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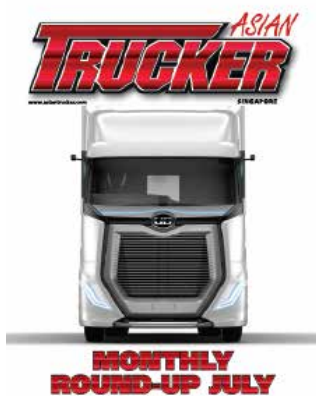
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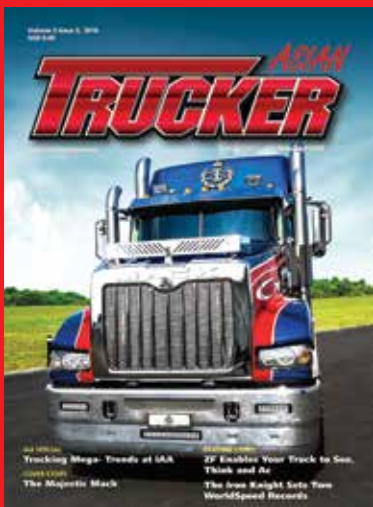
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# Powering Vehicles into the Future

*Floyd Cowan believes that electrically powered vehicles have taken the lead in the transport industry as an alternative to fossil fuels as the world strives to reduce its carbon footprint*

If you only paid attention to mainstream media, you might get the impression that Elon Musk is the only one making electric vehicles. It is far from true, even as Apple says it is now in the game, as the trucking industry is bringing electric powered vehicles to the street, while they continue to put resources into improving and developing the technology.

## Only One Option

About a decade ago electric power was considered only one of the options for powering vehicles, and not the best alternative, as the industry sought ways to reduce its carbon footprint. Government regulations put the pressure on them to squeeze every mile out of a gallon of gasoline or diesel that they could. Alternative fuels, biofuels, and hydrogen are all still under consideration as each 'alternative' fuel has its own challenges – as does electrical power.

While hydrogen took a back seat, it is not out of the race. Daimler has been a big proponent of hydrogen as a fuel source and now they are getting support from other interested parties.

In the past two to three years e-mobility took a leap forward as several challenges were overcome. Having batteries that could power a vehicle meaningful distances was one hurdle where great improvements have been made. And the those developing this technology haven't said 'mission accomplished' as they continue to work to further improve batteries so the charge will last longer and a truck will be able to do a day's work without having to be recharged.

## Fast Charging

The time it takes to charge a battery was another area that hindered electric vehicles from becoming a mainstream alternative. It was a challenge, not an obstacle, and once again the industry has moved forward, reducing the time it takes,

and providing other alternatives to simply plugging in the vehicle when it is not being used.

Power. It is nice to have an electric vehicle but if you can only motor along like a snail, then it is not the best alternative. This is an area where Musk – transporting people – has an advantage. When you load up a truck – which is what they are built for – you need more and more power as the load increases.

## Distinct Advantages

The greatest practical use for electric trucks is in the lightweight categories. Where the load is reasonable. They are being sold as a quiet vehicle that can work through the night and not disturb the neighbours. They are being promoted as being able to work inside without creating noxious fumes. They have distinct advantages for use now, and that utility will bring in money for more research and development.

I get excited about electric vehicles as they have the potential to create a future with clean air. During the worldwide lockdowns due to Covid-19 we watched in amazement as cities such as Los Angeles, notorious for its poor air quality, suddenly became one of the cities with the least air pollution when all those fume spewing cars stopped racing up and down its freeways.

## Not So Fast

There are those who argue that electric power isn't all that clean as you need to use fossil fuels to create it. This is true, but with developments in solar and wind power it can become a totally clean source of power for the transportation industry.

When clean power is used for all automobiles as well as trucks, whether it be electric, hydrogen or something else, we all will be able to breathe a lot easier. **T**

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# Tarsus Group strengthens Tyrexpo Series

*In addition to hosting the popular Tyrexpo Asia Show 2021 (17th – 19th November) in Singapore, Tarsus Group is extending their portfolio with an additional event commencing in 2022*

**T**yrexpox Asia 2022 will be held in March 2022 in Thailand between April 28 and 30, 2022 at the Bangkok International Trade and Exhibition Centre (BITEC) in Bangkok and will alternate bi-annually with Tyrexpo Asia in Singapore.

## **Strong Buyer Interest**

More than 60% of Tyrexpo Asia's existing exhibitors have expressed interest in this event, including Districash, Stamford Tyres, Middle East Tyre Centre, Service Industries, Globe Tyre, Goodtire Rubber and other international buyers.

Tarsus is very confident this new event will be successful because Thailand is regarded as the largest automotive hub in South East Asia. Tyrexpo Asia 2022 will bring together regional emerging markets including Vietnam, Myanmar, Laos and Cambodia to further strengthen this important Asian tyre market.

## **Valuable Opportunity**

Alwin Seow, Events Director at Tarsus says, "This unique event is expected to attract at least 240 exhibitors from around the world and we anticipate 6,000 local and

international attendees, to present a valuable opportunity for leading and emerging international regional suppliers to promote their services within the tyre, equipment and tools and tyre accessories market sectors.

"We have already received very encouraging comments from prospective exhibitors such as 'The new event in Bangkok will be great because we have branches there' and 'This would be our first time in Bangkok and I expect the show will help us expand our business activities in Thailand and surrounding countries'." **T**



# A Different Kind of Year for Diesel Technic Group

*2020 highlighted the importance of strong partnerships for the global company.*

The importance of a close connection between a company and its distribution partners is particularly apparent in times of crisis. The corona pandemic has not spared the automotive industry, which faced many challenges. Despite lockdown in many places, Diesel Technic managed to keep many vehicles on the road around the world through its provision of spare parts. For the coming year, Diesel Technic will be continuing to rely on the resilience of all its partners and on the steady stabilisation of the business.

## Biggest Investment in Company's History

One particular highlight of 2020 was the completion of a two-and-a-half-year mission that focused on the expansion of the Group's head office and logistics capacities in its subsidiaries. As part of Diesel Technic's largest investment in its history, more than 30 million euros poured into projects including the new, fully-automated small parts warehouse with shuttle technology.

With the help of these measures, the company can increase the efficiency of its entire intralogistics - a positive impact for Diesel Technic's customers, who can look forward to an even more reliable service and an improvement in delivery quality. In addition to the warehouse modernisation, the test centre, which is the heart of the Diesel Technic Quality System (DTQS), was expanded to ensure continuous product optimisation. Extended testing and state-of-the-art measuring options under laboratory conditions, as well as the company's own electronics test laboratory, ensure future-proof conditions for quality assurance.

## Online Trade Fairs

As the direct exchange with customers on site had to be cancelled for the most part this year, Diesel Technic relied on its participation in online trade fairs, such as PV Live! ON 2020 and the Commercial Motor Show 2020. Requests were answered via chat or video calls whereby the interested parties could benefit from immediate assistance.


Things were much the same for the Parts Specialists. The scheduled Truck Racing Experience with the raffle for truck race weekends was adapted at short notice to the digital version of the Digital Racing Challenge. At this event, racing drivers competed against one another in SIM racing. The support, including sponsoring, went to Sascha Lenz of SL Trucksport 30. Truck racing fans had the opportunity to win crowns to the value of 1000 euros for the Premium Shop.

## Direct Workshop Support From the HelpDesk

At the start of the year, the new microsite for Parts Specialists and the HelpDesk were launched, through which the team assists all workshop professionals with hints and tips for their technical issues. To provide the best possible support, further workshop videos were filmed throughout the year in which the Parts Specialists Lars and Kevin examine various error patterns and demonstrate the correct use of spare parts for commercial vehicles. All videos are available on the Diesel Technic Group's YouTube channel.

## Digital Vouchers for The Premium Shop

The DT Spare Parts Premium Shop celebrated its two-year anniversary this year. In addition, members have recently been given 500 digital vouchers for well-known brands such as Amazon, Apple or Nike. This particularly benefits users in countries overseas, where legal regulations make it impossible to deliver rewards. The new vouchers are thus a great alternative to reward loyal end customers for purchasing DT Spare Parts products.

