sdn Bhd ("Rapid Bus") was held to confirm the implementation of a trial operation involving the Volvo BZL-GML Eco Range for Rapid KL bus service. Representing Rapid Bus at the ceremony was its Chief Executive Officer, Muhammad Yazurin Sallij. The trial operation is targeted to commence this July 2024, and is expected to take place for at least six (6) months to a year, whereby one unit of the Volvo BZL-GML Eco Range electric bus will run on Route 581 which is the Desa Tasik – LRT Bandar Tasik Selatan trip.



an overall support to the Government's efforts in making Malaysia a carbon-neutral nation by 2050.

The Volvo BZL-GML Eco Range provides a viable solution as a greener way for people to travel and is expected to reduce carbon emissions by up to 60% or approximately 329kg per passenger per year of carbon dioxide for every 15 000km when comparing an electric bus to that of a diesel bus's similar journey.

### **Efficient Operational Cost and High Passenger Capacity**

Built on the Volvo BZL 4x2 chassis variant, which is renowned for its globally proven electric driveline, the locally-built GML Eco Range is designed for efficient city bus operations and features a low and completely flat floor from front to back, giving greater accessibility and stability to passengers. The body concept is modular in design thus it can be constructed based on customer's requirements. This modularity in design contributes to lower repair costs, reduced downtime and simplified stockkeeping of spare parts.

It can hold a capacity of up to 91 passengers, with 33 seating capacity comprising safety seats, priority seats and foldable seats, and 58 standees depending on the selection of body length. The body can be customized for length ranging from 10.6 to 12.5 meters.

### **Superior Durability with Global Safety Standards**

The Volvo BZL-GML Eco Range is built on solid structure based on the most stringent safety standards that have already been tested, applied and proven in Europe. The powerful driveline is equipped with a comprehensive range of advanced braking technologies which include Volvo disc brakes, Electronic Braking System (EBS), Anti-lock Braking System (ABS), Acceleration Slip Regulator (ASR), Brake Blending, Hill Start Aid and Electronic Stability Control (ESC). Additionally, other safety features to assist the driver like departure warning, collision warning, 360 camera and e-mirror could be offered as options.

The electric chassis has a multilayer safety system with standards that exceed the European legal requirements to ensure maximum safety levels at all times, especially with regard to thermal management. Safety is embedded into every aspect of the vehicle's Energy Storage System, from the battery cell design and packing, short circuit prevention and disconnect measures, battery management systems, thermal management control to damage protection.

In the unlikely event of a malfunction, the battery cell and its local environment are designed to 'self-extinguish' by automatically discharging a thermal suppression agent with no further propagation to surrounding cells. This has been repeatedly proven in testing.

The Volvo BZL-GML Eco Range electric bus offers charging flexibility by providing hardware interfaces for OppCharge automatic high-power charging as well as CCS charging sockets. The energy storage is roof-mounted, thus contributing to passenger space and optimised weight distribution.



**Quality Urban Commute**

The Volvo BZL-GML Eco Range is also equipped with a powerful and efficient climate control air conditioning system supported by the Energy Storage System which optimizes the energy supply and makes the best use of it.

The bus body, constructed with top quality double-glazed glass panels, lets light in during daytime whilst effectively insulates against the sun's heat and loud traffic noises from the outside. All these features provide passengers on board the Volvo BZL-GML Eco Range a silent and comfortable ride in a bright, cooling, and pleasant ambience, elevating their city commuting experience.

As for the driver's station, it is fitted with instrument cluster for ease of drive. The safety seat is ergonomically designed and mechanically suspended, providing multiple adjustment features that enhance overall driving comfort.

The powerful driveline with up to 400 kW (540 hp) makes the acceleration and uphill capabilities of the Volvo BZL-GML Eco Range effortless, as it already delivers impressive torque from a standstill. The Volvo BZL-GML Eco Range electric city bus is set to change the future of urban commute by delivering a truly differentiated ride experience for both driver and passengers in Malaysia.

**Marcus Mak, Country Manager of Volvo Buses Malaysia** said, "As a global provider of transport solutions focused on cutting-edge innovations, our ambition is to offer the world's most responsible and safe electric bus systems. We believe that electromobility is one of the greatest solutions that can power a better future for all. The introduction of the Volvo BZL-GML Eco Range will contribute to a more sustainable environment through zero-emission whilst playing a key role in strengthening industry networks through increasing understanding of superior electromobility technologies."

