

Volume 6 Issue 2, 2017
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**DAF's New CF and XF Will
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The Future of Transportation

We cordially invite you to join this seminar on "The Future of Transportation".

During this luncheon, esteemed speakers from Shell, Scania and DHL eCommerce will share their insights and visions for the transportation industries. Kindly RSVP to event@asiantrucker.com to reserve your seat (no fees involved).

Date : 12th July 2017
Time : 11:30am - 3:00pm
Venue : **Genting Hotel Jurong**

Topics :
Scania, Mark Cameron, Regional Director - South Malaysia & Singapore,
Country Manager - Singapore
"OEM driven innovation, in enhancing efficiency of fleets in the logistics sector"

DHL eCommerce, Arun Mambully Director, Operations New Markets and
Domestic Development, DHL eCommerce Asia Pacific
"Current Challenges & Future of Last Mile Logistics"

Shell, Kaushik Burman, Country Business Manager, Singapore
"Navigating the Transition in Mobility"

We look forward to seeing you.

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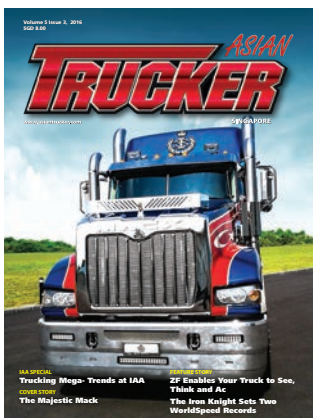
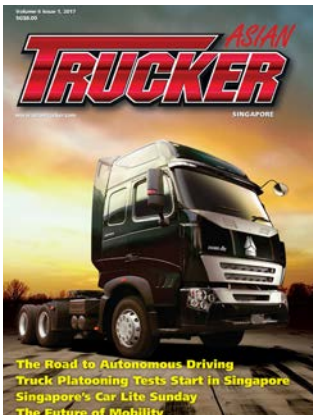
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The Drivers **ASIAN TRUCKER**

**YOUR GUIDE TO ALL
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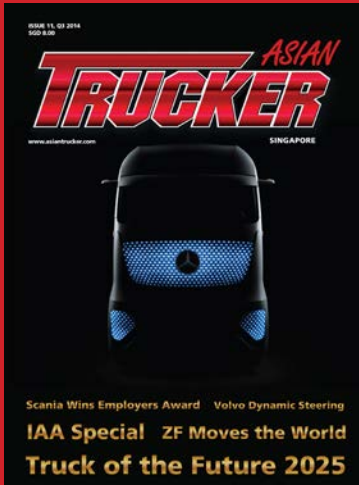
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Ingesting New Technology

While keeping up with new technology can be a challenge and can feel like a burden that never ends, there is something worse than having to keep with the times, writes Floyd Cowan.

At a press luncheon with **Scott Allison**, President, Life Sciences and Healthcare **DHL customer Solutions & Innovation** he talked about new technological developments that impact our world. Things like ingestible sensors that can send a message to your watch and remind you to take your meds. New technologies can impact and improve lives.

Mr Allison told us about the move to take inventory of expensive and sensitive equipment and medication out of hospitals to an external location that could better manage and care for it than what hospitals can do themselves. Currently hospitals stock medicines on a "just in case bases" not "just in time" as has become the norm in many industries.

As you read this issue of Asian Trucker you will see the story about the renewed DAF trucks that have the DAF Connect Fleet Management System. DAF tells us: "DAF Connect is an innovative fleet management system, offering real-time information on the performance of the vehicles and drivers.

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

This is not new to the industry as other companies have had such systems working in their trucks for some years now, but it is

a timely reminder about what is out there that can improve businesses and lives. An investment that could reap untold benefits.

Recently, I was waiting at Woodlands border crossing for the bus to take us into Singapore. We had bought our tickets in Malaysia, but when we got to the Singapore side, no bus was to be seen. We waited for more than an hour and as our frustration grew we asked staff where the bus was. The response was, "I don't know." How could they not know where the bus is? No one there ever heard of a cellphone?

I've sent this company copies of both Asian Trucker, Singapore and Asian Buses – and they were returned unopened. News about technological developments is all around us, but we need to make a bit of an effort to learn about it and learn how we can use it.

It is somewhat hypocritical of me to write this article as I resist some technologies that I know would improve my life. In part, it is because there is an overwhelming amount of new products and new ideas and new systems that at times one feels a little swamped by it all. You just learn one new thing and it becomes obsolete, replaced by a better product and you start the learning process again.

However, there is one thing worse than to constantly have to learn about new products, and that is not learning about them. Such managers of such companies who don't make the effort to learn and adapt are going to fall further and further behind until they become irrelevant and cease to exist. If you don't agree with me, take a look at what happened to Kodak. One of the largest companies in the world has gone out of business because it didn't adapt to a changing world. If it can happen to them, it can happen to you. **F**

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Malaysia Commercial Vehicle Expo 2017 Delivered on the Promise of Being the Biggest in the Region

Held for the third time after its debut in 2013, MCVE has successfully attracted strong participation from both local and international exhibitors and visitors, showcasing leading products and services as well as latest innovations in the commercial vehicles industry.



The biennial Malaysia Commercial Vehicle Expo (MCVE) was hosted from 18 to 20 May 2017 at the Malaysia International Exhibition and Convention Centre (MIECC), Kuala Lumpur. One of the various communications channels for the commercial vehicle industry provided by Asian Trucker Media, the exhibition serves to show the latest in commercial vehicles to Malaysian and South-East Asian markets with “Connected Mobility” as this year’s theme. True to the promise of being the biggest exhibition dedicated to the commercial vehicle industries, the event delivered with exciting exhibits, outdoor activities and a comprehensive fringe program.

Highlights

With some 8 000 sqm space in the hall and outdoor displays and activities, the event was truly the biggest of its kind in the region. The event also saw an increase in visitor numbers. Organisers trace this back to the fact that Asian Trucker has worked hard on the database in order to ensure that the industry is well informed about the event. Officiating the event, the Guest of Honour, YB Datuk Ab Aziz Bin Kaprawi, Deputy Minister, Ministry of Transport of Malaysia, was driven to the venue in a brand new bus, whereby the tour was broadcast live into the hall. On the second day, the seventh Asian Trucker Networking Night took centre stage. Here, the organisers wowed the crowd with a stunning performance of drumming, a comedy show and local delicacies at the buffet line. Saturday was dedicated to the drivers and many of the Asian Trucker Drivers Club members came to catch up with their friends, bringing their families along for the gathering.



Road Safety

Organised by the Trucker & Snapper group, visitors could learn a very important lesson in the road safety activity they



Winners Everywhere

Besides the best drivers at the Scania Driver Competition, MAN Truck & Bus and Lik Thong Resources emerged as winners too. These two companies took the trophies for the Best Booth Design Award with RM 15 000 (MAN) for the bare space category and RM 5 000 (Lik Thong Resources) for Shell Scheme. One voter for these booths has just been notified, having won an I-Pad mini in a lucky draw in connection with the award poll. Meanwhile, HINO was showcasing the Team Sugawara truck used at the Rally Dakar. Visitors could win exclusive merchandise in a photo contest.

Seminars and Presentations

Several companies took the opportunity to host seminars or to utilise the stage for their presentations. With a very hands-on approach to tyre safety and maintenance, Giti Tire demonstrated how easy it can be to extend the life of a tyre by taking simple maintenance measures. Other presentations were given by Guardian South East Asia, SPAD (Malaysia's Land Transport Commission) and Caltex. In an exclusive seminar, Volvo discussed the future of the ASEAN Economic Community. The panel comprised of representatives from the Ministry of Transport, The Economist, Association of Malaysian Hauliers, a consulting firm responsible for vehicle plans and Volvo Trucks. The lively session was moderated by Stefan Pertz, Editor of Asian Trucker and it addressed crucial issues arising from the AEC, opportunities as well as threats for the local transport industry. A podcast will be made available.



hosted. Here, visitors could climb into a heavy goods vehicle, complete with trailer and experience the blind spots of a truck. A car would drive up to the cab, simulating an everyday situation, where the car suddenly "disappears". Next to this event, Scania hosted their Driver Competition – MCVE Edition. Scania argues that a skilled driver is a more fuel-efficient driver as well as a more careful one. Participants were asked to complete a challenging parkours in order to win prizes worth a total of RM 50 000. Some 440 drivers took the challenge and only time constraints limited this number as many were queuing up.

Product Launches

"We are delighted to learn that MCVE has emerged as the best platform for companies in our industry to launch their products" said Pertz. Sendok Group presented their new model, the Sinotruk T5G, which they hope will find good response among those seeking reliable trucks at an affordable pricing level. Meanwhile, Volvo Buses showcased their BR8 and Scania their long bus with a total length of 15 meters. Both companies are confident that BRT and long distance transportation by bus are continuing to see growth. Fresh off a launch for customers only, Volvo Trucks was having three FH trucks on their stand, for everyone to experience. Scania demonstrated how they envision sustainable transportation by featuring their NextGeneration, complete with a Euro 6 engine.