The Diesel Technic Group wishes to sincerely thank all its distribution partners and their workshop customers, whose faith and loyalty have been a particularly huge support in this challenging year. As Christmas approaches, Diesel Technic would like to wish you every happiness and time to relax, so as to gather your strength for the new year. 

# TUX to Boost Supply Chain Resilience in Singapore-Malaysia-Thailand

**THINGS ON NET** **XPERANTI** **unabiz** **sigfox** **Supply Chain Asia**

## Cross-Border Land Cargo

Asset Tracking with Sigfox OG Global Network

THAILAND | MALAYSIA | SINGAPORE

**Pavin Vorapruck**  
CEO of Things on Net  
Thailand

**Vicks Kanagasingam**  
CEO of Xperanti IoT  
Malaysia

**Jonathan Tan**  
MD of Unabiz  
Singapore

**Hafeiz Hassan**  
Sigfox Ambassador  
S.E.A.  
Guest Speaker

**Pouel Lim**  
Founder/President  
Supply Chain Asia  
Moderator

## High tech tracking helps trucking companies deliver goods across three countries in SE Asia.

(Singapore) Sigfox operators - Things on Net, UnaBiz, and Xperanti (TUX) - have joined forces to address supply chain bottlenecks by facilitating a seamless and cost-effective land cargo asset tracking between Singapore, Malaysia & Thailand.

### Cross-Border Trucking in S. E. A.

The growth of consumer markets and household spending in Southeast Asia, has given a healthy boost to the cross-border trucking business as land freight can be faster than ocean transport (shorter transit time) and cheaper than air freight.

Pavin Vorapruck, CEO, Things on Net, said, "Cross-border trade between Thailand-Malaysia-Singapore is amongst the busiest in SEA. Land freight accounts for over 60% of freight between these countries. Time and flexibility are the most crucial reason why FMCG companies prefer land freight. The allowance for different departure times, flexible transport routes between neighbouring countries and fast door to door delivery keeps land freight running round the clock."

### Navigating Covid-19 Disruptions

Increased border controls and customs regulations are creating extreme challenges for logistics companies. Globally, freight carriage by road is found to have reduced by at least

30%. However, despite the lockdowns imposed on Singapore and Malaysia due to the coronavirus, the flow of goods between Singapore and Malaysia remained undisrupted.

In the aftermath of Covid-19, countries have started measures to expedite the shift to digital platforms. The Singapore government has announced an initiative to build a new common infrastructure to promote an open and trusted sharing of data across the fragmented supply chain. Developed by industry players from the public and private sectors, the initiative seeks to connect the existing data platforms of importers and exporters, shipping companies and financial institutions, helping to reduce dependency on physical documents and instances of fraud, among other benefits.

### Addressing Key Challenges

"As the pandemic evolves, logistic supply chain players need to accelerate digitalisation to prevent bottlenecks and increase visibility," Jonathan Tan, Managing Director of UnaBiz Singapore commented. "Sigfox OG network is designed to address the four key challenges of supply chain digitalisation: the lowest cost per message for data collection, ultra-long battery autonomy of up to 11 years without a charge, simple to deploy and maintain, and the potential to scale the solution in over 70 countries. By signing a single contract

with the local operators, you will enjoy fuss-free connectivity without the hassle of switching networks as your goods transit borders."

"We leverage on Sigfox's innovative lightweight network solution and collaborate with mobile operators to complement existing high bandwidth protocols, such as 4G & 5G, to help customers solve challenges effectively," he added.


### Staying Connected

GSM tracking systems are common, but they are not a fool-proof solution for cargo tracking when it comes to cross-border transportation due to Cargo Trucks Restriction. Unlike in the EU, where trucks can easily cross borders, commercial vehicles in Southeast Asia, registered in one country, cannot enter the other country. Malaysian trucks cannot enter Thailand, and Thai trucks cannot enter Malaysia. As a result, even if the cargo company is willing to track its vehicles by paying roaming charges, roaming tracking devices needs to be deployed at a micro-level of the container, pallet or packaging box because the cargo needs to change trucks at the key border points.

Vicks Kanagasingam, CEO of Xperanti, shared that a client, a large logistics company in Malaysia, faced the challenge of keeping track of where all its fleet vehicles were at any one time. "Our client had to maximise the availability of its haulage assets, such as trailers and containers, so they could be utilised efficiently, to avoid service disruption to its customers. Using our smart logistics solution based on Sigfox IoT network, the client was able to increase asset usage and efficiency, resulting in a reduction of up to 80% in wait time before the cargo take-over happens."

### End-to-End Solutions

On top of cargo tracking, the Sigfox network supports other low-power cost-efficient sensors such as temperature and humidity which are complementary to asset tracking in the F&B and pharmaceutical industry for cold chain monitoring.

Hafeiz Hassan, Sigfox Ambassador S.E.A. & CEO of Singularity Aerotech Asia, explained, "For us as adopters of the Sigfox technology, the appeal is in the simplicity and affordability of the solution. As an end-to-end solution provider, our main interest is to solve our customers' problems using technologies that can be adopted by the market very quickly." 



# High-tech in Transportation

*The widespread availability of the internet with ever increasing bandwidth has opened up myriads of new opportunities in the transport industry. We take a closer look at some solutions that would help operators with their daily jobs and to increase profitability.*

**M**itsubishi Fuso Truck and Bus Corporation (MFTBC) recently announced improvements in quality management processes through the application of cognitive search solutions combining natural language processing techniques and machine learning. This initiative comes as a further push within MFTBC to support customer uptime by leveraging big data.

## Analyzing and Building

Natural language processing capabilities, which improve the “comprehension” of data through linguistic analytics, were added to boost search accuracy. As a further step to boost the precision of analyses, machine learning was also integrated to continuously refine the relevancy of suggested information. To construct the system, MFTBC quality management team started by creating a detailed library of past cases to extract important information out of the quality reports. The system now continuously builds upon this library by analyzing quality reports submitted through an online portal by dealers in English or Japanese. The process is currently compatible with all KD and BU FUSO vehicles produced in Japan and Tramagal (Portugal), including those distributed in international markets.



## Cloud Based Analysis

Cognitive search allows for the indexing of large bodies of information and helps clarify interpretations of data through clustering and comparison. MFTBC has taken advantage of this technology to better respond to quality reports from customers. Before the upgrade, all reports received through dealers had been manually read, analyzed and matched to other known quality issues to identify trends, as well as ascertain the scale and severity of reported cases. While this step relied heavily on the expertise of each individual overseeing the task, the process now integrates a cognitive search based analysis of texts from quality reports and searches for potentially related issues in a cloud-based library of past and running scenarios to aid the responsible employees.

## Response Time Reduced

Since the implementation of these technologies started January of this year, the lead time for reports processing has been reduced by 30 percent. This means that the feedback to customers can be completed more quickly compared to last year, minimizing the potential for extended downtime scenarios. As

a customer-interfacing initiative, the new system complements the real-time vehicle monitoring and tediagnosis features supplied by the Truckconnect telematics platform. The use of cognitive search in quality management at MFTBC is also part of a larger digitalization movement within operations at the Kawasaki headquarters. Digitalization has been a major pillar of process improvement in a wide variety of work areas, ranging from the production line to supplier relations.

### Broadcaster on Board

Another good example on how technology can be used to improve operations in transport is Scania. The Swede has been promoting their Fleet Management System (FMS) for a number of years now. While based on the Global Positioning System that many others use as well to track their vehicles, any FMS goes beyond just putting a symbol on an electronic map. Ian Tan, Business Development Director, Scania Southeast Asia elaborated on the workings of their own FMS.



"In broad strokes, the Scania Fleet Management System allows operators to receive essential data/reports on vehicle and driver performances so that together with Scania can analyse and discover insights for further actions like Scania Fleet Care, Scania Maintenance, Scania Driver Training & Coaching." According to him, all of this in order to achieve better operating cost, better fuel economy and better CO2 emissions reduction. All of these are part of what the company calls Scania Data-Driven Services.