**Pang Jun Jie, Executive Director, Gemilang International Ltd** remarked, "The introduction of the all-new Volvo BZL-GML Eco Range today is very timely given domestically, Rapid Bus is set to expand its fleet of electric buses as part of its fleet electrification programme. With our aluminium body super structure, the Volvo BZL-GML Eco Range possesses outstanding reliability, safety levels and environmental performance that are suited for use as the choice public transportation vehicle in Malaysia. Gemilang shares the same goal with Volvo in achieving sustainability through electromobility, which is in line with Malaysian government's initiatives in reducing carbon footprint and promoting green mobilities in the Klang Valley and other major cities." 🚗





## Busworld Asia in Jakarta: Innovations and Future Technology

*Held for the third time in Jakarta, the Busworld Asia was a resounding success with an international audience flocking to the venue to re-connect after the pandemic and to learn about the latest trends.*



After delivering two successful exhibitions in 2019 and 2022, the bus and coach industry geared up for its next big meet in the third edition of Busworld Southeast Asia. Held from May 15-17, 2024, at the Jakarta International Expo in Indonesia, this event was seen by many to be a pivotal moment for industry professionals.

The Indonesian bus market is on an upward trajectory, fuelled by urbanization, infrastructural enhancements, environmental concerns, and tourism. Government-led initiatives are significantly influencing the shift towards more sustainable, cleaner public transport solutions, including electric buses. The exhibition also featured a diverse array of components and accessories from 42 suppliers. Highlights included

advanced seating solutions, state-of-the-art HVAC systems, cutting-edge digital systems, and innovative fire extinguishing systems, with leading companies such as SONGZ presenting their best-selling bus air conditioning system, the LMD-VI, which boasts both a heat pump and electric cooling system. The event also highlighted ultra-luxurious seats, designed to provide exceptional comfort, echoing the 'BUSINESS class' level of comfort found in premium buses with features like ergonomic designs, oceans of space, high-quality materials, and advanced adjustability.

### Market Snapshot

Indonesia is Southeast Asia's largest market for commercial vehicles. During the Busworld Asia, an outlook for the market was presented by Frost & Sullivan to provide insights into the upcoming demands and challenges. According to the research carried out by Frost and Sullivan, the market for buses is to be 5 000 units by 2028. Of this, 75 percent are to be from the transit segment with the remainder being intracity buses.

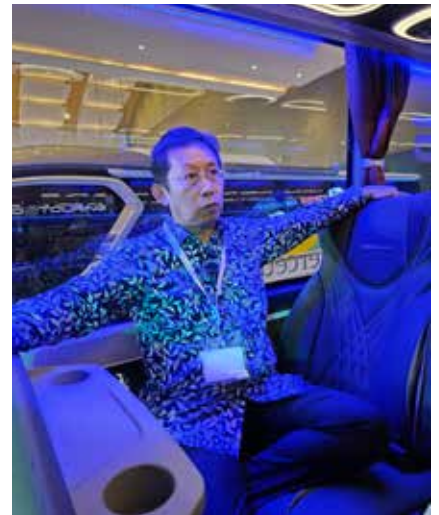
Indonesia is allowing OEMs from outside Indonesia to conduct business in the country. As per the findings provided, this will be an accelerant for the electrification of the transport systems in the country. In this context, it needs to be

noted that Indonesia is a main source of Nickel, which is required for the production of batteries. With this background, Indonesia is aiming to be net-zero for emissions by 2060. A key driver of adoption of electric vehicles is, as in many other countries, the government's offer for incentives and the availability of electricity to charge vehicles in large quantities.

### Dedicated Company Presentations

Offering a platform for buyers and sellers to meet, Busworld Asia hosted selected companies to present themselves. Offering insights into their offerings and backgrounds of the brands, these companies pitched their businesses to an international audience. Participants could join these presentations according to their need for specific products and services in order to peruse their offering.

Akin to the Shark Tank format, company representatives showcased their products from fleet management systems to intelligent solutions for chassis. A common theme among all the presentations was road safety. As the Indonesian Government is ambitious in reducing the number of accidents and fatalities, the industry is pulling together in a bid to support these initiatives.



### Busworld Asia: Snapshot

Adiputro, the major Indonesian bodybuilder presented a diverse range of buses, including a double-decker (Volvo B11R chassis), a single-decker coach (Mercedes-Benz chassis), and the fifth generation of the Jetbus series. Adiputro received the Coach Sustainability Award for their Euro 5 compliant 3-axle vehicle, a notable achievement in a region still predominantly Euro 4.

Celebrating its 50th anniversary in 2024, New Armada showcased five vehicles, including the premiere of the Vision 8 Touring with a unique single glass design and the Aero8SLR sleeper bus. They won the Coach Design Award for their innovative Skylander series.

Known for their dedication to safety, Laksana presented a 12-meter e-bus developed with Hyundai and a new half sleeper, half executive class model. Their Legacy SR3 Suites Combi earned them the Coach Safety Award.

Tentrem, a family-owned business introduced the Velocity W5 designed for the Transjakarta BRT line, and the luxurious Avante H8 Grand Captain coach. The Velocity W5 won the Bus Technical Achievement Award.

Golden Dragon (SAG) showcased three electric buses, including the 6-meter All Star for urban last-mile operations and the 12-meter E-Bus Low Entrance, which won the Bus Design Award.