"MCVE 2017 had been impressive for Scania. There were more quality visitors this time round. Our shift towards sustainable transport solutions were witnessed by more prospects and customers this time round. Scania Driver Competition – MCVE Edition continued to attract participants through just word-of-mouth. Hope to see everyone and more in 2019," said Ian Tan, Marketing and Communications Manager, Scania Southeast Asia.

Growth Predicted

Many operators, bus as well as trucks, are concerned about the near future. Some argue that the two railway projects in Malaysia will have a negative impact on their businesses. However, Ministry of Transport of Malaysia, Asian Trucker and several manufacturers of trucks and buses saw this differently. A high-speed railway surely will attract people, but with a price for a ticket in the range of an airline ticket, people opting for the train are not the ones that would typically take a bus. Meanwhile, the construction of the railways would, in the short term, require commercial vehicles to transport goods and personnel. Once completed, there are stops along the routes where one can expect increased urbanisation and growth. People will move to the cities along the rail-routes as they now have connectivity to other cities, making commuting easier. Again, for these cities, increased construction of infrastructure, commercial and residential property can be expected. For which commercial vehicles are needed. Eventually, travellers need to get to and from the train stations, whereby buses will provide the last mile transportation. In essence, good times for the commercial vehicle industry are highly likely ahead.

Celebrating the Industry

As an acknowledgement of the importance of the industry, MCVE featured two food trucks in the meeting area, which was styled like a highway reststop. Small and Medium size companies are the backbone of any economy and many young entrepreneurs are using food trucks as a vehicle for their first steps into business. A whole culture around the colourful light commercial vehicles has erupted and there is certainly no stopping. One truck was specifically repainted by Nippon Paint in order to show how good a truck can look. MCVE's organisers used this area to entice communications among exhibitors and visitors by giving out free food and free coffee. **T**

BPW Asia Specialises in Transport Solutions

The one-stop service provider is developing new technologies for the commercial vehicle industry.



Founded in 1980, BPW Asia is the Asian headquarters of BPW Bergische Achsen KG in Germany, the major driving force in the world of commercial vehicles for over 100 years. In line with BPW Group's slogan, "We Think Transport", BPW Asia aims to become the leading one-stop service provider of transport solutions in the region.

To get a brief picture of what BPW Asia has in store for the Malaysian market, we met with Jerome Aw Kok Ming, BPW Asia Technical Manager at the Malaysian Commercial Vehicle Expo. According to Aw, the company aims to reap the benefits of the expo by showcasing its capabilities as the one-stop service provider of transport solutions for the commercial vehicles industry.

"This is our second time at the expo, we actually expanded our booth as we wanted to rope in the business of our sister companies, and offer a greater range of products for potential customers. Aside from our usual core products, axles and suspension, we took the opportunity to showcase more products from our sister companies: F. Heisterberg & Söhne GmbH & Co. KG, HBN-Teknik A/S, Transport Technik A/S and idem telematics GmbH.

"We are a one-stop service provider for transport solutions to customers in addressing their needs and problems. We are trying to do this differently now compared with the expo last time during which we were mostly focused on promoting our running gear products back then," said Aw.

"As for Malaysia's market, despite the challenging times here in the past few years due to the fluctuation and volatility of crude oil prices, we are hoping that conditions will stay positive this year," he added.

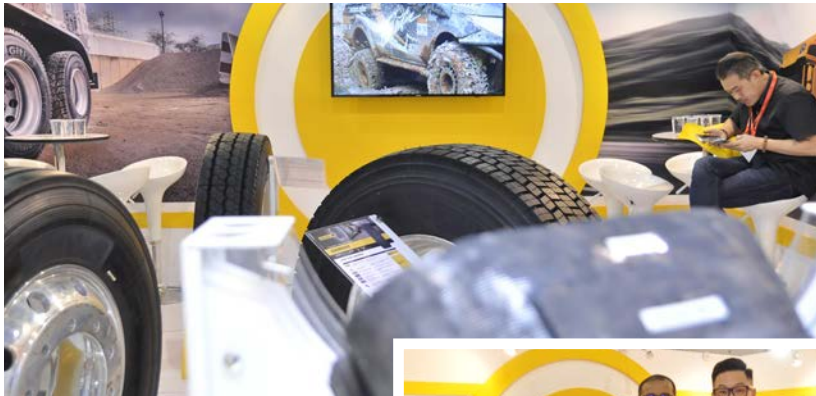
As a leading service provider for transport solutions with more than a century of history, the BPW Group has the workforce of more than 5 000 employees worldwide.

BPW Group's product portfolio include axles, lighting and cable system, brake suspension system, and more that are specifically catered for industries like truck and bus equipment, agricultural vehicles, caravan, plant and trailers industry. The group also provides services and transport solutions such as telematics, e-solutions and engineering for the commercial vehicle industry.

For instance, to cater to the growing demand for e-Transport in the market, BPW has developed its new electric axle specifically for manufacturers of vehicles used for inner-city transport. As the drive of the axle is fully electric, it is able to recover braking energy and improve manoeuvrability by actively assisting the steering via the rear axle. At the same time, the system can be tailored to meet the demands of inner-city distribution traffic, where the battery can be charged at night in just a few hours. **T**

Maximise Your Tyre Value with Giti Tire

Technical & Sales Manager Dennis Teng swears by their quality of casings and shares the benefits of retreading their tyres



To stay ahead in the transport industry, every single decision made by fleet operators in terms of strategic planning, budgeting, execution and fleet management counts. For the above reasons, it is inevitably one of the upmost priorities for a fleet manager to make sure that all assets of the company are well-managed.

Recent studies showed that tyres are estimated to amount to around one-third of the fleet's maintenance budget for fleet operators. For most of the fleet managers and fleet operators, retreading tyres is an obvious, yet cost effective option.

Asian Trucker spoke to Dennis Teng, Technical & Sales Manager of GITI Tire (Malaysia) Sdn Bhd at the Malaysia Commercial Vehicle Expo to learn more about tyres and its robust casings for the commercial vehicle market in Malaysia.

"At GITI Tire, our business model is very different from other tyre manufacturers. We emphasise on extending the life of tyres for its second and third life with our technology. Unlike most of the tyre manufacturers, who will encourage their customers to get new sets of tyres for their vehicles when it loses a few millimetres of its tread, we will ask them to retread it – as our tyres and casings are of a premium quality.

"We are very confident with our tyre casings, as it ensures our customers can maximise their tyre usage, which in return helps them to cut the unnecessary budget for getting new tyres," said Teng.

Based on the substantive studies done on the tyre retreading industry, retreading is an excellent way for fleets to recoup and maximise the value of tyre casings. It is a far less expensive option compared to buying new tyres; this is because as long as the casing is in sufficiently good shape, a retread can often run almost as long as a new tyre.

According to Teng, under normal conditions, the second life of a retreaded GITI tyre can reach up to 80 per cent of mileage of a new tyre. In terms of economic benefits, the first retread

of tyres can help fleet owners to save up to 17 per cent of cost compared to purchasing new tyres, while it reduces costs up to 23 per cent for the second retread. All this is made possible with the use of GITI tyres and casings to reap the benefits.

Why use GITI tyres? It runs 40 per cent cooler than regular tyres, it has extended


mileage up to 30 per cent and is 20 percent more resistant to chipping. Teng added that for long-haul or heavy duty commercial vehicles, the average lifespan of new GITI tyres is about 16 months or up to 120 000 kilometres.

"However, the lifespan for the second and third life of retreaded tyres are very subjective to different fleet owners. It depends on the type of operation and end usage. For example, the life of retreaded tyres of the trucks that are running long-haul and heavy-duty missions might be different from trucks with lighter workloads."

Asked about the average time the customer needs to spend to get the GITI tyre retreading service done, Teng said it would take about three weeks. This means, within three weeks, fleet operators will be able to get the retreaded tyres working like the brand-new ones.

"On top of manufacturing high quality tyres, we have embarked on a pilot project to collaborate with Nadi Putra on their Nadiputra Bus Service by conducting test runs with our tyres. The objective of this project is to study the benefits and impact of using our robust tyre casings and comparing them with competitors. Once this project is completed, we believe that it will serve as a form of proven testimonial to our company."

About GITI Tires (Malaysia) Sdn Bhd

Headquartered in Singapore, Giti Tire is a global tyre company, offering a complete range of quality tyres and services - delivering to more than 130 countries worldwide and ranked 10th globally in yearly revenue. 



Alignment Can Save Your Life and Your Truck

Wheel and chassis alignment play an important role in the proper movement of a vehicle, Jason Tong from Manbeni Machine Tools elaborates.