### Future-Ready

With an eye on future trends, new vehicles designed with connectivity, electrification and automation in mind. The shift towards a more sustainable transport system requires a well-designed bus that is prepared for the future, even today. Scania Fleet Management System existed before in the previous generation though.

Every Scania made is full of smart technology, advanced sensors and wireless connectivity. "We have hundreds of thousands of constantly connected vehicles and engines in use all over the world today – providing data that doesn't only improve our engineering, but lets us create and offer operators Scania Data Driven services which can provide you with direct business value," Tan elaborated. Anything from lowering fuel consumption to reducing wear and maintenance needs, all the way to automating tedious administrative work. No matter if you operate a mixed or Scania fleet. "Simply put – we focus on the data, so operators can keep their focus on running their business." These Scania Data-Driven Services aim to provide just that. Core metrics that give operators high level overviews of their fleet perspective on a per vehicle basis, and streamlined functionality to make sure. For those operators that run a third-party fleet management system, Scania can also provide connectivity to their fleet data to help that system understand their Scania vehicles.

### Know More

As a user of a bus you may ask why is data, beyond fuel consumption, so important for operators? Surely, fuel makes up the biggest portion of cost, but the more operators know, the more they understand. The fundamental prerequisite of smart decision making is the availability of the essential information and data itself. Not just for fuel consumption, but also for reduction of CO2 emissions, reduction of wear and tear and maintenance needs.

Getting from information to insights requires a level of analysis. Part of this is something operators can contextualise in the operation of their business, but smart algorithms built by expert engineers and logistics experts within Scania can really show them how to create or add business value based on their vehicle and driving data. Working with transportation operations for more than a century has helped Scania uncover what is core to both the day-to-day and the long term perspective. All presented simply, so the data doesn't get in the way of running their operations – but rather enhances it.

With reliable insights, there's definitely a lot operators can do themselves to make their operation run more efficiently. There are however core aspects where Scania can promise that we can help them leverage those insights into much higher business value. Tan stated that "Our knowledge and experience doesn't just span over more than a century of logistics and transport operations, it's also based on real-life vehicle data from literally hundreds of millions of driving hours. Combined, that gives us a uniquely qualified perspective to help operators get the



most out of their operation.” For example, even with their very best drivers, Scania is able to optimise how they use their Scania vehicles to maximise fuel efficiency, reduce wear and maintenance needs and make sure the business potential of every Scania vehicle you have is taken to its fullest. Both on a short and long-term scale. All with the help of the FMS and the omnipresent internet.

Scania is driving the shift with our customers towards a more sustainable transport system. “We can achieve that by thinking about solutions – not just trucks/buses/coaches, but sustainable transport solutions. This holistic approach makes sustainability and profitability go hand-in-hand.”

### Tech Preventing Accidents

There are many aspects of route and journey planning. Ironically, the very instruments that enable the use of technology are also culprits when it comes to accidents involving commercial vehicles. Fatigue management is another crucial discipline concerning fleet managers. To put things into perspective: If a driver falls asleep for just 4 seconds driving at 100km/h, the vehicle will travel an entire football field without the driver in control. Around 1 350 000 people die on the world’s roads every year. Drivers who text are 23 times more likely to have a crash.



To address these issues, Seeing Machines has developed a system that can assist fleet managers with distraction and fatigue detection. This is an Australian company with more than 15 years of research and development, commercial application and proven expertise in intelligent face and eye tracking technology that enable machines to see, understand and assist people. Their core intellectual property brings to life a range of technology applications that make vehicles smarter, with the intelligence to protect, enable and respond. Today, Seeing Machines deploys technology in a number of cutting edge applications such as commercial road transport, mining, automotive, and aviation.

### Are your Drivers Fatigued?

Fatigue is a major cause of crash fatalities globally with micro-sleeps and drowsy driving impairing a driver’s ability to concentrate on the road ahead. At the same time, distracted driving has become a serious problem with the emergence of mobile phones and other technology.

Fatigue can happen at any time of the day or night. All day, every day. In fact, there are indications that some of the biggest risks actually present in the first couple of hours of shift or after a break. Unfortunately, many drivers do not recognise when they begin to show signs of fatigue and are often surprised to learn that they have experienced a microsleep event.

### Safety is NOT a Cost

Business efficiency and profit are some of the essential requirements for success, but operating a profitable commercial transport or logistics business requires more. Commercial vehicle drivers are fundamental to this success and safety must be a key consideration. Even the most experienced drivers are not immune to fatigue and distraction and these two factors can have dire consequences, posing large risks to their personal safety and your business.

Guardian, by Seeing Machines, supplied by Guardian SEA in this region, plays a pivotal role in protecting drivers and can assist you in preventing fatigue and distracted driving from happening in your vehicles. Guardian delivers an intelligent driver safety solution that uses in-cab sensors to monitor the driver’s levels of fatigue and distraction, in real time. With 24/7 monitoring and analytics services, this is a complete safety solution for commercial vehicles. The in-cab sensor monitors signs of fatigue or distraction, warns drivers through a set of alerts, providing protection in real-time. At the same time, managers are notified about fatigue related events and can take immediate action to manage the situation and keep their driver safe, straight away. And the results prove their approach to be right: Guardian has been scientifically proven to reduce fatigue events by more than 90 percent.

### How it Works

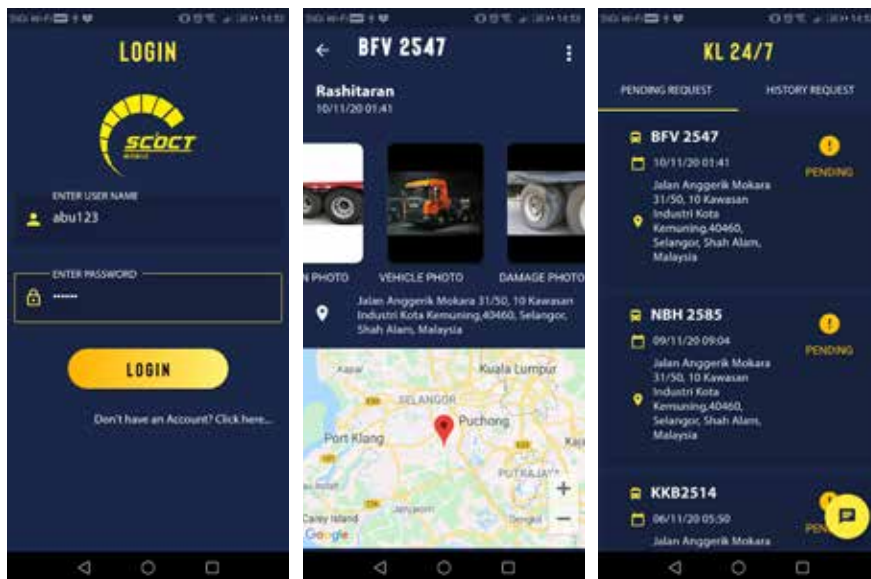
In case driver fatigue or distraction has been detected different types of alerts are given to the driver. Guardian tracks eye, face and head position to determine whether the driver is fatigued or distracted. If there are signs of fatigue or distraction detected, the system activates in-cab alerts. One is seat vibration and additionally, audio alerts are activated to warn the driver. When a fatigue or distraction event takes place the data and a video capture of the event are sent to the Guardian Centre, where they are reviewed and verified by dedicated analysts. Within minutes of a fatigue event being verified, the Guardian Centre analysts will contact the fleet’s nominated manager according to their preferred intervention plan, so that they can manage the risk to their employee and their vehicle.

The fleet manager can therefore immediately act upon the notification and determine the best course of action – taking a break, ending the shift. Through training, based on the data gathered, ongoing changed behaviour, driver coaching and improved processes can be implemented by the operator. Guardian captures duration of the event, speed of the vehicle at the time, distance travelled during the event, which alarms were activated, GPS location, video footage of the driver together with footage captured by the forward-facing camera (if installed).