Petrosea together with the Universitas Indonesia highlighted their diesel bus conversion into an LFP battery EV bus, demonstrating a commitment to sustainable transport solutions.

### Tentrem

This local bus and coach builder with a capacity of around 600 units per year showcased two very distinct solutions at the Busworld Asia. Their 12-meter high-deck bus is a tailor-made vehicle for Transjakarta. It features the biggest battery available in the market with 400 Kw/H, giving it a range of around 300 kilometres, depending on the usage. Yohan Wahyudi, Director of PT Tentrem Sjahtera said that during this third time the Busworld is being held in Jakarta, it is noticeable that the government is pushing for reduction in harmful emissions. His creation of the bus shown was guided by this ambition of the government.

In Jakarta, public transport is incorporating Bus Rapid Transit (BRT) systems. The local public transport system uses elevated platforms for passengers to enter / alight from the buses. Because of this, buses running on the Transjakarta BRT have to have elevated doors to match the height of the platforms. These buses stand out immediately as most other applications are demanding low-entry floors.





For intracity transport, Tentrem showcased another 12-meter double-deck bus, equipped with a Diesel engine. What makes this particular innovative is the windshield design, which allows for an increased capacity, offering two more seats. “We use chassis from various brands and we only design and build the body. With our design, operators can now optimise ticket sales and efficiency of the vehicle,” Wahyudi said. Using their innovative design, the bus can be configured as 21 seats + 2 sleeper seats.

A trend he recognised in long distance bus travel is that operators are increasingly competing on the service provided on board. For instance, hot towels and food being provided are becoming in-demand items by travellers; naturally, these demands impact the design of Tentrem’s design.

### **Xiamen Golden Dragon Bus**

Xiamen Golden Dragon Bus Co. Ltd is a Chinese joint venture company established in 1992 in developing, manufacturing, and selling 5m to 18m long luxury buses and light vans with the trademark of “Golden Dragon”. It has a reputation as one of the top 10 bus manufacturers and bus brands in China.

In Indonesia, “Golden Dragon” has been present for almost 20 years. Over this period of time, the company has managed to sell over 1 000 units of their vehicles. Recently, their latest success reported is the delivery of a batch of 30 units of electric buses. Alexander Chen, Regional Market Director, said that import duties and restriction imposed by the Indonesian government would oftentimes result in their vehicles not being as competitive as locally produced



ones. “However, we have a huge advantage as we are taking care of the entire supply chain, including the batteries in-house.” According to him, this ensures stable supplies and the ability to quickly adapt to the demands of their customers.

### New Armada

Launching the new Skylander at the Busworld Asia, the brand is utilizing the exhibition as an international platform to showcase their vehicles to a broader audience. New Armada’s pride is the design of their double-deck buses using only one sheet of glass for the windscreen, covering the entire front. Asian Trucker was told that this gives a luxury feel to the bus, while operators appreciate this design feature for its cost saving and streamlined shape.

Focusing on large vehicles, the company delivered some 2 500 units in 2023. In the past two years however, New Armada has only sold their vehicles in Indonesia while previously, the brand was also exported to markets like Sri Lanka. An increased demand for large coaches was noted by New Armada as the government has completed a number of highway projects to connect Indonesian cities and now people do want to travel between them.

Characterising the local market, New Armada observes that passengers have a huge influence on the bus brand and bodybuilder a transporter is using. It was relayed that passengers are highly involved in the question of what bus to use for long distance trips and demand for specific models, which they are familiar with and recognise. Beyond that, the adaptation of ADAS and safety systems is being demanded by users.

### Laksana

Laksana produces around 1 300 vehicles every year, from 8-meter buses to large sleeper buses. Proudly showing off two new buses at Busworld Asia was Alvin Arman, Commercial Director of Karoseri Laksana. Their new city bus is an electric bus with low entry floor. “We have done electric buses before; however, this is the first we offer with low entry floor,” he said.

Their new coach offers both regular seats and sleeper seats. According to Arman, this vehicle is best suited for tourism, especially bus charters. Laksana introduced sleeper buses in 2019, their success being slowed by the pandemic.





Being known for innovations, Laksana pioneered the use of seatbelts on board their vehicles, along with frontal collision tests and other measure to make their vehicles safer. Arman explained that the Indonesian government is now pushing to enforce on the use of seatbelts. Going forward, Indonesia using EURO IV emission standards, Arman expects that electric buses will be in high demand in the very near future.

### Regency Transport

Every bus needs seats and seats need covering. Taking up a prominent booth in the middle of the Busworld Asia, the team around Andrew Wibowo, Business Director, PT Sinar Continental, was launching new fabrics to meet the demands of the market. With a regional reach, the products showcased were aimed at bus and coach seat makers, while the main business of Sinar Continental is the OEM passenger car market. The bus market makes up five percent of their business, as the passenger car market is much larger.

"This show is significant as it is the first time we are coming together as an industry after the pandemic. Last time we celebrated the 50th anniversary of Adiputro, this time it is the 50th anniversary of New Armada." Wibowo explained that they participate in Busworld Asia in order to promote their latest designs.