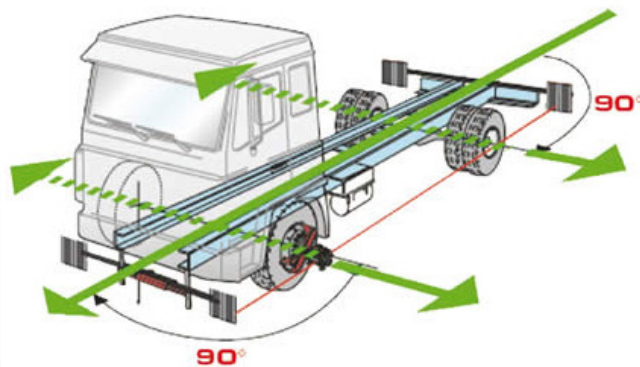
JOSAM has been developing chassis and wheel alignments systems for truck servicing since the early 70's in Sweden. Repair works were an arduous task back then as every adjustment needs to be calibrated with the naked eye and a sound judgement. Trucks with substantial damage to their chassis due to accidents were eventually sent for scrap, due to the lack of adequate technology to correct the damage.

After its inception and launch in Sweden in the year 1972, the average total loss of trucks due accidents per year reduced from 300 to 3 cases. It's a major drop in total loss for trucks as the JOSAM system can save the vehicle instead of throwing it away. "If you have the proper equipment, repair work can be done effortlessly and efficiently, says Jason Tong, Manbeni Machine Tools Sales and Marketing Manager. He added that re-aligning work of the vehicle skeleton is clear cut. One needs to have the proper tools to conduct the service as to ensure the calculations are precise according to the vehicle specification.

"With the JOSAM system, we can reduce repair time by 50 per cent and in many cases much more, which saves time and money in the long run. Productivity for businesses also improves as your truck doesn't have to sit in the workshop for a long time. The system we use is the Frame Press – which is used for chassis straightening and the i-press system which is designed to straighten trucks from 1.5 to 16 tons.

Apart from chassis repair, wheel alignment also plays an important role in proper vehicle mobility. "The whole system is interrelated and is dependent on each other for the car to function at optimum capacity," added Jason. "Most people are unaware of the importance of wheel alignment, it's important to educate the end user or drivers and the workshop mechanics as well.

"Trucks are very different from cars. For a 500kg car, the only load they are carrying are the passengers while a four-ton truck supports passengers plus loading as well. Therefore, the weight



Courtesy of Josam - wheel alignment manufacturers- Laser wheel alignment to help ensure vehicle symmetry

distribution for the truck varies from section to section and each wheel takes on different loads of weight. When one of the wheel hits a pothole, you might bump your suspension out of the carefully calculated specifications where the components have been set – all the elements that make your vehicle go straight."

"If a wheel is not aligned properly, it causes friction which wears not only the tires out but other parts and components including the brake fluid which has a burning point — a threshold." Jason adds that the wear and tear are not limited to the front wheels but also the rear ones as well. "Many people forget to do wheel alignment for their rear wheels especially the trailers which can seriously affect the movement of the vehicle.

"In Malaysia, most people turn a blind eye when it comes to proper wheel alignment. By right, where there's a wheel, there must be alignment and one must know the correct sitting position of the wheel." Some of the JOSAM system used for wheel alignment are the i-track, cam-aligner and CV-liner.

Some of the long-term benefits of vehicle alignment - it saves fuel, reduces friction on parts and components, lesser use of engine power to compensate the understeer which in turn lowers accident rates. According to Jason, fleet owners can save up to RM100 000 per month which attributes to about 3.5 per cent of the fuel costs when they take steps to align their vehicle. **T**

Hyva Malaysia is More Than Just a Supplier



The Dutch transport solutions provider showcased a full, complete range of products and components at MCVE to an excited audience.

Founded in 1991 in Malaysia, Hyva Malaysia, a subsidiary of The Hyva Group BV, The Netherlands, has built its reputation in the domestic market over the last 26 years.

After two years of planning, Hyva Malaysia showcased their full range of products at the Malaysia Commercial Vehicle Expo recently, the biggest commercial vehicle expo in the ASEAN region.

As a leading global provider of transport solutions for commercial vehicles and environmental service industries, Hyva offers a wide range of technical products and components. These include products that are used for hydraulic loading and unloading systems on trucks and trailers as well as on- and off-road applications.

For example, Hyva offers the telescopic front cylinders for trucks and trailers for tipping applications, a wide range of under body three way cylinders, fixed mounted and rolling truck cranes, container lifting systems such as hook loaders and skip loaders, mobile and static compactors and other garbage collecting units.

Upon seeing the potential of MCVE as one of the must-attend events by many in the regional industry, as well as a useful platform for Hyva to actively engage with its existing and potential customers, Hyva took the opportunity to showcase its full range of products during the expo.

"It is very encouraging to see our existing customers at the exhibition. We, at Hyva Malaysia, have a very wide range of products. Customers do not always know our full range, so this is a perfect opportunity for us to show them what we are offering currently. Hyva is more than just a supplier of a product; we are a one-stop shop for their needs, and we are transport solution providers who offer technical consultation whenever they need it," said Arthur Van Welzen, Managing Director of HYVA Malaysia Sdn Bhd.

Van Welzen reckons that despite Hyva's brand image as a premium manufacturer and service provider of transport solutions in the industry, Hyva is aware that Malaysia is undoubtedly a competitive market place for the brand particularly in terms

of product pricing. However, Hyva has managed to retain its market share through a keen understanding of the evolving market both in terms of pricing and after sales commitments.

Hyva's philosophy has always been to supply premium products. Towards this end, Hyva offers the customer other benefits that justify our prices. We are proud to have our own fully equipped workshop and even an own fleet of field service vehicle. All products are designed and produced adhering to the strict European standards. And what we believe is our primary philosophy, Hyva always insists on quality materials in the manufacturing processes. This combination results in lower costs of ownership and operation for the end user"

Hyva has an experienced and localised workforce, which enables the brand to reach out and address the demands and needs of the customers efficiently. "At Hyva Malaysia we have a dedicated group of 32 people, which are truly our major assets. If we look at our current Sales team or After Sales team for example, we see people with many years of experience in this industry. This enables them to understand and address the demands of the customers efficiently."

Talking about growth prospect for Hyva in the domestic market, Van Welzen says, he feels positive for the continuous growth of the brand here. "As for the market response at MCVE, it is very good here. Both the visitors and exhibitors are able to engage in an interactive manner about the development and updates of some latest invention and technologies," he added.

About HYVA Malaysia Sdn Bhd

Hyva is a global multinational company founded in the Netherlands in 1979. The company is committed to the development, production, marketing and distribution of components for the commercial vehicle industry. The company has well equipped manufacturing facilities in Brazil, China, Germany, India and Italy. To date, Hyva Group has a global sales and after sales network, operating across more than 130 countries with over 25 000 customers and more than 2 000 employees, encompassing 39 subsidiaries and 13 production facilities. **F**

CIMC Vehicles Malaysia Set to Bring More Value for the Market



The trailer maker sees huge potential in the Malaysian market with its variety of premium products.



As a subsidiary of the China's largest trailer maker, CIMC Vehicles Group (CIMC Vehicles), CIMC Vehicles Malaysia showcased their products for the first time in Malaysia, utilising the recent Malaysia Commercial Vehicle Expo to conduct market research and to slowly ease into the promising market.

At the biennial commercial vehicle expo, we spoke with Danny Ye, the Assistant General Manager of CIMC Vehicles about plans for the local market. Based on its core philosophy of "Global Operation, Local Knowledge", the group is the first one from Chinese trailer industry to set up its own subsidiary in Malaysia, it will bring both high tech products and better service into the market to seek for a long-term development.

"The group is expanding fast in each globalised market through its local teams, At CIMC Vehicles, we do not deploy many staff from our headquarters in China to manage the globalised market; instead it is done through local experts. We believe that, when we are doing business thousands of miles away, no one can understand a foreign market better than the locals," said Ye.

Ye says although CIMC Vehicles Malaysia was only established last year, the group has set important tasks for its subsidiary. "We want to extend the range of our premium products. We do not aim to bring in only products from the lower end, but also different products from the premium range, the ones that will enable customers to create added value for their businesses. "For example, the curtain-sider which was showcased at the expo is part of the premium range that we want to offer the local market. The curtain-sider is a model with improved design done by our European team; it is then manufactured in China but assembled in Malaysia.

"Of course, we are not talking about products that are 100 percent European designed. However, we will take the useful elements of the European design. Then, we will adjust and apply these elements to our own products in terms of parts and components. This is not only to ensure our products are suitable for the operation of this market, but also to ensure it is acceptable in terms of pricing," he added.