It's important to note that Guardian is NOT a CCTV. Video footage is only communicated to the Guardian Centre if a fatigue or distracted driving event is detected. Guardian is connected to over 23,000 vehicles around the world. It has detected over 7.7 million distraction events and in the last 12 months alone, has intervened in over 160 000 fatigue events.

### Connection between Road and Data

Managing tyres right can make or break a transport business. To assist operators in their quest to keep the rubber on the road for as long as possible, Kit Loong Commercial Tyre Group has also launched a number of services that utilise the internet, cloud computing and hi-tech.



Their KL24/7 is Malaysia's largest outdoor tyre rescue operation. With over 100 customers and attending over 800 breakdowns per year across Peninsula Malaysia, Kit Loong Commercial Tyre Group (Kit Loong) have developed a network that operators can trust when the worst happens, and tyres fail on the open road. The backbone of this network is modern technology in the shape of web-based applications.

"We understand the nature of our customer's businesses and that time is essential. This has led us to look at the service and try to understand how we can better save time for their fleets. We have rebranded and are expanding the service to better suit this objective," Michael Hutt, Group Marketing Manager, Kit Loong Commercial Tyre Group, told us.

### Things using Internet to Come

The company is pleased to announce their progress in developing a mobile application that will streamline the process of alerting them to a tyre failure as well as the back-end process of approvals, POs and payment. Kit Loong uses the technology to offer clients assurance in the process as well as expanding on their commitment to the safest operating standards.

The SC3OCT Mobile application is split into two areas, the first being the SC3OCT Mobile 'SOS' app. It will allow bus drivers to simply press one button to alert Kit Loong to the breakdown, including the location of the incident,

the identity of the driver with contact details and the make/model and registration of the vehicle. Drivers will also be able to upload photos of both the damage and their location, if it's a more difficult to reach location. Once submitted, the driver will be updated on the progress. The app will then directly alert the nearest available KL24/7 rescue truck, who will be dispatched to the breakdown site via GPS location sharing. "This will allow Kit Loong to respond quicker and more efficiently," Hutt added.

### Connection All

Additionally, while this is happening, the second part of the app, the 'Person in Charge' (PIC) app, will alert the company-designated PIC to the SOS call. Depending on Kit Loong's customer's internal policies, POs or work orders may need to be approved. This, again, can be done with the touch of a button, connecting with Kit Loong's customer service and finance teams for seamless acceptance of the job, less paperwork and live chat function. The PIC app can display all jobs, from completed to in-progress, giving clear status on each.

While attending the job, the KL24/7 rescue team will document details of the issues and any fixes applied or changes made to tyres. This becomes a digital job sheet, sent to the company PIC after the work is completed. These records are tracked and can form the basis of monthly, quarterly or annual reports on frequency of breakdown/causes of breakdown. Our team will use these to identify critical areas of improvement and feed this back to customers to implement or recommend the use of our new Mobile Service Provider offer (SC3OCT Mobile MSP), to assist in rectifying any common issues.

"We are aiming to make more and more of the process digital, in line with our commitment to our TTM, big data system, KLConnect. If a client is using the app and KLConnect, all data will be fed back into their system, giving them much better visibility and control over any ongoing concerns," he summed this up.

The SC3OCT Mobile app is currently in beta testing and will launch to all SC3OCT Mobile KL24/7 clients in January 2021. Alongside SC3OCT



Mobile KL24/7 Outdoor Rescue, the company is introducing three new 'mobile' service areas:

**SC3OCT Mobile MSP**

Taking a number of buses to a dealer for fitting or simple maintenance issues can often take hours. Two or three buses can be out of action for half a day at busy times. The idea here was to rectify this situation. SC3OCT Mobile MSP (Mobile Service Provider), will now be available for booking at client sites for fitting, repairs, maintenance and other tyre-related services. The service is fully certified for ISO and all products are MS Certified (Standards Malaysia), taking away the headache of delays. Book a time slot and they will do the work. The additional benefit of this service is that it is also available 24 hours a day, 7 days a week. Kit Loong's crew can work during natural downtimes of customer's fleet and can work wherever your buses are.

"We have also invested in mobile alignment and balancing equipment, so we will additionally be able to conduct this at customer sites from December 2020," Hutt further explained.

**SC3OCT Mobile Assist**

Every once in a while, a fleet needs a 'tyre health check'. Kit Loong will bring an expert team to site, conduct a full, digital, VWIR (Vehicle Wheel Inspection Report) and present back recommendations on any issues as well as the required fixes. Which can then be carried out with the SC3OCT Mobile team. Customers will be left with a complete picture of your current tyre situation and how to improve it for increased longevity of their tyre investment.

**SC3OCT Mobile Focus**

Most people know SC3OCT as a contract tyre management system for larger fleets. Now, the creators want to bring this level of control and dedication to small and mid-sized fleets. Mobile Focus is full-service mobile tyre management by annual contract, giving customers the flexibility of a mobile network and contracts fit for their size, alongside the industry-leading quality of SC3OCT services.

Alongside the introduction of SC3OCT Mobile's new offers the company are also investing heavily in both improvement and expansion of the service. The current plan is to double the size of their fleet in 2021. "We are also upgrading our fleet to be able to offer bespoke and detailed services to specific sectors." For example, Kit Loong will be working heavily with ready mix concrete plants over the next few months to offer a bespoke service



catering to their specific needs. Both the fleet and the Kit Loong expert team are being 'upgraded' to meet the everchanging needs of our clients in a market that is developing at pace.

### **Online Parts Business**

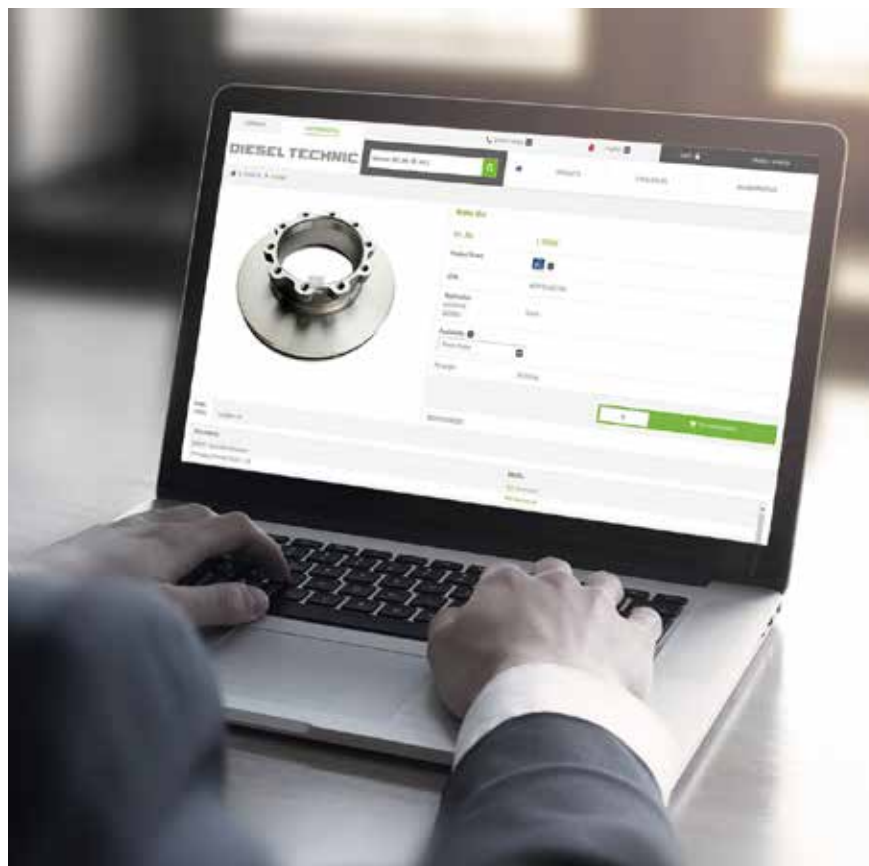
Diesel Technic is one of the largest suppliers of automotive parts and accessories and was founded in Germany in 1972. Distribution partners in more than 140 countries value the experience and expertise of Diesel Technic as a reliable full-service partner for the wholesale trade. The Diesel Technic Group includes, in addition to the headquarters in Germany, distribution companies in France, The Netherlands, Spain, Dubai, Brazil and China. Worldwide, the Diesel Technic Group employs more than 500 people from 28 countries.