Fabrics and synthetic leather plays an important role in the bus building market as almost each coach has its own fabric, according to Wibowo. Sinar Continental has been following the market closely as the company has been supplying to the established bus builders, such as Adi Putro and New Armada since their inception.

Wibowo highlighted their latest features, which is dust mite repelling fabric. As he explained, fabric may have the problem that dust mites breed in it and these pests may attack passengers. Fabrics, in hot and humid countries like Indonesia are better suited to offer a relaxing ride. However, because of the risk of having dust mites, many operators opt for vinyl. With their latest offering, Sinar Continental can now eliminate the threat of bites from pests while offering a more breathable cover for bus seats. ■





## Road Safety is Everyone's Concern

Commercial vehicle manufacturers, fleet owners and drivers don't need to be reminded that road safety is everyone's concern. However, the topic arose during MCVE 2024 in a joint presentation by MAN Truck and Bus and Dr Rich Hanowski, Director, Division of Freight, Transit and Heavy Vehicle Safety, Virginia Tech Transportation Institute (VTTI), USA.

Mr Ghino Galontinus confirmed that safety was a priority for MAN, mentioning features such as MAN EasyControl, Emergency Braking Assistance, and Advance Driver Assistance Systems.

Hanowski is a senior research scientist who has been involved in transportation human factors research since 1991, when he was a graduate student working at the National Center for Advanced Transportation Technology at the University of Idaho. His experience includes transportation human factors with both heavy and light vehicles, laboratory and field testing, simulation, advanced system development and testing, naturalistic driving, design guideline development, and human performance evaluation. VTTI conducts research to save lives, time, and money and protect the environment.


VTTI has investigated the root causes of key crash factors and the solutions, including fleet safety best practices, driver support technology, and Automated Driver Systems (ADS).

Human factors are the leading cause of vehicle crashes, with excessive speed, driver inattention, distraction, and fatigue as common causes. While not a major issue, vehicle factors also contribute, but stringent regulations in most parts of the world ensure that the vehicle only plays a small role.

VTTI has studied various US-based fleets and noted changes in some companies that previously had a poor safety record. Changes mostly came about with the presence of a strong safety culture. Some companies have turned their safety record around through strict driver hiring criteria, driver training, and adopting vehicle safety technologies such as Automatic Emergency Braking, Lane Departure Warning,

Blind Spot Warning and Roll Stability Control, and On-Board Monitoring Safety (OBMS). OBMS, with one camera facing forward and one to the driver, has the potential to identify risky drivers and lower incidents, with one US operator reducing safety events by up to 50 percent. Hanowski maintains that road safety initiatives need to take a multi-faceted approach and that there is no silver-bullet or simple solution.

ADS is a hot topic with fleet owners and many other road users. Fleet operators have many questions and are finding it difficult to prepare plans for ADS adoption. For example, questions are being asked about who is responsible for the equipment; the operator or those who install the equipment. Other questions arise about who inspects the system, while insurance nuances also need to be resolved. Hanowski's research also indicates that many roads in the US may not be ready for ADS.

Hanowski is familiar with Asian road conditions as he has worked in Indonesia and Malaysia with the Malaysian Institute of Road Safety Research (MIROS). He will also return in early 2025 on a Fulbright Scholarship. 



# Systemic Thinking and Efficiency

At the time of writing, the Diesel subsidies in Malaysia have just been removed. It came as a surprise to me to learn that four bus operators were initially not part of the new subsidy scheme and that they had not been considered to be entitled to it. As this is a fluid situation and Asian Trucker is not a daily, I hope that our readers can see beyond the fact that by the time we published, the above is no longer correct and that the situation has changed. I would want to take this as an example of how we need to look at our transportation industry in a holistic, systemic manner that looks farther ahead into the future.

On the outset, the idea of the government to reduce spending is good on first sight. However, now we introduce the ambition to bring in 220 Million visitors, as reported in the news. These people would have to be transported, infrastructure will have to be built with the help of trucks. Even when we look at the idea of moving more people by bus, we have to look at other components of the economic system right away. Instantly, we are being reminded that buses ferry workers to construction sites. With the increase in Diesel prices, we now immediately have a cost increase for infrastructure projects; tourists will be saddled with the cost of increased fuel cost.

Let's look at another subsidy instead: sugar is being subsidized with RM 1 per Kg in Malaysia. Also, Malaysia clocks in 54 percent of adults being overweight or obese. Could we not cut the sugar subsidies for the 41.6 Kg per capital p.a.? That would achieve a few things (hopefully): people will consume less sugar as it is more expensive. Such reduced sugar consumption can be expected to have a positive impact on the healthcare system. The reduced sugar consumption also means a diminished need for transportation. Sugar is heavy by the way. This, in turn should result in a reduction of fuel consumption as we need to move less sugar around the country. In essence, the abolishment of the sugar subsidy would most likely result in healthier citizens that need less healthcare services; there will be less emissions (also as people eventually weigh less maybe?), which again positively impacts our health. We already have a lot of benefits.