Asked about his thoughts on the biennial expo, Ye says the expo is a useful and interactive platform for CIMC Vehicles to engage with its customers and other exhibitors in the industry. "The market response during the expo is positive. We met with our existing clients and potential customers as well. We were also able to form close ties with other exhibitors and industry players, so it is a good platform for CIMC to actively engage with all parties," he added.

Meanwhile, fleet operators from the transport and logistics industry who attended the expo also gave positive testimonials on CIMC products. One of the was K.C Wong, the Managing Director of Chan Soon Transport & Trading, who shared his experience about the brand after he decided to ink a deal to purchase ten units which include new trucks and fuel tankers with CIMC Vehicles at the expo.

"About three years ago, we bought a few units of aluminium fuel tankers from CIMC as the product is able to meet all the stringent requirements set by our client. To date, the fuel tankers are still in good condition without any major breakdowns or problems, we are satisfied with the quality of the product. This makes us feel confident, and we are keen to do business with them in the future," Wong said. **F**

The Blind Spot Conundrum



The men at Trucker and Snapper showed us all the angles and ways to alleviate them.

Almost all vehicle accidents are caused by motorists being in blind spots, which is a nagging problem faced by motorists around the world. Truck drivers always fall under the sword as it's their duty to check blind spots before changing lanes — blame shifting often occurs because of negligence which would have been avoided if the drivers followed simple steps to avoid collision.

Blind spots can be very tricky. Trucker and Snapper's Mohammad Haniff Yusoff, who specialises on road safety, elaborates: "Almost 70 per cent of accidents are caused by blind spots. Blind spots occur when the driver is unable to see an area around the vehicle while at the controls. Even while using the rear and side mirrors, the blind spot region still exists."

"There are many ways we can counter this phenomenon. First is through education and understanding of the concept. Usually motorists love to tail-gate or convoy truck drivers all the time. Some even come too close, which can eventually cause accidents as they do not know that the truck drivers in front can not see them."

"It is advisable not to follow trucks too close from behind; it's better to overtake them (considering safety) than to be caught in their blind side. That will be the first thing one should be aware of when approaching a truck or a bus on the road. Always think of safety when dealing with heavy vehicles, because if they change lanes quickly, you might get caught in their blind side since the gap between the two vehicles is small, hence making last moment direction changes inevitable which will lead to an accident."

"The second way is to adjust the rear and sides mirrors before starting your journey. As truckers, one must always be aware of blind spots. That's why we have additional wide-angle mirrors at each side of the truck including one which has a view of the grille to help us get a better view." Wide-angle mirrors or some

might call it blind spot mirrors are add-ons that are deemed compulsory by JPJ for trucks, busses and other heavy vehicles, added Haniff.

Another method, which is already in the market are rear cameras. Trucker and Snapper's Mohd Reza says that while wide angle mirrors do compensate for the loss of rear view, cameras placed at the back of the vehicle gives the driver additional eyes on the back, making it easier to make lane changes without creating a potentially harmful situation to other drivers. An example would be: A truck having three additional wide-angle mirrors plus three cameras at the rear of the truck to cover all the angles.

"It's very common in Malaysia to be a little laid back with having these additional add-ons to improve driver's rear vision. Currently, only the wide-angle mirrors are mandatory, while the rear cameras will be made a standard feature for all trucks in the near future pending the approval from JPJ," adds Reza. **F**





Mercedes-Benz Lands Major Deal with Saudi Customer

(Dubai) Al Khaldi Transport Group of Damman, Saudi-Arabia, has ordered 540 medium and heavy-duty Mercedes-Benz trucks. Mercedes-Benz models Actros, Atego und Accelo will be operating in the energy and infrastructure sectors. All 540 trucks come with a full service and maintenance contract.

Stefan Buchner, Head of Mercedes-Benz Trucks stated, "It is our clear ambition at Mercedes-Benz to build trucks fulfilling the highest standards and requirements delivering quality and excellence to our customers. The latest major order by Al-Khaldi Transport proves that we succeed in our ambition. This fleet

deal is also the result of MENA, our new Regional Centre in Dubai, which makes us even more effective in the Middle East and in North Africa – not only in sales, but also in customer services."

With this deal, which was signed in Dubai, the Al Khaldi transport group increased their total fleet of Mercedes-Benz trucks to about 1,045 units. With its extreme weather conditions the region around Saudi Arabia and the Gulf states is believed to be the most challenging terrain for trucks on and off road. 

Isuzu's Sales Decline in 2016




Isuzu Motors President
Masanori Katayama

The total consolidated vehicle sales volume of Isuzu in Japan and overseas decreased by 1,777 units (0.3%) from the previous year to 506,319 units, President Masanori Katayama announced May 12. Isuzu's domestic vehicle sales in the year increased by 9,812 units (13.9%) from the previous year to 80,341 units. Sales of overseas vehicles remained steady in advanced regions such as North America, but sales in emerging countries/resource countries declined by 11,589 units (2.6%) from the previous year to 425,978 units. Consequently, the overall decline.

Regarding sales of products other than vehicles, overseas production parts sales dropped by 23.7 billion yen (29.0%) from the previous fiscal year to 58.0 billion yen. Engine and component sales increased by 10.2 billion yen (10.9%) year on year to 103.3 billion yen. Other sales increased by

13.1 billion yen (3.5%) from the previous fiscal year to 383.2 billion yen, as a result of the expansion of the vehicle life-cycle management business as represented by after-sales service-related activities.

As the result, net sales increased by 26.2 billion yen (1.4%) year on year to 1,953.2 billion yen. This breaks down in domestic sales of 788.4 billion yen (up 13.7% from the previous year) and overseas sales of 1,164.8 billion yen (down 5.6% from the previous year).

"Regarding the fiscal year ending March 2018, we expect that the difficult sales environment in emerging countries/resource countries will continue," President Katayama said in a written statement. "However, we will keep increasing sales by expanding our LCV business in Thailand and vehicle life-cycle management business." 

Volvo FE Range Gets More Powerful Engine

The Volvo FE is being launched with the new 350 hp/1400 Nm and a new front axle for axle loads of up to nine tonnes. This makes one of Volvo Trucks' most versatile models into a strong contender even for more demanding distribution, refuse handling and light construction duties. The Volvo FE 350 is designed for gross combination weights (GCW) of up to 44 tonnes.

"The Volvo FE is a flexible and agile truck that operates as efficiently in regional traffic as it does in congested urban conditions. Now we are broadening its application area further by offering an alternative with higher performance and increased payload, to meet the demands of many customers," says Anders Edenholm, Segment Manager Distribution at Volvo Trucks.

The Volvo FE 350 is suitable both as a single truck and as a rig towing a trailer. Tipper, crane trucks and refuse trucks are just a few examples of three-axle applications where the enhanced power creates the necessary preconditions for higher productivity. The D8K 350 Euro 6 engine is available with every cab option, including low entry cab, and can be combined with Volvo's I-Shift or fully automatic transmission. **F**



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TRUE POWER FROM WITHIN

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TRANSFORMERS THE LAST KNIGHT
IN CINEMAS JUNE 2017

CALTEX

Experience True Power From Within

(Singapore) Chevron International, which markets the Caltex brand, has launched a "True Power from Within" promotion for Caltex customers until July 31. This is in conjunction with the release of Transformers: The Last Knight, the latest film in Michael Bay's global blockbuster franchise. This promotion covers Thailand, Philippines, Malaysia, Singapore, Hong Kong and Pakistan.

Just as the Autobots have the 'AllSpark' that powers them from within to be beyond regular automobiles, Caltex's range of engine oils and fuels is designed to shield engine performance from harmful deposits and protect a vehicle from within. Consumers who purchase participating Caltex lubricants and

fuels during the promotional period stand to enjoy exclusive movie premiums and lucky draw prizes including Vespa scooters, shopping vouchers and more.

"There's always been more to Caltex products than meets the eye. Our range of engine oils and improved fuels is designed to shield engine parts from harmful deposits, protecting engine performance and your vehicle investment from within, giving you optimized driving performance and fuel economy with continued use. Our new movie tie-in makes every journey with Caltex a more rewarding one," said Lennard Kwek, Chevron's Lubricant Marketing Manager for Asia Pacific. www.caltextruepower.com **F**

ISUZU Opens Truck Service Factory in Laos

(Shinagawa Tokyo) Isuzu Motors President Masanori Katayama, has announced the company has established a service shop for trucks, named Truck Service Factory (TSF), in Savannakhet Province in Southern Laos. The facility commenced operations in May 2017. With this facility, Isuzu is reinforcing its aftersales service capability to win higher satisfaction of customers.

Savannakhet Province is one of the largest junction points of strategic importance for cross-border logistics in the Indochina-Mekong region. Utilizing the East-West Economic Corridor connecting Myanmar, Thailand, Laos and Vietnam and the Central Economic Corridor connecting China, Laos and Cambodia, many logistics companies, including Japanese-



owned ones, are engaged in cross-border transportation business.