For quite some time already the Diesel Technic Group has recognised the chances that are offered by the digital world and found various ways how to increase and optimise its communication with its customers by using these new opportunities.

### **The Partner Portal Provides Product Know-how**

Diesel Technic's customers receive detailed product information in the Partner Portal: It is the company's future-oriented information and eCommerce procurement platform. The Partner Portal provides efficient access to the comprehensive supply of more than 41 000 automotive parts and accessories. Here, the whole ranges of the product brands DT Spare Parts and SIEGEL Automotive can be found.

For the users of the Partner Portal, the platform offers several benefits. Firstly, the users enjoy the advantage of a 24/7 access to the complete range of products and information. Besides, they are able to choose between several options for product search and decoding. If needed, the Partner Portal users also receive support in explicit parts identification. Another helpful feature is the display of accessory products as well as the information about product availability from regional warehouse. In addition, users have the possibility



to download assembly instructions and Product Portraits. These Product Portraits give detailed information about specific products. Moreover, they also contain practical hints and tips for the correct handling and assembly of the products.

### **The HelpDesk for Technical Support**

Since 2020, Diesel Technic's customers can contact the company's HelpDesk in the case of technical questions. On this platform, the Parts Specialists – Diesel Technic's team of workshop professionals – offer technical support with regard to the products and services of the two product brands DT Spare Parts and SIEGEL Automotive.

### **Social Media for Companionship in the Workshop**

Furthermore, the Parts Specialists team and the product brands are also represented on social media like Instagram, Facebook and YouTube. On these channels, the Parts Specialists publish new workshop videos with practical advises for the viewers. Apart from this, followers have the chance to participate in different raffles where they can win great prizes – often in combination with the Premium Shop which rewards the customers' loyalty. Hereby, participants can choose from a wide range of attractive premiums.

Next to this opportunity, followers are also kept up to date with respect to new and special products that are also presented on social media like the so-called Product Highlights or SIEGEL Smileys.

### **Digital catalogues with high applicability**

Further product information is given through the digital catalogues for DT Spare Parts and SIEGEL Automotive. These product catalogues can be used universally on all devices and combine the simple use of printed catalogues with the advantages of digital media, including the search of article number, reference number or full-text search with direct links to the article detail page on the Partner Portal, e.g. for product enquiries. An intuitive operation as well as a quick overview of the product range is guaranteed by the structured design in numerous languages. 



# Wendy Transport Commits to Reducing CO2

*Wendy Transport Enterprise Company renews commitment to reducing CO2 emissions with Scania Ecolution*

(SINGAPORE) Wendy Transport Enterprise Company has signed the Scania Ecolution agreement with Scania Singapore for the second year. The company was the first Scania Ecolution customer in Singapore in November 2019. The agreement, signed on 12 December 2020, sealed its commitment to work together with Scania Singapore for a second year to reduce fuel consumption and CO2 emissions.

## **Making a Difference**

"With Scania Ecolution, we have been working very closely with Wendy's team, making small improvements to its fleet that add up to a big difference in fuel efficiency," said Anders Liss, Country Manager of Scania Singapore. "A reduction in fuel consumption makes a positive impact on the environment; it also enhances the company's profitability and reputation as a responsible business."

Scania Ecolution is a tailor-made partnership between Scania and customers to work together progressively towards optimising fuel efficiency, which translates into lower operating costs and improved margins. At the same time, it reduces CO2 emissions and contributes towards meeting the sustainability goals of the company as well as its customers.

## **Agree on Targets**

In the partnership, both parties agree on a set of fuel and CO2 reduction targets. To achieve this, the customer will utilise Scania's total solutions, which are designed to optimise each vehicle to its full potential. The progress to reach the targets will be regularly monitored, evaluated and discussed with an assigned Scania Ecolution Manager to ensure the desired results.

"We are concerned about doing our part to address climate change, having been inspired by the green agenda of many of our multinational customers," said Mr Pang York



Peng, General Manager of Wendy Transport Enterprise Company. "While the Scania trucks are already fuel-efficient, especially those from the new generation, we want to push fuel economy even further with Scania Ecolution."

#### Driver Training

Wendy Transport Enterprise Company committed 23 Scania trucks, including two from the new generation, to the Scania Ecolution programme. For further improvement, Wendy Transport Enterprise Company will be embarking on Scania Driver Training and Coaching for 23 drivers to improve their skills in this second year of partnership. The training programme will instil good driving habits, such as avoiding speeding, harsh braking and idling while increasing coasting. It will also improve the drivers' understanding of the vehicle to be able to reduce fuel consumption.

"We set a target of a 5% reduction in fuel consumption and carbon emissions last year," said Mr Pang. "After one year, we have seen

improvements; but we are not quite there yet as our operations faced slight disruptions over the Covid-19 pandemic. We are proceeding with a second year to unlock the full potential of the Scania Ecolution partnership."

#### About Wendy

Established in 1979, Wendy Transport Enterprise Co. operates a fleet of more than 40 heavy prime movers in Singapore. The company provides transportation and logistics services, with a niche in transporting cryogenic tanks for gas manufacturers and petrochemical companies. **F**





# Tata Motors Introduces the Ultra T.7

*The Ultra T.7 is India's first truck designed specifically for urban transportation.*

(December 23, 2020) Tata Motors has introduced the Ultra T.7 – the most advanced Light Commercial Vehicle (LCV), designed specifically for urban transportation, with its all-new sleek Ultra cabin. The highly appreciated Ultra cabin has been engineered for a sleeker version to offer the best-in-class comfort and agility with its optimum dimensions of 1900mm wide cabin to reduce the turnaround time. The reduced turnaround time ensures higher earning potential for the truck owners and brings more efficiencies in the logistics sector for profitability. The Ultra T.7 range comes with a modular platform with variants of various deck lengths and in 4-tyre and 6-tyre combinations to suit a wide range of applications.

## Power of 6

The Ultra T.7 is powered by the technologically advanced 4SPCR engine, with superior 100hp of power and 300Nm of torque from 1,200 to 2,200rpm. It has underpinnings of a strong modular chassis design for better durability and radial tubeless tyres, offering increased fuel economy. In addition, the Tata Ultra T.7 is designed keeping in mind Tata Motors' 'Power of 6' philosophy, which promises superior fleet profitability, vehicle performance, driving comfort, convenience and connectivity, along with safety – all with a lower total cost of operations (TCO).

This has been validated with extensive real-world and pilot testing, across various challenging terrains and conditions. Tata Motors is the only Indian commercial vehicle manufacturer offering the power of choice of three unique and distinct cabin options to its I&LCV customers – Ultra, SFC and LPT range of trucks.

## Award Winning Design

Commenting on the occasion, Mr. V Seethapathi, Vice President, ILCV Product Line, Tata Motors said, "With the introduction of the latest Ultra T.7, Tata Motors furthers its commitment to scale new heights of innovative automotive

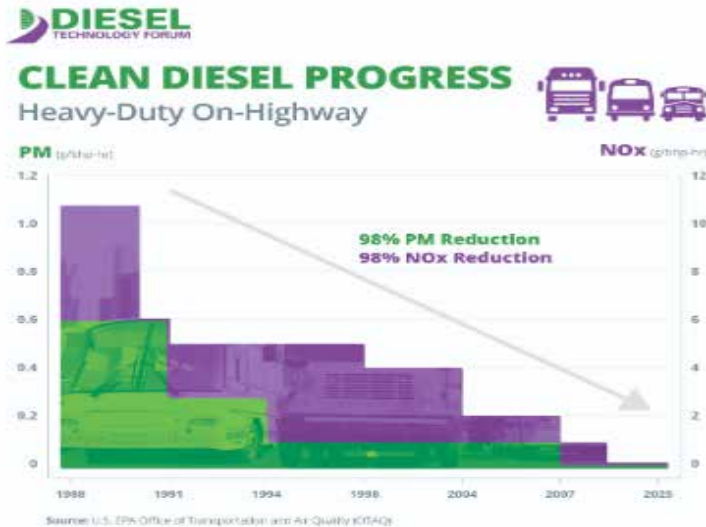
manufacturing to provide a variety of products for diverse applications at minimum operation costs. The Ultra T.7, with its pioneering and award-winning design, possesses the ability to bring the best of both worlds – comfort and agility – while aiming to offer the highest profitability for its owners. With the industry best operating economics, superior fuel efficiency and power, longer tyre life, it makes the best product in the category."