Of course, there will be a negative impact on the transport industry. Less sugar consumed also means less of it being transported. However, I would be confident in saying that this would be less of an impact than cutting Diesel subsidies as it impacts only a certain segment of the industry. On that note, if we want to reduce the use of subsidised Diesel, we can also look at ways to make transportation more efficient. As a first step, all the old trucks belching out black smoke need to be replaced with those having cleaner engines. Next, we allow for longer trailers, which can move more cargo per trip. Anyone driving on the highway will also have seen long rows of trucks idling while lining up at toll gates. There must be a faster way to process these. Speaking of idling, I was told by one truck manufacturer that their trucks have a very high percentage of idle time during the daily operation. One reason is that the drivers sleep in the trucks and keep the aircon going (powered by the Diesel engine). If we could have nice motels / hostels for these drivers, we could also immediately reduce fuel consumption.



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And now we are introducing electric vehicles. These could be charged using hydropower. If we were to replace a large enough number of vehicles on the road, the use of Diesel would also be drastically reduced. From my conversation with industry leaders it is learned that the lack of charging infrastructure is holding back transporters from investing in this technology. Again, not being a policy maker, I am sure that we can find a way to incentivize an accelerated electrification of the industry which would ultimately result in money saved in the long run.

Admittedly, my thoughts here are very simplistic and will not represent the full picture, nor the full spectrum of interrelated impacts in the system known as the economy. However, what I hope to achieve is to point at methods that we can use collectively to aid the government in reducing subsidies while at the same time boosting the economy. As I may be about to get hit with the abolishment of the subsidies for RON 95, I will be impacted too and thus, I do have an opinion, although it may not be representative of what the majority thinks. 🇲🇾



## Scania Concludes Pilot Test to Confirm Sustainability Credentials of B100 Biodiesel

In November 2023, Scania (Malaysia) Sdn Bhd (Scania) and Shell Malaysia Trading Sdn Bhd (Shell) launched the pilot test of the first pair of Scania vehicles, running solely on B100 Biodiesel. The launch was held at Stesen Minyak Alisha, Shah Alam, Selangor. The ceremony was officiated by Mr. Shairan Huzani Husain, Managing Director of Shell Malaysia Trading and witnessed by Ms. Heba Eltarifi, Managing Director of Scania Southeast Asia, Mr. David Lantz, Driving The Shift Director of Scania Southeast Asia and Mr. Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson Sdn Bhd. Supported by the Malaysian Palm Oil Board (MPOB) and the Ministry of Plantation Industries and Commodities (MPIC), Shell Malaysia is collaborating with Scania and Konsortium Port Dickson Sdn Bhd (KPD) to pilot test the road tankers in an effort to lower carbon emissions.

After several months of trialling, the results are in: the trial can be deemed a success as it proved that it is not only possible to run a fleet on B100 Biodiesel, but also drastically reduce CO2 emissions by doing so.

### Providing the Framework

In order to carry out the trial, a theoretical and practical framework needed to be developed. M Hakim Kamarul Azman, Road Transport Team, Shell Malaysia Trading Sdn Bhd was handling the trial from the energy provider's side. Within the Malaysian setting, companies producing Diesel would have to offer Biodiesel as a standard too, as per the law. "The thought was that we don't have to stop at the ten or 20 percent Biodiesel, we could just as well go all the way to 100 percent. This is where this trial started out," Azman explained. Malaysia being a major producer of palm oil, the choice was made for this source of energy. While Shell acknowledged that there are other alternative sources, palm oil was the energy of choice as it is widely available, unlike used cooking oil, which can be hard to come by in large quantities.

Being true brand ambassadors, transporters already moving Shell's products were the most suitable candidates to be involved in this trial. According to Azman, the use of 100 percent Biodiesel would be a niche offering at this point in time, however, there are applications that are very well suited to make use of this alternative. "There are currently a few projects underway where Biodiesel is being tried." The choice for Scania vehicles was made easy as they have been known to be Biodiesel-ready since 2019.

Shell's stance on the trial was that this is to be about the reduction of carbon dioxide emissions. Shell, as a global company, also looks at emissions that are created indirectly through the use of their products: in this case, the transportation of fuels by a third-party provider. "Here, we wanted to see how much Carbon we are reducing by switching to B100." What needs to be pointed out is that this will only work when the palm oil is produced by providers that cultivate oil palm in a sustainable manner. Although the Carbon emissions would be reduced by up to 70 percent by using it, the overall Carbon emissions would go up if unsustainably produced palm oil is used. "Shell is extremely strict on this," he said.