TSF will accept not only Isuzu trucks but also trucks from any other makers to provide after-sales services. With its advanced "Japan quality" service techniques, Isuzu will support the expanding cross-border logistics and contribute to the economic growth in the Indochina region.

Isuzu is becoming familiar with how trucks are used by customers every day in the region through its aftersales service activities. Utilizing such knowledge, Isuzu will pursue the "monozukuri (manufacturing)" system and "vehicle uptime maximizing" system well-suited to the region to meet the expectations of the customers there. **F**



MAN Extends Warranty to Two Years

MAN has extended the warranty for MAN Genuine Parts to two years. The extended warranty applies to all repairs carried out in MAN service centres from 2017 onwards, including any MAN Genuine Parts, MAN Genuine Parts ecoline and MAN Genuine Accessories installed as part of repair work. In addition, the two-year warranty covers any service work connected with the fitting of spare parts.

MAN Genuine Parts are manufactured and tested in accordance with strict quality standards and will win you over thanks to their high level of reliability and cost efficiency. Not forgetting the quick availability of spare parts, which forms an important pillar of the MAN spare part service. On average, over 8000 genuine parts are available to hand in the MAN service centres, including for older models and speciality vehicles, to keep downtimes as short as possible in the event of damage.

MAN Genuine Parts ecoline are replacement parts that are fully remanufactured to MAN Genuine Parts standards by MAN, the original manufacturer (OES) or by an external

service provider. Extensive remanufacturing ensures that the quality of the MAN Genuine Parts ecoline matches that of a new MAN GenuinePart. In particular, this ensures that the upkeep of older vehicles can be carried out at fair market value. Just like new MAN Genuine Parts, MAN Genuine Parts ecoline are also available at all MAN service outlet and likewise come with the new 24-month spare part warranty. **F**





New MAN Online Overview Supports Cost Efficiency

MAN's new website offers a range of information and service to help fleet owners better manage their fleets.

Most efficient vehicle – MAN TGX EfficientLine 3 is economically perfect basis for fleet // Trained staff – MAN ProfiDrive gets drivers up to scratch with latest vehicle technology and efficiency // Top-class service – MAN service portfolio offers solution for all things cost-related

The Key Term

The total cost of ownership (TCO) is the key term in cost accounting for those wanting to assert their position in the market. For this reason, MAN is supporting its customers with cost optimisation in all business areas – brought together on the new website www.tco.man.

When it comes to transparency of overall truck operating costs, MAN's approach is to provide reliability, information and service. This is why MAN's new Internet presence summarises and neatly sets out all the aspects that can draw on MAN transport companies' efficient products and wide range of services to help effectively analyse and reduce costs.

The purchase price and fuel consumption are the obvious main factors when it comes to the use of a commercial vehicle. However, starting by considering the direct and indirect follow-up costs in a careful and consolidated manner allows for a solid long-term forecast to keep the overall balance positive in the future. MAN customers can find detailed information at www.tco.man in three sections: Vehicle, Driver, and Services. The perfect balancing of these building blocks contributes significantly to a company's efficiency and success.

The Most Efficient Vehicle

Every transport company's work is centred on its fleet of vehicles. One MAN vehicle solution is the TGX EfficientLine 3, a proven efficiency champion. It consumes up to 6.35% less than its predecessor models. Numerous innovations from the MAN TGX EfficientLine 3 make this possible. For example, there is the new predictive MAN EfficientCruise GPS cruise control, available in combination with the EfficientRoll freewheel function and the new MAN TipMatic gearbox. This is aided by consistent optimisation of the entire driveline and the new fuel-efficient and low-emission MAN D26 engines, while achieving higher performance and increased torque compared with the previous generation. The Vehicle section at www.tco.man explains how these features interact.

The Trained Driver

The newest and most cost-effective fleet has little use standing still. It won't work without drivers. However, drivers need the opportunity to get acquainted with the new technology in their vehicles, familiarising themselves with it and learning how best to use it. With MAN, the handover of keys for a new truck is far from the end of the story. MAN ProfiDrive works out the ideal MAN training offer in the Driver area at www.tco.man. In this section, drivers can sharpen their knowledge and expand their skills dealing with the new vehicle technology in driving safety training, efficiency training or special training sessions.

Those looking for their own personalised and individual coaching can get a ProfiDrive trainer live in the cab while transporting, with MAN Connected CoDriver letting you reach them directly over the phone. Including detailed analyses and valuable tips on driving style and increasing efficiency, this can facilitate savings of over two litres of diesel over 100k.

Top-class Service

A wide range of services complete the support for the total cost accounting, starting with MAN TeleMatics, the smart fleet management system employers can use to keep a constant eye on their fleet. Whether it's vehicle information, trip planning or even the legally required archiving of data from the digital tachographs, all the functions are combined in MAN TeleMatics.

MAN TeleMatics also enables use of MAN ServiceCare, the proactive maintenance management system for MAN vehicles. Planning and organising your own workshop visits for maintenance? No longer necessary with MAN ServiceCare. The workshop gets the truck and its maintenance schedule on screen. These costs for maintenance are transparent with the various MAN ServiceContracts choices on offer, and you can include different guarantees and other service options.

MAN also offers products in the areas of finance, leasing, rental and insurance under one roof with MAN Financial Services. All MAN services are accessible through the Service section at www.tco.man.

Events & Exhibitions

FUTURE WAREHOUSE 2017

Date : 19 June 2017 – 20 June 2017
 Venue : Melbourne, Australia
 Contact Info: 03 – 2723 6721 / SereneP@marcusevanskl.com
 Details : The Marcus evans Future Warehouse 2017 conference has developed a solid reputation for the quality of its content and the intimacy of its networking opportunities. Participants come from an extensive range of industries and have firsthand experience in warehousing, distribution, logistics and supply chain operations.

ASEAN PORTS & SHIPPING 2017

Date : 06 July 2017 – 07 July 2017
 Venue : Sule Shangri-La, Yangon
 Contact Info: +60 87 426 022 / enquiries@transportevents.com
 Details : This two day conference programme will feature 30 world-class conference speakers addressing regional issues and challenges on global transportation and logistics. There will be the commercial opportunity for 60 exhibitors and sponsors to network directly with the decision making delegates at this major annual international maritime transport Exhibition and Conference trade event for the ASEAN.

COTA INTERNATIONAL CONFERENCE OF TRANSPORTATION PROFESSIONALS

Date : 07 July 2017 – 09 July 2017
 Venue : Tangji University, Singapore
 Contact Info: sunjiam@tongji.edu.cn / Haizhong.Wang@oregonstate.edu
 Details : CICTP addresses critical issues and challenges emerging from the development of efficient, safe and green multimodal transportation systems. The conference provides a platform for exchanging and sharing of international experiences in developing and applying innovative solutions and advanced technologies in transportation.

PHILIPPINES BUS & TRUCK 2017

Date : 14 July 2017 – 16 July 2017
 Venue : SMX Convention Centre, Metro Manila
 Contact Info: 03 – 2692 6888 / richard@ambtarsus.com / r.eyna@ambtarsus.com
 Details : Now in its 4th edition, Philippines Bus & Truck Show has grown from strength to strength growing by 30% in size in 2016 and another 30 per cent for 2017. Attracting top international brands including MAN and Hino, this expo is recognized by the industry as the No.1 Bus, Truck, Heavy Duty and Earth Moving Equipment Show.

TYREXPO INDIA 2017

Date : 25 July 2017 – 27 July 2017
 Venue : Shanghai New International Expo Center, China
 Contact Info: +86-10 582 780 80 / intertraffic@rai.nl
 Details : Intertraffic China is the regional showcase for infrastructure, smart mobility, traffic management, safety and parking. The show offers a prominent platform for the traffic and transport industry to get a taste of the Chinese market, find local partners and explore local distribution channels.

INFRASTRUCTURE INVESTORS FORUM ASIA 2017

Date : 18 July 2017
 Venue : The Westin, Singapore
 Contact Info: Agrina.Sandri@avcj.com
 Details : This must-attend event is a unique opportunity to discuss the investment landscape in Southeast Asia and beyond with leading global and domestic investors, and engage with potential partners for future fundraising initiatives and investments.





Tyrexpo India & GarageXpo India 2017 Edition to be held in Chennai from 11 - 13th July 2017

Tyrexpo India & GarageXpo India, to be held in Chennai from 11 - 13th July 2017, will give visitors the opportunity to learn what is happening and what is coming in the tyre industry.



According to the India Tyre Market Forecast and Opportunities, 2020 report, the tyre market in India is forecast to be dominated, in volume terms, by the two-wheeler tyre segment through 2020. Rising vehicle sales, including two wheelers, passenger cars, light commercial vehicles, medium and heavy commercial vehicles, three-wheelers and OTR vehicles, coupled with the country's overall automotive fleet being in excess of 150 million vehicles, have established the country as one of the largest tyre markets in Asia-Pacific.