Equipped with a crash-tested cabin and powerful airbrakes for enhanced safety, adjustable seating positions, tilt-and-telescopic power steering and a dash-mounted gear shifter for comfort, the Ultra T.7 combines futuristic styling with comfort, providing significantly lower NVH levels and a fatigue-less driving experience. It comes with standard fitment of a music system, USB fast charging port, ample storage space and Tata Motors' next-gen connected vehicle solution that enables fleet management, the Fleet Edge. It features clear-lens headlamps and LED tail-lamps that significantly improve visibility at night.

## Great Value Proposition

The Ultra T.7 is the ideal vehicle for applications such as transportation of e-commerce products, FMCG, industrial produce, consumer durables, electronics, essential goods and LPG cylinders. The reefer variants of T.7 are best suited for transportation of vaccine, pharmaceuticals, perishable goods, food items such as eggs and milk, along with farm produce. The Ultra T.7 comes with a comprehensive set of fully built solutions, offering customers a one-stop solution with multiple advantages like better financing terms, nationwide service support and higher resale value, thus making a much better value proposition for customers.

Adding to these lucrative offerings, the Tata Motors I&LCV range comes with a warranty of 3 years / 3 lakh kilometres and also offers Sampoorana Seva 2.0 and Tata Samartha – the company's commitment to commercial vehicle driver welfare, uptime guarantee, on-site service and customised annual maintenance and fleet management solutions. **F**



## The Future of Diesel Engines

*New technology is making the diesel engine more viable in the future's zero carbon world.*

**D**iesel engines will continue improving in the coming years, playing an important role in efforts to further reduce greenhouse gases (GHGs) and atmospheric pollutants, according to a Cummins leader participating in a recent panel discussion on the technology's future.

### Initiatives Underway

Dr. Wayne Eckerle, Vice President – Research and Technology, told the audience at the virtual event sponsored by the Diesel Technology Forum that initiatives such as SuperTruck II are already underway to explore increasing the efficiency of modern diesel engines and long-haul tractor-trailers. Potential innovations include advances in waste-heat recovery, engine controls, reducing engine friction, aerodynamic vehicle design and much more.

Over time, Eckerle said there will be a growing connection between the entire vehicle and environmental conditions, including advances in “look ahead” technology that enables in-use adjustments for peak fuel efficiency, which translates into reduced GHGs.

### Our Space Program

“It’s really our equivalent to the space program,” Eckerle said of the SuperTruck program, a public-private

partnership led by the U.S. Department of Energy (DOE) and leading companies in on-highway heavy-duty transportation. “That’s how I look at it.”

SuperTruck I was launched in 2010 with the goal of improving freight hauling efficiency by 50%. It ended up exceeding that goal and many of the initiative’s advances are in mass production today. SuperTruck II aims to increase freight hauling efficiency even more.

### The Progress of Diesel

The Diesel Technology Forum says diesel technology is significantly cleaner over the past 30 years.

*(chart courtesy of Diesel Technology Forum)*

Additional improvements in diesel technology will build on significant advances in emissions control over the past 20 or 30 years. Since about 1990, modern diesel engines have reduced both particulate matter (PM) and oxides of nitrogen (NOx), key contributors to smog, by about 98%, according to the Diesel Technology Forum.

### New Energy

The forum says it would take 60 of today’s clean diesel trucks to equal the emissions of one diesel truck sold

in 1988. While diesel could remain the dominant fuel source for on- and off-highway markets for some time, there will be a point when the technology can’t meet the growing demand for zero lifecycle GHGs and zero emissions without some form of electrification, either through battery electric or fuel cell technology or perhaps some new energy source.

Hybrid engines employing those low-carbon technologies and diesel could be critical on the path to carbon neutrality. Cummins is developing low-carbon technologies in its New Power business segment as part of the company’s overall strategy to offer customers a broad portfolio of power solutions, so they can choose what works best for their unique sustainability goals.

### Hydrogen Day

The company held its first Hydrogen Day Nov. 16 to discuss its strategy for the promising low-carbon fuel. Eckerle is optimistic about the future of diesel in part because Cummins has the powerful tools necessary to do great things. “I must say that the big enabler in this whole process is our analytical capability, our ability to model the combustion process,” Eckerle said. “We can model the fuel going through the injector into the combustion chamber, combusting it and so forth, and the whole air handling process. It’s really a key to us because we have engines in a lot of different applications.”

Eckerle appeared on the panel with Carrie Song, Vice President of Renewable Diesel, Neste; and Michael Lefebvre, Worldwide Manager - Marketing, John Deere Power Systems. The Diesel Technology Forum is a not-for-profit organization dedicated to raising awareness about the importance of diesel engines, fuel and technology. **F**



# OEMs Collaborate to Decarbonate the Trucking Industry



*H2Accelerate is a new collaboration amongst OEMs for zero emission hydrogen trucking at mass-market scale.*

**D**aimler Truck AG, IVECO, OMV, Shell and the Volvo Group have committed to work together to help create the conditions for the mass-market roll-out of hydrogen trucks in Europe. As a growing number of governments and businesses align on a common vision of a net-zero emissions energy system, the H2Accelerate participants believe that hydrogen is an essential fuel for the complete decarbonisation of the truck sector.

## **A New Infrastructure**

Achieving a large-scale roll-out of hydrogen fuelled trucks is expected to create new industries: zero-carbon hydrogen production facilities, large-scale hydrogen distribution systems, a network of high-capacity refuelling stations for liquid and gaseous hydrogen, and the production of the hydrogen fuelled trucks. H2A participants believe that synchronized investments across the sector during the 2020s will create the conditions for the mass market roll-out of hydrogen fuelled heavy duty transportation which is required to meet the European ambition of net zero emissions by 2050.

The decade long scale-up is expected to begin with groups of customers willing to make an early commitment to hydrogen-based trucking. These fleets are expected to operate in regional clusters and along European high-capacity corridors with good refuelling station coverage. During the decade, these clusters can then be interconnected to build a truly pan-European network.

Throughout the scale up, support from the public sector will be required. Under H2Accelerate, the participants expect to work together to seek funding for early pre-commercial projects during the first phase of the roll-out. In parallel, the participants will engage with policy makers and regulators to encourage a policy environment which will help support the subsequent scale up into volume manufacturing for hydrogen trucks and a Europe-wide refuelling network for zero carbon hydrogen fuel.

## **The Climate Change Challenge**

"Climate change is the challenge of our generation and we are fully committed to the Paris Climate Agreement for decarbonizing road transport. In the future, the world will be powered by a combination of battery-electric and fuel-cell electric vehicles, along with other renewable fuels to some extent. The formation



PHASE 1	PHASE 2
<b>ROLLOUT OF FIRST STATIONS AND TRUCKS</b>	<b>EUROPE-WIDE COVERAGE</b>
<ul style="list-style-type: none"> <li>• 100s of trucks</li> <li>• &gt;20 high capacity stations</li> <li>• Proving high capacity station concepts</li> <li>• Selective locations / clusters</li> </ul>	<ul style="list-style-type: none"> <li>• Second half of 2020s: Achieve volume manufacture '000's per year</li> <li>• Rapidly reaching &gt; 10,000 trucks</li> <li>• Europe wide coverage of major corridors</li> <li>• High capacity/reliability stations</li> </ul>

### Hydrogen is Key

Martin Daum, Chairman of the Board of Management of Daimler Truck AG and Member of the Board of Management of Daimler AG: "The participant companies in H2Accelerate agree that hydrogen-powered trucks will be key for enabling CO2-neutral transportation in the future. This unprecedented collaboration is an important milestone for driving forward the right framework conditions for establishing a mass market for hydrogen-based trucking. It is also a call to action for policymakers, further players involved and society as a whole."

of the H2Accelerate collaboration is an important step in shaping a world we want to live in," says Martin Lundstedt, President and CEO of the Volvo Group.