Confirming the anticipated outcomes, Azman stated that the trial was a success as the Carbon reduction was within the bracket to be expected and the increase in fuel consumption was within the predicted boundaries. "We are very happy with the reduction in emissions and there have been no major issues as a result of using this fuel. What would make a difference would be a change in the price for the B100." Where Azman sees a potential for substantial benefits for the operator is for LCV and MCV, where the goods moved are not as heavy.

### Operator's Experience

Executing the trial, Scania now has months' worth of solid data and insights derived from running vehicles for a prolonged period of time on B100. Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson Sdn Bhd shares his experience as he believes that switching the fuel would be a suitable way to reduce emissions.

KPD is well positioned as a partner in the B100 trial as they have extensive experience in storing and moving such goods. "One of the goods we are currently moving is actually Biodiesel, which we transport all over Peninsular Malaysia."

Bus operators may use own tanks on their yard to re-fuel their trucks. Tee points out that Biodiesel is just as flammable as regular Diesel. Apart from that, as is known, Biodiesel is more hygroscopic and would therefore need water separators to be installed. "While most operators will ultimately pump their Diesel or Biodiesel at the station, it was interesting for us to be storing

both types here to fully understand how each of these behaves and needs to be handled.” In particular, he pointed out that managing the water present in B100 is an issue that needs to be tackled. To deal with the water condensation, KPD decided to use smaller tanks and to re-fill them more frequently.

Tee reinforced that slightly older Scania vehicles could also use B100 as they have been prepared for it since 2019. Those vehicles put to use before that time could possibly be retrofitted the vehicles without having to invest in new trucks. One thing KPD noticed is that the water temperature in the cooling system increases and that it is recommended to adjust the mixture of the coolant accordingly.

Six months into the trial, a few results have been confirmed. For instance, transporters will have to expect the position for fuel cost to increase. B100 is currently slightly more expensive than Diesel and it is a known fact that Biodiesel does not have the same energy content as Diesel, hence an increase in consumption is to be expected. Driver training, specifically to train on fuel efficient driving, can be applied to counter this to some extent. Overall, the issue of fuel cost is one that requires careful consideration as now a new fuel subsidy programme is rolled out as well.

#### Summary of the trial

- Confirmed to be reducing Carbon emissions by up to 70 percent
- Suitable for heavy haulage with adjustment in driving behaviour
- No issues with the truck if the vehicle is equipped accordingly
- Suitable alternative, considering locally made product
- Positive impact on major parts of the supply chain

In summary, Tee said that Biodiesel is a fantastic option for those wanting to make a difference. With relative low investment needed to equip the trucks and operation for the use of Biodiesel, this is the most viable ways to make an immediate impact on the eco-balance sheet. For now, the limited availability, in tandem with the increased cost at the pump can be seen as hindrances for transporters to make a move to this fuel. One aspect that many may overlook is that use of Biodiesel will also support the local economy as Malaysia is a major palm oil producer. Overall, the trial has been a positive experience whereby KPD managed to learn a lot about Biodiesel and how to optimise the use of various fuels.

#### Manufacturer's Notes

One of the strengths of Scania is the ability to offer transport solutions that adopt varying sources of fuel. Mr. David Lantz, Driving The Shift Director of Scania Southeast Asia monitored the trial from the OEM's point of view. Analysing the activity, there was a sound rationale for this trial and following are the notes and comments on the trial.

“On the outset, Malaysia is one of the world's largest producers of B100, thus, this pilot project demonstrates the high quality of the fuel to reduce global CO2 emissions while maintaining and creating local jobs in Malaysia.” Currently, Scania is also concerned about decarbonisation, as they label it “Driving the Shift”. As Lantz explains, the use of B100 Biodiesel fits this approach very well: It's the fast option to decarbonize heavy commercial vehicle as it reduces CO2 emissions by up to 70 percent and can be used by vehicles that are already on the road. Thus, it also has the smallest possible technology risk as you can always switch back to regular Diesel.

It was important for Scania to be part of this trial as the OEM needed to make sure that the vehicles are ready and prepared to run on B100. “We also monitor their health and performance during the trail.” Lantz said. He added that B100 is a very versatile fuel as it could also be waste to fuel if the source is used cooking oil. As Scania's trucks are well prepared to accept varying fuel qualities as standard, fitting vehicles with the required components for the use of B100 has been no problem whatsoever according to him. As a provider of buses in all major global markets, Scania could have expanded the trial to also include cross-border transportation as B100 is available in Singapore as well.

Those wanting to follow the example of the trial may do so easily as the ability to run Scania trucks on Biodiesel has been a standard offering for all new trucks and buses since 15 December 2019. Since then, all new vehicles sold are FAME (FAME is the abbreviation for Fatty Acid Methyl Esters, which is the technical term for the biodiesel that is produced in Malaysia) prepared, enabling them to run on all



blends of diesel and biodiesel ranging from 0 percent Biodiesel to 100 percent Biodiesel including B0, B10, B20, and B100.