Exchange Ideas

With the Tyrexpo India edition in June 2016 concluding on a high note, the key sourcing platform for the tyre and related industries will be back in Chennai Trade Centre for three days of intensive business and networking session from 11 - 13 July 2017.

Organised by Singex Exhibitions, the 5th edition of the Tyrexpo India continues to be the dedicated trade exhibition for India's tyres, automotive repair and maintenance, and tyre accessories market, where more than 3,000 industry players from India and

the surrounding regions will converge, explore new business opportunities, exchange ideas, products, technologies and solutions relevant to the India market.

The Big Boys

Many renowned national and international players such as BKT, LingLong Tyres, Sarveshwari Technologies Ltd, Oriental Carbon & Chemicals Ltd & the newest edition to the show – L&T Rubber Processing Machinery will be participating at the show as exhibitors among many others.


Making its entrance this year is the inaugural GarageXpo India. Held alongside Tyrexpo India, GarageXpo India brings together the automotive aftermarket communities in India showcasing the latest automotive repair and maintenance equipment, technologies, and trends.

New Events

Visitors can look forward to new event highlights including "TyreTalk" and "GarageTalk" where a broad range of topics will be covered, ranging from contemporary issues relating to tyres, workshops, issues affecting the trade, and future technologies and trends. You can witness first-hand latest product demonstrations through our Tyrexpo/GarageXpo Technical Workshop over all three days to maximise your visit at the show.

Another exciting highlight includes the TRILA Awards, which aims to bring to the forefront the talent, achievement, excellence and quality from within tyre and associated industries to share their achievements with the rest of the world.

Tyrexpo India is an event part of the Tyrexpo Series exhibitions held in various parts of the world - Singapore, India (Chennai and New Delhi), South Africa and the United Kingdom, to help drive the industry forward and seize growth opportunities.

www.tyrexpoindia.com , www.garagexpoindia.in 



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

DAF is introducing the new generation CF and XF trucks, which set a new standard in transport efficiency and driver comfort. Engine innovations, new drivelines and aerodynamic optimizations result in an up to 7% lower fuel consumption. The new DAF Connect fleet management system will drive even larger efficiency gains.

Excellent Reputation

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

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





The new CF and XF

- 7% lower fuel consumption
- PACCAR MX-11 and MX-13 engine innovations
- New efficient TraXon automated gearbox
- New high efficiency rear axles with new faster ratios
- Advanced powertrain software features
- Aerodynamic optimizations
- New PACCAR Engine Brake
- Up to 100 kilogram higher payload
- New compact Exhaust After-treatment System
- Maximum uptime
- Service-intervals up to 200,000 km
- First class body builder-friendliness
- DAF Connect fleet management system for the highest transport efficiency

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

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

More Efficient Turbocharger

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

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

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

Highly-Efficient Rear Axle Designs

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

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

Traxon Gearbox as Standard

The latest generation of TraXon automated gearboxes are standard on the new CF and XF series with the 12 speed being standard and a 16 speed optional. Less friction losses, even faster upshifts and the extended use of EcoRoll contribute to lowest fuel consumption.

Driver comfort is enhanced thanks to its quiet and smooth operation and precise clutch control. The increased ratio spread allows excellent manoeuvrability, even when faster drivelines are applied.

Advanced Powertrain Software Features

The new CF and XF feature a completely new electric and electronic architecture. It introduces a new vehicle control unit for dedicated driveline integration, featuring enhanced EcoRoll and Cruise Control functionalities, such as Dynamic Cruise. Dynamic Cruise adapts the character of the cruise control to the different driving circumstances. Thanks to a further integration of Predictive Cruise Control (PCC) and EcoRoll, PCC can now activate EcoRoll sooner, when both technologies have calculated that vehicle momentum

is sufficient to carry the vehicle in neutral gear over the top of the hill within a set speed bandwidth.

Industry-leading PACCAR Engine Brake Performance

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

Aerodynamic Optimizations

To achieve lowest possible fuel consumption, vehicle aerodynamics have





been improved thanks to a new sun visor design for the CF and XF. In addition, the new XF features wheel bay extensions and flow guides behind the grille for optimal aerodynamics around the truck and through to the engine bay. New grille closures reduce drag, and new gap closures between the headlight and corner deflector realize the best possible aerodynamics.

Up To 100 Kilogram Higher Pay Load

For the new CF and XF, DAF has developed a completely new and compact Exhaust After-treatment System (EAS), which results in more chassis space for components such as larger fuel tank, compressors, tool boxes or crane legs.

An advanced substrate technology allows for a 40% reduction in overall volume in the EAS unit. This is done without compromising backpressure, ash cleaning intervals or DeNOx efficiency. In fact, the compact box heats up faster allowing the

engine to operate quicker and even more frequently in its most efficient fuel map. The new ultra-compact EAS unit is some 50 kilograms lighter. Thanks to additional measures like engine and chassis weight optimisation, the new CF and XF offer 100 kilogram more payload.

Maximum Uptime

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

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



DAF Connect Fleet Management System

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

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

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

Drivers Dream

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

From the moment you step inside, the new DAF CF and XF deliver the highest level of quality and driver comfort. New warm and tasteful colours on the dashboard, seats, curtains, mattresses, side and back walls give the interior a beautiful appearance in which every driver can appreciate the luxury and richness. The XF piano black decoration on dashboard and rear wall gives the interior extra appeal. The XF Super Space Cab remains the most spacious cab on the market with a total volume of more than 12.6 m³.

New Temperature and Climate Control

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

New Exclusive Line

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

Enhanced Driver Information

The instrument panel has been redesigned with new characters for a more modern and attractive appearance and enhanced clarity. The enhanced Driver Information Panel includes a tachograph countdown, displaying remaining driving and resting times.

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

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

Great Looks

DAF has enriched the exterior styling with stylish elements, like the identity plate in the doorstep. A new DAF nameplate with a redesigned DAF logo featuring chrome letters symbolize the trucks' quality. Accents in the bumper and sun visor give the exterior an extra touch of richness, as do the decorative strips in the grille and the new grill mesh for the XF.

Start of Production

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

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





**If it moves you, there's a good chance
Gates has a part in it.**

Gates Opens New Facilities in Singapore

With the opening of new facilities in Singapore, Gates Corporation provides the opportunity for its customers to interact and better understand the extensive range of products and services the company offers.



TS Khoo, President, East Asia and India (left) and Ivo Jurek, CEO Gates Corporation

Gates Corporation, a leading manufacturer of power transmission and fluid power products, has opened new regional headquarters facilities in Singapore and Shanghai making significant investments in state-of-the-art Customer Experience Centres designed to give customers and visitors a hands-on understanding of Gates product innovations.

Major Investment

"Gates Corporation is making major investments in product research and development and these Customer Experience Centres are our way of showcasing the breadth of our capabilities to our regional business partners," said Ivo Jurek, CEO of Gates Corporation when he was in Singapore for the official opening of the Centre at the International Business Park.

Over the past 40 years Gates, an American company that has been headquartered in Denver, Colorado for over 100 years, has established a strong presence in Asia Pacific while becoming a leading product and system supplier in automotive and industrial market segments.



Meeting Customer Needs

"Moving towards our commitment as a customer-centric organisation," stated TS Khoo, President, East Asia and India, "we established the Gates Customer Experience Centre to further meet the needs of our customers. It is the first of its kind in Singapore, East Asia and India to showcase our products, services and capabilities while also being an experiential hub for customer collaboration, knowledge sharing and idea incubation."

The Gates Customer Experience Centre features state-of-the-art customer training and meeting facilities as well as a showroom displaying Gates core products and solutions.

"We cordially invite our regional customers to visit the Centre to learn more about our product innovation and how to effectively apply Gates' solutions to satisfy ever-evolving business trends," President Khoo continued. "Higher efficiency, more reliability, better value and time to market – the Gates product solutions are made with the APAC customers' needs in mind."

Design is Global

Gates Corporation, with 14,000 employees in 106 locations in 30 countries, provides precision products, services, and systems for power transmission and fluid transfer applications

that power progress and foster long-term customer and employee relationships. Gates advances the science of motion performance in ways that reduce total cost of ownership with an almost endless range of industrial and automotive solutions.

While CEO Ivo Jurek says 'design is global' he admits that his biggest challenge in Asia is that it is a very diverse region with very diverse people and culture. "To meet that challenge," the CEO stated, "we must stay close to the customer and understand their needs."

While there is a great deal of diversity in Asia CEO Jurek noted that the "Customer is getting a lot more global. Fitting a belt into a new engine is pretty much the same everywhere. The same original equipment will keep a machine going for the next 10 years. Design is global and Gates is a global company.