"The prize is clear. By boosting scale in a big way, hydrogen fuelled trucks will need to become available to customers at or below the cost of owning and operating a diesel truck today. This means truck customers will need to have access to a fully zero emissions vehicle with a similar refuelling time, range and cost range compared to the vehicles in use today. To achieve this ambition a clear regulatory framework is needed, including policies addressing the supply of hydrogen, hydrogen fuelled trucks, refuelling infrastructure and consumer incentives in a coordinated way," said Elisabeth Brinton, Executive Vice President for New Energies at Shell.


"H2Accelerate," stated Angelika Zartl-Klik, OMV SVP HSSE & New Energy Solutions, "is playing a pioneering role and OMV is making an important contribution here. In order to achieve the climate targets, we will need any low-carbon technology. Hydrogen is an option for the climate-friendly mobility of the future."

### Widespread Adoption

Gerrit Marx, President Commercial & Specialty Vehicles at CNH Industrial, added, "The widespread adoption of hydrogen fuel-cell technology in heavy-duty transport is a function of the necessary infrastructure. We also need very concrete projects to demonstrate with hauliers and other stakeholders in the industry that this solution is financially and operationally viable. The groundbreaking H2Accelerate collaboration will create the conditions for this to happen and accelerate the transition to zero-emission transport."

### About H2Accelerate

H2Accelerate is a collaboration agreement signed between the participants under which the participants will work together to:

- seek public support to fund early pre-commercial projects to activate the market on the path towards a mass market roll-out;
- communicate around the technical and commercial viability of hydrogen fuelled trucking at scale; and
- hold discussions with policy makers and regulators to encourage policies which can support a sustainable and speedy activation of the zero emissions long haul trucking market. 



of Marketing, Sales and Services at Mercedes-Benz Trucks. "In most European markets we have been seeing a positive trend for years. The greatest demand this year is in Germany and Switzerland, where around 85 percent of the Actros models for which the system is available have already been ordered with Sideguard Assist," Wallfeld continues.

For the Atego and those Actros, Antos or Arocs model series which cannot currently be equipped with Sideguard Assist, Mercedes-Benz Genuine Accessories has been offering Sideguard Assist, basic for retrofitting since the middle of the year.

# Record Demand for Sideguard Assist

*Sideguard Assist has become popular with drivers as it helps them in difficult traffic situations. In 2021 Mercedes-Benz Trucks will add a new feature, providing even more safety for those on the road.*

## Strong Upgrade

Starting in June 2021, Mercedes-Benz Trucks will introduce Active Sideguard Assist (ASGA), another potentially life-saving safety assistance system: The brand is the first manufacturer to offer a so-called turning assistant which can no longer merely warn the driver of stationary or moving cyclists, e-scooters or pedestrians being detected on the co-driver's side, but which, up to a vehicle turning speed of 20 km/h, can also initiate automated braking of the vehicle down to a complete standstill if the driver fails to react to the warning tones. **T**



(Stuttgart, Germany) Being on the road in a heavy truck in city traffic, sometimes on narrow roads and with confusing intersections is a challenge for many professional drivers. This especially applies to turning manoeuvres. In such situations, Sideguard Assist from Mercedes-Benz Trucks can use a multi-stage process consisting of visual and audible signals to warn the driver of cyclists, e-scooters or pedestrians in the monitoring zone of the radar on the co-driver's side. Since 2016, Sideguard Assist (S1R) has been available ex

works (fully integrated in the vehicle architecture) for many models of the Actros, Arocs or Econic model series, and since 2019 it can also be retrofitted to numerous models of these same model series (for vehicles from model year 2017).

## Strong Uptake

"We are very pleased that more and more customers put their trust in Sideguard Assist from Mercedes-Benz Trucks and are giving their drivers this important safety assistance system," says Andreas von Wallfeld, Head







# Get the Bosses to Drive

I meet a lot of very successful operators. Some have been in the transportation business for many years or even several decades. They have built businesses and brands that customers associate with quality service, and the fact that they make good money speaks for their acumen. The one thing that irks me though is that many don't have a licence and do not now how to operate a commercial vehicle.

## Why does that matter?

To fully understand a product, I would argue, we have to have tried it. Go to an electronics store and see how people pick up their new laptop. They open and close it, move their fingers over the mouse pad and play around with some of the apps. When transport companies pick their next addition to the fleet however, the most we may see is that a boss climbs into a cab, sits behind the wheel and gives a thumbs up for a friend with a camera. Which does not give a full impression of how the vehicle will operate and function, how it might be better (or not suitable) for a specific mission. There is a philosophy that basically says that the ultimate user of any product should be involved in the decision-making process.

## Understand or Not?

If someone was to come to me to complain that the autocorrect of Word is causing trouble when writing articles, I would know. Because I too am a user of said product. Imagine a driver comes to you and talks about how downshifting at a hill is difficult or how a retarder may not be performing well enough. Would you understand this? I don't mean if you can deconstruct the sentence and hear


what the driver is saying, but if you can comprehend where the problem is, the cause and the effect on the driver and his behaviour on the road. I see YouTube videos of truckers who use manual 18 gearboxes. Frankly, I have no idea how to use one, although I think I have a good comprehension of the technology behind it.

## Don't be Fooled!

Let's just say that you do involve your drivers in a decision when it comes to purchasing their vehicles. Now, seeing how you have no practical experience, how would you know they aren't selling you some nonsense? For all you know, the driver is just fixated on a specific brand and would not know which vehicle is really the best for you. The same applies for your dealings with the sales personnel who are trying hard to get you to sign the line that is dotted. The more you know, the better you understand the actual job, the better your decision will be and the better you can run your business. If a transporter can demonstrate the s/he knows in ins and outs, not just on a spreadsheet, but behind the wheel, respect will be earned along with extra dollars.

## Know the Job, Improve the Business

Besides a better understanding of the requirements, being able to drive a commercial vehicle will give you an edge: with a better understanding of all aspects of the business, it is easier to identify ways to improve it. In addition, I would think that other drivers are going to be more motivated when they see that the boss is "one of us". Imagine the reaction of your customers if you, as the boss of the company, show up. Does that not communicate that you truly care for your clients? Having a valid driving licence can also be a great outlet for stress. Should the office ever be too claustrophobic, you can just deliver some goods and go on a road trip.

Before you ask: yes, I have a licence for trucks up to 7.5 tons and I enjoy taking whenever I can. 



## Daimler Truck CEO Martin Daum And US Economist Jeremy Rifkin Discuss the Future of Hydrogen


(Stuttgart) In the current episode of Transportation Matters, the CEO podcast of Daimler Trucks & Buses, Martin Daum speaks with Jeremy Rifkin who is considered a visionary for the “hydrogen economy”. Both exchange views on the role of hydrogen as the energy carrier of the future. In Rifkin’s opinion the third industrial revolution has only just begun.

Rifkin is convinced that “hydrogen is the most basic element in the universe and the perfect energy storage solution.” The time has come for hydrogen, if sufficient electricity can be won from solar energy to split water by electrolysis.

The hydrogen produced in this way can then be used as a sustainable source of energy – this is how the founder and chairman of the Foundation on Economic Trends describes hydrogen-related developments.

For more than 30 years, Daimler has been working on drive technologies based on hydrogen. In the second half of the 2020s, Daimler Trucks & Buses wants to extend its series production portfolio to include electrically powered fuel cell trucks. The aim is for them to run on liquid hydrogen.