Looking at the ambition to reduce emissions, we have to evaluate how effective Biodiesel is to be a faster, more economical way to reduce CO2 emissions. In Malaysia today, it is the most economical way to reduce CO2 emissions beyond 10 percent which one can get from fuel savings. It won't get transporters all the way to carbon neutral like you can do if your run a battery electric vehicle on renewable electricity; but it can get you to 70 percent reduction for a cost premium of 5-15 percent based on the current palm oil price.

In the Malaysian context we have to look at the low fuel prices as a deterrent for transporters to move to Battery Electric Vehicles (BEV). Admittedly, this may also be the case with Biodiesel. “Yes, however the cost premium of running a vehicle on B100 is 5-15 percent compared to Diesel. The cost premium of running BEV compared to diesel is 30-50 percent. It would be easy to see how Biodiesel can become a very attractive alternative very quickly, should the cost for regular Diesel increase,” Lantz said in closing. 📌

#### What is needed

Should one wish to switch to B100, these are in broad strokes the considerations

- A separate tank is required
- the truck(s) need to be able to handle this fuel, either as standard or through retrofitting
- A licence for storing B100 in the vicinity is needed
- Slightly adjusted safety procedures are to be adopted as B100 more acidic

## Sensors for Driver Assistance Systems adds to ZF Aftermarket's Commercial Vehicle Range



Advanced Driver Assistance Systems (ADAS) are becoming established within the commercial vehicle market. Trucks have had to be equipped with automatic emergency braking assistants and lane departure warning systems since 2015. From 2024, further driver assistance systems will become mandatory throughout the EU. These include, for example, the speed assistant, a turning assistant or the accident data recorder. For independent commercial vehicle workshops, the challenges of the maintenance and repair of trucks and buses are growing. In this instance because driver assistance systems need to be checked and recalibrated after a repair. To do this, workshops also need access to the right spare parts, in particular to the sensors that supply the data for the driver assistance systems.

This is why ZF Aftermarket is offering sensors for commercial vehicle applications on the independent aftermarket for the first time under its WABCO brand. These are the front camera for the OnLaneALERT lane departure warning system and the radar sensor for the OnGuardACTIVE automatic emergency braking system. ZF Aftermarket provides these spare parts in OE specification and quality for many DAF and Iveco commercial vehicle models. The necessary brackets and covers are also included in the range. With these new additions, independent workshops now have the opportunity to carry out a complete repair without having to forego cooperation with their usual supplier, particularly in the case of accident repairs. However, ZF Aftermarket would like to point out that sensors must be programmed with the vehicle manufacturer's original diagnostic software after installation.

The ADAS sensors are the latest highlight in ZF Aftermarket's extensive portfolio of commercial vehicle parts available under its premium brands ZF, Lemförder, Sachs, TRW and WABCO. The parts program covers practically all maintenance work - from steering to axles, suspension and shock absorbers to brakes. In addition, there are drive components such as clutches and transmissions as well as air supply and conditioning. Lubricants tailored to ZF transmissions as well as tools and specialized equipment complete the range. The repair kits are particularly appreciated by workshops, as they facilitate workshop work and increase repair quality.

Solutions - this is also the keyword for the numerous other offers that ZF Aftermarket makes to its workshop partners beyond the supply of spare parts. This begins with the company's own diagnostic products, which are specially designed for ZF products and for which the company has currently issued 48 000 licenses. In addition, the ZF [pro]Academy offers technical training on a wide range of topics so that workshops can continue to serve their customers in the best possible way in the future.

Access to fleet management systems is also becoming increasingly important for commercial vehicle companies, helping them to increase the efficiency of their fleets and avoid unplanned repairs.

With ZF SCALAR and ZF Bus Connect, ZF provides perfect connectivity tools with which more than 310 000 vehicles worldwide are already connected. The digital fleet management platform ZF SCALAR improves the operation of vehicle fleets through AI-based, automated decision-making and thus ensures high efficiency. Also aimed at fleet customers is CarPay-Diem, a digital fuel and payment system that allows the payment process at a fuel or charging station to be processed directly via the vehicle. This not only increases convenience for the driver, but also ensures immediate transparency of fuel and energy costs - this is particularly important for mixed fleets of electric vehicles and combustion engines. ZF Bus Connect offers numerous functions for the operational optimization of bus fleets, such as a live view of the entire vehicle fleet, insight into optimization potential with regard to fuel/energy consumption, driver behaviour or the wear and tear of technical components (e.g. brakes). It generates reports on compliance with regulations or as a basis for tax certificates in local public transport. 📄



# Tyrexpo Asia 2024 Creates Enthusiastic Storm in Bangkok



the staging of TyreXpo shows around the world in the future. At the same time the post-show report confirms that a highly impressive 91 percent of visitors would recommend the Tyrexpo Show Series to industry colleagues.