Specific Knowledge

"We are a customer centric organisation, our scale of response, our specific knowledge helps our customers to improve the efficiency of their business. Our R&D centres (including three in Asia) drive innovation across a wide spectrum of industries. We are always looking to add more products to what we offer – in all the areas we are in."

Gates products and services serve customers in five key end market segments: Energy/Exploration/Extraction, Infrastructure & Agriculture, Transportation, Automotive, and Process & Specialty. As an engineering leader with a strong foundation in research and development, Gates is committed to advancing the science of motion performance by developing safe, forward-thinking products, services, systems, and solutions.

The Customer Experience Centre is a collaborative space for customers and partners to connect and engage while showcasing Gates' innovative products, services and solutions in areas such as:

Gates in Motion

Gates in Motion solutions provide power and non-power transmission applications in the Automotive and Heavy Duty section. Gates provides complete aftermarket solutions with components designed to work together in synergy and maximise comprehensive aftermarket product line in the industry for vehicles, with first-to-market late model coverage from belt drive, timing, fuel, cooling systems, water pumps and more.

Gates@Work

Serving the process and specialty industries Gates offers a comprehensive range of V-belts, synchronous belts, tensioners, pulleys, flexible couplings and complete drive systems covering a multitude of applications. The range of power transmission products extends from high-precision tools to industrial compressors and agricultural harvesters.

Gates@Work - Shoppe

The Gates@Work – Shoppe serves the hydraulic aftermarket with trusted Gates quality hydraulic hose assemblies. All Gates Shoppe personnel go through comprehensive training to deliver

a branded, unified and qualified experience to customers. Gates is active in hydraulic aftermarkets: Construction, Agriculture, Process Manufacturing – cement, steel and Transportation – tank, trucks and truck cranes.

Gates Hoses

Gates hoses enable the movement of a wide range of fluids - from crude oil to chemicals to the finest wines. Gates belt systems transfer power to a wide variety of industrial equipment, from rock crushers to cement mixers and air conditioners to alternators. Gates hydraulic systems transmit power to all types of machines, from mining and construction equipment to agricultural equipment used to harvest and process the crops needed to feed the world.

Powering Progress

Gates Corporation sells products directly through a network of 150,000 valued partners worldwide. Gates has enjoyed an international business presence for over 60 years. Over 100 years ago, when Charles C. Gates bought The Colorado Tire and Leather Company in 1911, little did he know his small shop in Denver would evolve into a leading rubber products company. The Gates Rubber Company, as it was called, grew into one of the world's largest manufacturers of industrial and automotive belts, hoses, and related products.

In 1917, John Gates, Charles' brother, invented the rubber and fabric V-belt and made history. The belt's success propelled Gates to become the world's largest manufacturer of V-belts, a title it still holds today. In 2003, The Gates Rubber Company became Gates Corporation to reflect its expanding range of industrial brands, product lines, and customers. Now Gates is focused on its enduring tradition of powering progress through engineering excellence. **T**



Scania Delivers Marcopolo Coach to C&P Rent-A-Car



The luxury premium coach will launch a new VIP coach business line at C&P Rent-A-Car giving it a foot up in its new endeavours.

Scania Singapore has delivered the Scania Marcopolo premium coach to C&P Rent-A-Car. The handover ceremony was officiated by Mr Mark Cameron, Regional Director of South Malaysia and Singapore, Country Manager of Scania Singapore and Mr Loi Win Yen, Managing Director of C&P Rent-A-Car.

Fleet Expansion

C&P Rent-A-Car, incorporated in 1979, is one of Singapore's oldest and most reputable vehicle leasing and limousine providers. The new Scania Marcopolo joins the company's fleet of about 650 passenger vehicles, buses, vans and light commercial vehicles. The investment into the Scania Marcopolo will also launch C&P Rent-A-Car's entry into the VIP coach market in Singapore.

"The Scania Marcopolo represents the best in European-branded coaches, with a modern exterior and a luxurious, comfortable and spacious interior, ideal for our new VIP coach business," said Mr Loi. "We appreciate the flexibility to customise the



coach features – such as the addition of USB ports at every seat, a refrigerator, umbrella racks and corporate branding – to appeal to our discerning high-end customers."


"The choice of the Scania Marcopolo," Mr Loi continued, "also came down to Scania's reputation for reliability and its after-sales service, availability of spare parts and competitive pricing."

End to End Solutions

Launched in Singapore in April 2016, the Scania Marcopolo offers operators an end-to-end transport solution – from sales to service and maintenance – for the first time in Singapore. It was designed to make ordering, owning and running it as productive and profitable as possible. With ordering, servicing and maintenance handled at one stop, operators such as C&P Rent-A-Car enjoy a faster service turnaround and maximum uptime.

Mr Cameron added, "As a first-class luxury coach with the highest-quality exterior and interior fittings, low noise levels and full air suspension, the Scania Marcopolo will offer C&P Rent-A-Car's VIP passengers a safe, quiet and pleasurable journey. Its unique monocoque design has also optimised passenger comfort and luggage space for the ultimate passenger experience."

Features

For drivers, the Scania Marcopolo has an adjustable steering wheel and hanging pedals, which provide better ergonomics and comfort for a car-like feel. Its powerful engine with higher torque at lower revs also offers better driveability and fuel economy, while the Scania Opticruise provides best-in-class gear change and reduces clutch and synchromesh wear. Fuel consumption is further reduced due to its streamlined exterior design that lowers drag and its plug-welded joints for a stronger yet lighter body. 

Pakistan Market has Great Potential

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

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

Poor Performance

In a report by the Road Freight Transport Sector and Emerging Competitive

Dynamics, produced by the Trade Related Technical Assistance (TRTA II) Programme it states that Pakistan's "Logistics sector is estimated at 14% of the global GDP (10-30%). Direct transport costs are between 30-40% of all logistics costs; logistics costs are typically 10-30% of final product costs.

Pakistan has a functional transport sector that accounts for about 11% of its GDP, 17% of Gross Capital Formation and 6% of employment. The transport sector consumes 35% of the total energy annually and accounts for approximately 15% of Public Sector Development Projects. However, much of the economic gains that can be reaped from an efficient transport sector are lost in Pakistan's case

due to overall poor performance of the sector. According to some estimates the country suffers a loss of 8.5% of GDP annually. In other studies, this loss ranges between 4-6% of GDP annually.

Overemphasis on Trucking

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





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

Another factor contributing to the inefficiency of the Pakistani transport system is the fact that the local markets are not fully integrated. The Pakistan trucking industry is extremely fragmented, with a large number of small operators and very few large and medium size operators. Freight rates in Pakistan are one of the lowest in the world. In order to maximise profits in this background the truckers resolve to overloading, which in turns has a high cost because of the infrastructure degradation.

Scania Enters the Market

Pakistan, with a population of approximately 200 million, has for years been a white

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

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

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

A Market for More Efficient Trucks

"This opens a market for more efficient trucks. We will have a modern

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

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

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

We are especially hopeful in selling high-end coaches, says Scania's Tobias Ekstedt.

Volvo Trucks Safety Report Focuses on Vulnerable Road Users



Carl Johan Almqvist Traffic & Product Safety Director.

Traffic accidents are a world-wide problem that Volvo has been dedicated to eradicating from the company's earliest days.

The number of serious road accidents involving trucks is dropping, but the safety of vulnerable road users must be improved. And there are still far too few truck drivers who use their seat belts. These are among the findings of a new traffic safety report from Volvo Trucks.

Why Accidents Occur

"In the 2017 Volvo Trucks Safety Report," says Peter Wells, head of the Volvo Trucks Accident Research Team, "we analyse and describe why accidents

involving trucks occur, how they happen, and what should be done to reduce the risk of accidents and their consequences. These are facts that are not only important to our own product development, but also to everyone who works for a safer traffic environment."

The 2017 Volvo Trucks Safety Report is based on Volvo's own accident investigations and on data from various national and European authorities. One of the report's conclusions is that there is a greater need to focus on reducing risks for vulnerable road users such as pedestrians, cyclists, moped riders and motorcyclists.



“The seat belt is still the single most important safety equipment”

No Reduction

“In the past decade, the number of serious road accidents involving heavy trucks has been almost halved in Europe. However, truck accidents involving vulnerable road users have not been reduced to the same extent,” notes Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

About 35 percent of people suffering serious injuries or fatalities in accidents involving heavy trucks are vulnerable road users. With the increasing pace of urbanisation, and with more people and vehicles on the roads, there is a risk that injuries will increase unless serious action is taken.

Technical Solutions

Carl Johan Almqvist added, “In order to cut accident rates, it is necessary to continue the development of a number of technical solutions that can help the truck driver avoid potentially hazardous situations. Moreover, all road users need to become more aware of the risks that exist in the traffic environment and how we can best reduce them.”

Giving the driver a clear overview of the truck’s immediate vicinity is crucial to accident prevention. As one of many complements to rear-view mirrors, close-quarter mirrors and reversing cameras, Volvo has a solution whereby the driver can see what is happening in the front corner of the passenger side with the help of a camera.