On Transportation Matters Martin Daum, CEO of Daimler Truck AG, speaks with international guests on topics ranging from the future of transport to sustainability and all the way to leadership knowledge. Following a successful first season with five episodes, the second season with new and interesting guests and topics started in April this year. This is the sixth episode in the second season.


Transportation Matters can be accessed and subscribed to at: [Daimler Truck Corporate Website: d.ai/daimlerhub-jr2](https://www.daimlertruck.com/en/corporate-website/dai/daimlerhub-jr2) 



## FAW Releases Innovation 2030

(Changchun, China) Xu Liuping, (pictured) Chairman of FAW Group Corporation released Innovation 2030 - FAW Hongqi R.Flag Technological Development Strategy at the fourth Science and Technology Conference of FAW in Changchun on October 30, 2020. Xu Liuping elaborated FAW’s specific objectives and implementation path in core and key technologies research and development. Based on FAW’s New Energy Vehicles (NEVs) & Intelligent Connected Vehicles (ICVs) Technological Development Strategy, which was released in 2019, FAW adhered to the innovation-driven sustainable development and developed the strategy into the Innovation 2030 Technological Development Strategy, to match with the trend of auto electrification, intelligent, sharing and connectivity, as well as intensifying market competition.

Taking into consideration new industrial policies, cutting-edge technologies, new customers and new demands, Xu Liuping put forward that the new era has raised new requirements for auto products, “auto electrification, intelligent connectivity, immersive experience, safety and health, sharing and digitalization should be the development trends of the automotive industry in the future,” he said. “The releasing of the Hongqi R.Flag Technological Development Strategy is FAW’s response to the new requirements, and will serve as FAW’s strategic framework in technological development.”

FAW has deployed seven sub-brands in technological development, with an aim to providing an overall guidance for FAW’s scientific and technological innovation, and accelerating enterprise transformation and upgrading and high-quality development by leaps and bounds. 

# Innovation Technology Award for Electric Vapor Pump


(Shanghai) Rheinmetall Automotive received the "Automotive Technology Innovation Award 2020" for its Electric Vapor Pump (EVAP) during the International Automotive Congress that was held in Shanghai on December 2, 2020 for the 13th time. It was established in China in 2008 and is highly regarded and praised by industry professionals. The evaluation committee is composed of experts from China and Germany who select the most innovative technologies and products that have recently been introduced to the Chinese automotive market.

"Environmental protection has become one of the most concerned topics around the world. Vehicle emissions are not only blown out of the exhaust pipe, but we also have

to keep our eyes on the unburned hydrocarbons from the fuel tank. This is where our vapor pump (EVAP) and fuel tank isolation valve come in play. The EVAP can scrub the activated carbon casing when negative pressure is lacking in the intake cycle, making it particularly suitable for modern engines in hybrid vehicles or direct injectors," the company stated in a media release. Rheinmetall's EVAP, manufactured in Shanghai by a Rheinmetall Automotive joint venture, received the award because of this unique technology that reduces hydrocarbon emissions.

"It is a great honour for us to receive this award," said Bright Yin, Head of Engineering at Pierburg, China, who accepted the award on behalf of the company. "We are very proud that



the EVAP has been widely recognized in the industry and we can drive the important topic of emission reduction further on the Chinese market. It is not without reason that the project is the largest in the history of the company. So far, we have signed large orders with several internationally renowned automakers who want to integrate the EVAP." 



## Hyva Sells 12 Titan Hookloaders

(Casablanca, Morocco) Hyva North West Africa, a leading global provider of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries, with subsidiaries in many Asian countries including Indonesia, Malaysia, Vietnam, Thailand, and China, has completed a highly prestigious sale of 12 Titan hookloaders to a global waste solutions provider serving businesses and municipalities with waste and environmental management solutions in several cities in Morocco.

Hyva's 26ton hookloaders favourable dead weight and its high lifting capacity is ideal for picking-up the loaded Compactor Unit for discharging the garbage by hydraulic tipping. The operator needed an efficient reliable container handling solution for transportation to the transfer station or waste disposal site. The hookloaders, were equipped with a fully automated sequence control lift system which helps save time and can increase productivity and safety. The fleet is fully supported by Hyva's local and regional customer service team in Casablanca.

Youssef Hachama from the office in Hyva Maroc, explained the importance of the deal, "This is a sizeable order from a global company for an important waste handling project in Morocco. The number of engineers on the road and our application support team make a big difference to us, we are more reliable and able to provide a better-quality service to our customers. In addition to the supply of hookloaders, it has allowed us to remind the market of Hyva's capability to supply other related equipment – cranes, skidloaders, mobile compactors and transfer station equipment – to waste handling projects. This is a great success story for Hyva North West Africa."

Founded in 1979, the company is headquartered in Alphen aan den Rijn in The Netherlands and operates in more than 110 countries with over 3,500 employees around the world. The Hyva Group, encompasses more than 30 subsidiaries globally, with an extraordinary sales and service coverage and 12 production facilities in Brazil, China, Germany, India, and Italy, with more than 20,000 customers. 

# Shell Triumphs at TAQA Award 2020



Mr. Ruengsak Srithanawiboonchai (2nd left), Acting Executive Director of Retail Business, and Ms. Natchaya Chanphatthana (2nd right), Country Marketing Manager, Lubricants, The Shell Company of Thailand Limited. with Mr. Kwanchai Paphatphong (left), President of IMC and Organizing Chairman of The Thailand International Motor Expo and Dr. Suwat Thongthanakul (right), Executive Editor of Manager Group

for seven and three consecutive years, respectively. Mr. Ruengsak Srithanawiboonchai, Acting Executive Director of Retail Business, said: "We thank Thai motorists for casting their votes for Shell to win the title of 'Outstanding Fuel'. Our premium fuel, Shell V-Power, has continuously gained in popularity as the Number 1 seller of premium grade fuels – according to Article 7 sales reports on Diesel (special grade), Euro 5 Diesel and Gasohol 95 (E10), Department of Energy Business from 1 January 2019 – 30 September 2020. We recently launched Shell V-Power Diesel with DYNAFLEX technology for Diesel B10-compatible vehicles."

Ms. Veethara Trakulboon, Executive Director of Lubricants Business said, "For seven years in a row, Thai motorists have voted for Shell to receive the 'Outstanding Lubricant' award, demonstrating the high quality of Shell's lubricants. Today's customers place importance on products that are sustainable and, at the same time, enhance engine performance. This is why Shell continuously innovates products that respond to customers' needs, including Shell Helix Ultra, designed from Gas-To-Liquids (GTL) technology, which converts natural gas into oil that contains almost no impurities." **F**

(Bangkok 16 December 2020) The Shell Company of Thailand Limited picked up two awards at the Thailand Automotive Quality Award (TAQA) 2020. Under the category for products related to vehicles, Shell has received the most votes from Thai motorists for "Outstanding Lubricant" and "Outstanding Fuel"

## Kerry Logistics Network to Develop Bonded Logistics Centre in Hainan

(Hong Kong) Kerry Logistics Network Limited has announced the development of a bonded logistics centre in the Haikou Integrated Free Trade Zone in the Hainan Free Trade Port ('Hainan FTP'). The 50,000 sq m facility, expected to be completed in 2023 Q1, will contain 10,000 sq m (107,600 sq ft) of cold store. Kerry Logistics Network is the first international 3PL to invest and build a premium bonded logistics centre in the Hainan FTP.

tourism, e-commerce and logistics industries in the Hainan FTP, a zero-tariff regime will be established for the trade of goods in which certain categories of imports are entitled to zero-tariff treatment. In the future, imported goods bought by Hainan residents will be exempt from import tariffs, value-added tax and sales tax. Imported goods with over 30% value-added processing in the FTP will be exempt from tariff when sold to other areas in Mainland China. **F**

China's State Council announced the "Master Plan for the Construction of Hainan Free Trade Port" in June 2020, intending for it to be a globally-significant free trade port by 2050 and the largest free trade zone in Mainland China. To support the development of the



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For more information about Scania Ecolution or any of our wide range of sustainable transport solutions, call **+65 6861 9181**, email **sengenquiries@scania.com** or visit **www.scania.com.sg**

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