Over the first two days of the show Informa staged two separate business presentations - Tyre Retreading Conference and a Tyre Business Forum to explore two key themes, which covered the latest trends, technologies and innovations and looked at the forces that may well shape the future of the tyre industry. 📌

The recent Tyrexpo Asia 2024 show held in Bangkok was proven to be an outstanding success as the very first dedicated Tyre & Accessories Equipment show staged in Thailand, by the event organisers, Informa Markets.

The event was jointly opened by guest of honour, Captain Thammanit Prompau – Minister of Agriculture & Cooperatives Thailand, Mr Nakorn Tangavirapal – Governor of the Rubber Authority of Thailand and Mr Patrapee Chinachoti – Co-Chairman of Informa Markets Thailand.

Post show statistics reveal that over 4 000 attendees were present during the three-day event, with 92 exhibitors and over 150 tyre and accessory product buyers hailing from 72 countries. The attendees encompass a mixture of distributors, retailers, importers, logistic distribution, transportation and supply chain companies.

During the show 94 percent of exhibitors expressed their enthusiasm in exhibiting at the next Tyrexpo Asia event in Singapore in 2025, therefore, reconfirming the growing importance of



## TC Motor Vietnam Co., Ltd Launches the All-New King Long Nova Euro 5 Bus 29 seats



market's excitement for the King Long Nova Euro V. With the first deliveries of the Nova Euro V, TCMV is already gearing up to increase its bus assembly capacity to meet the subsequent orders.

The King Long Nova Euro 5 bus (29 seats) has quickly gained acceptance in the market due to its significant improvements over the previous King Long Euro 4 generation. Equipped with a new class-leading Weichai engine with 220PS@ 2300rpm and a Fast 6-speed gearbox, this bus ensures powerful and efficient performance. The bus' physical dimensions of 8,245mmL x 2,480mmW x 3,390 mmH create a large and airy space inside the vehicle, enhancing passenger comfort. King Long Nova Euro 5 is specially designed for short and long distant travel with lots of luggage space comprising large compartment of 3.02m<sup>3</sup>, paved with a layer of chequered aluminium which prevents luggage from being pushed around and makes it easier to clean the bus floor. 📌

TC Motor Vietnam Company (TCMV), a subsidiary of Tan Chong group (Malaysia), is proud to announce the official launch of the highly-anticipated King Long Nova Euro V bus. From March 15th, 2024, TCMV delivers the first batch of new Euro V buses to our esteemed customers who had pre-booked and patiently waited to receive from our plant in Danang.


Since producing the first CKD bus on December 22nd, 2023 and organizing the Roadshow through three regions of Vietnam from 22nd February to 27th March, TCMV has received an overwhelming number of early orders, highlighting the

# FORVIA HELLA Sets the Scene for Rear Lighting on City and Intercity Buses

The international automotive supplier FORVIA HELLA has developed customized full-LED rear combination lamps with patented light curtain technology for Daimler Truck AG. Together with the customer, this lighting technology was launched onto the market for the first time in the bus segment.

Safety and styling play a major role in passenger transport nowadays. The rear lamps are of great importance in this respect, as they make the vehicle recognizable. This is why the premium commercial vehicle manufacturer also relies on the LED light curtain technology patented by FORVIA HELLA. It combines two advantages in one product: individual design according to customer requirements and a large surface area that is clearly visible at all times, even in difficult visibility conditions. At over 900 square centimeters, the lighting process implemented is also

the largest that the Lifecycle Solutions division has ever realized. Graphic structures such as stripes or concentric rings for various brands were also printed according to customer styling requirements.

Another highlight of the rear lamp: a clear lens makes it possible to see the 30 high-performance LEDs, which are installed inside for the tail light. Despite its intense light intensity, this light function only requires 3.5 watts of power. In addition to the tail light, the rear combination lamp also includes other light functions such as brake light, direction indicator, reversing light and rear fog light. The brake light and indicator are also homogeneously and evenly illuminated. Depending on the vehicle model, the light functions comply with the European ECE standard or the American DOT/SAE (FMVSS) standard. 

## SPECIAL OFFER FROM ASIAN TRUCKER!

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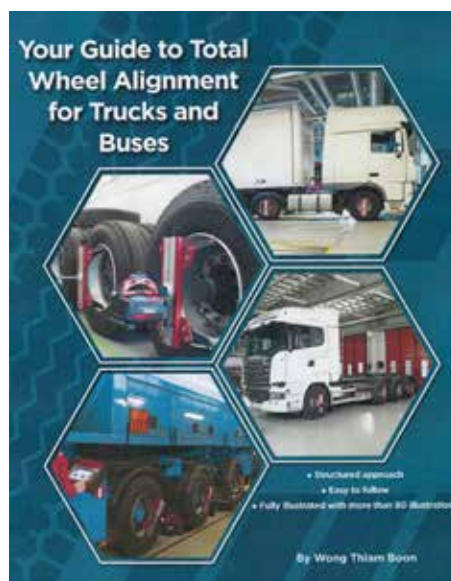
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Stefan Pertz,  
Editor, Asian Trucker Malaysia  
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