Facts about the Volvo Trucks Accident Research Team (ART)

ART has investigated and analysed road accidents involving trucks since 1969. For almost 50 years now ART’s experience and expertise have formed the cornerstone of Volvo Trucks’ drive to continuously improve its vehicles’ accident-prevention and injury-prevention properties, making Volvo’s trucks among the safest on the market.

See & Be Seen

“It is also important for pedestrians and cyclists to be aware of the importance to see and be seen and to assist in smooth, safe interaction in traffic. That’s why we are directing our educational material to both youngsters and adults, for instance our ‘Stop, Look, Wave’ and ‘See and Be Seen’ campaigns, which spotlight precisely these issues,” says Carl Johan Almqvist.

In order to reduce the risk of accidents with other vehicles, Volvo’s trucks are equipped with various active safety systems. But if an accident does occur, it is a tried and trusted part of the safety equipment that is the most important life-saver – the seat belt.

More Awareness

“The report reveals that far too many truck drivers don’t use their seat belts even though we know that half of the unbelted truck drivers who have died in road accidents would have survived, had they been wearing their seat belts,” says Carl Johan Almqvist.

The 2017 Volvo Trucks Safety Report is the second externally published report from Volvo Trucks’ Accident Research Team.

“Cutting road accidents is an immensely important global issue. That’s why we want to share our research results in a clear and easy to understand way,” says Peter Wells.

The 2017 Volvo Trucks Safety Report can be found in its entirety at volvotrucks.com 



Peter Wells, Head of Volvo Trucks’ Accidents Research Team.

Toll's Super B-Double Increases Efficiency & Productivity



Toll Group sees many benefits to its introduction of the Super B-Doubles on the roads of Singapore.



Toll Group, one of the Asia Pacific region's leading providers of integrated logistics, has since September 22, 2014 introduced six sets of Super B-Double trailers running on a circuit between Brani Terminal Ave and Pasir Panjang Terminal Building in Singapore. Clocking about 80 TEUs per day and 18 mins per TEU on a round trip (10 round trips per day), this provides increased productivity, efficiency and fuel economy to the trucking industry in Singapore.

Increased Efficiency

The use of the Super B-Double trailers targets to reduce manpower by 50% and increase productivity by 100% in 40" capacity as compared to the semi-trailer, resulting in a 71% increase in overall productivity. Up to 42% increase in overall efficiency (Terminal time/TEU) has been accomplished. Improved Fuel Economy was also noted with a

30% reduction in fuel used per TEU. The six Super B-Doubles are driven by 12 full-time drivers of whom 50% are Singaporean and there are an additional eight trained full-time as backup drivers.

"Driving the Super B-Double is new and interesting," stated Muhammad Yazid Banwui Local Super B-Double Driver. "The advantage for picking up this added skill is that we are able to clock transfers twice as fast as compared to the single trailer drivers."

Equipment Specifications

The Super B-Double Prime Mover has a Euro 5 engine – giving a reduction in emission particulate matters during fuel burn. It is equipped with an Electronic Braking Systems, Electronic Stability Programme capability and on-board diagnosis system capability. The trailers have side under-run protection (with additional protection measures taking



into account the high number of motorbike riders on Singapore roads. Steerable axles to the rear of each trailer improves turning radius while reducing drag on road surfaces. An additional safety feature is the high visibility lighting fitted to the sides and rear of the trailers.

Operational excellence

The reduction in required labour is in alignment with the Singapore government's aim to reduce the number of foreign workers in the country. The Super B-Double allows for increasing the skills of the local workforce. Training of drivers includes the use of Australian-based Driver Simulator Training. It is loaded with actual Singapore routes and PSA terminal conditions. Drivers also receive practical training on Australian roads.

The pioneer batch of six Singaporean drivers were trained and accompanied by three Australian driver trainers during project implementation. Train-the-trainer programmes were since developed and localised to build up Singaporean skill sets.

A Singapore First

A Toll spokesperson noted: "Toll is the first to introduce the Super B Doubles on the streets of this busy city. We're in the midst of working with the respective authorities to expand this project to be ready when the port moves to Tuas, near to our new state-of-the-art facility, Toll City.

"Road safety is a big part of this proposal and we have to take into consideration the road widths, long vehicle turning ratio as well as the traffic and peak hours. Many challenges were faced

in implementing the Super B doubles in Singapore to make it safe for other drivers and pedestrians."


Defensive Driving

Apart from this key project, Toll Singapore ensures that all of its drivers are ready when faced with dangerous situations. It is an internal requirement for 100% of our Toll's drivers to attend a Defensive Driving Course.

"We are also looking into telematics in the trucks to be able to mitigate signs of driver fatigue and implement GPS tracking for all our vehicles," the spokesperson noted when asked about future road safety program plans.

World Wide

Toll Group operates in more than 50 countries with over 40,000 staff, and has grown its business out of the Asia Pacific market, and thoroughly understands the needs of its customers in this part of the world. Singapore is the nerve center for Toll's operations and the test-bed for new ideas, innovation in smart technology and research & development (R&D) efforts for Asia.

Toll noted that it works closely with the government agencies to drive productivity in systems and processes for greater efficiency in the nation's supply chain. "Connecting customers end-to-end and door-to-door, we operate by Toll's values: Safety, Continuous Improvement, Open and Transparent, Teamwork, and Integrity and Trust." 

Intelligent Safety Systems to Minimise Risk of Traffic Accidents

Volvo's Intelligent Safety System go far beyond what is required by law in an effort to reduce accidents even more.



More vehicles on the roads, a faster traffic flow and a distracting stream of information all impose considerable demands on both drivers of commercial vehicles and cars. On the other hand, there have never been more opportunities for the person behind the wheel to drive more safely than there is today. The active safety systems found in many modern cars and trucks make it far easier to avoid incidents and accidents.

20% Of All Accidents

As of November 2015, there is an EU-wide legal requirement for new two- and three-axle heavy trucks to be equipped with the automatic emergency brake function. The aim is to reduce accidents in which a truck drives into the back of a vehicle in front of it, an accident scenario that accounts for about one-fifth of all road accidents involving trucks. At present, legislation

requires that the emergency braking system must reduce the truck's speed by 10 km/h. Next year, this will be tightened to 20 km/h.

"It's great that the legislation is becoming stricter, but I still feel the legal requirements are too low. If you are driving at 80 km/h when the emergency braking system is deployed, you need to cut your speed by far more than just 20 km/h to avoid a massive collision if the vehicle in front has come to a standstill," says Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

Alerting Drivers

Volvo Trucks has developed a system that goes well beyond both current and future legal requirements. The system, which was introduced in 2012, focuses primarily on alerting the driver



to the risk of a collision. "In many cases this is enough for the driver to quickly assess the situation and avoid an accident," explains Carl Johan Almqvist.

The emergency brake is only used if it is absolutely necessary, and it is deployed extremely quickly. The braking speed – or retardation to use the correct technical term – is about 7 m/sec², which is on par with what many passenger cars can manage. In practice, this means that the truck's speed can be cut from 80 to 0 km/h in about 40 metres.

The Truck Takes Over


The system monitors the vehicles in front with the help of camera and radar technology and functions irrespective of whether it is sunshine, mist, fog or darkness. If there is a risk of collision, the driver is alerted via gradually escalating light and acoustic signals. If the system does not detect a response from the driver, the truck automatically starts braking gently. If the driver still does not respond, the emergency brake is deployed until the vehicle comes to a complete standstill. After a further five seconds without any movement of the steering wheel or other reaction, the handbrake is automatically engaged, a safety measure to prevent the truck from rolling if the driver is in shock or is unconscious.

When the emergency brake is deployed, the brake lights start flashing to warn vehicles to the rear, and when the truck's speed drops to 5 km/h the flashing emergency warning lights are also activated.

Benefits are Real

Volvo's system also functions on curvy roads and can differentiate between roadside guard rails and genuine obstacles such as vehicles, including motorbikes. In order to gain the full benefit of the system, it is essential to ensure that all functions, such as the ABS brakes, are activated on both truck and trailer.

Considering the short period that has passed since the introduction of emergency brake legislation, it will take some time before its positive effects are reflected in accident statistics. However, Volvo Trucks is convinced of the benefits of the emergency braking system and other active safety devices.

"Our active safety systems are part of a holistic solution that clearly helps reduce risks in traffic, but it is important to bear in mind that technology alone cannot do the job. A safe traffic environment requires active interaction between all road users. An experienced, attentive driver who handles his or her vehicle responsibly is still the best form of accident prevention," says Carl Johan Almqvist. 



Carl Johan Almqvist

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Green Fuel for Cleaner Tomorrow

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

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

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

Regional market

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

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

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

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

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

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

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

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

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

Rest of the world

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

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

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

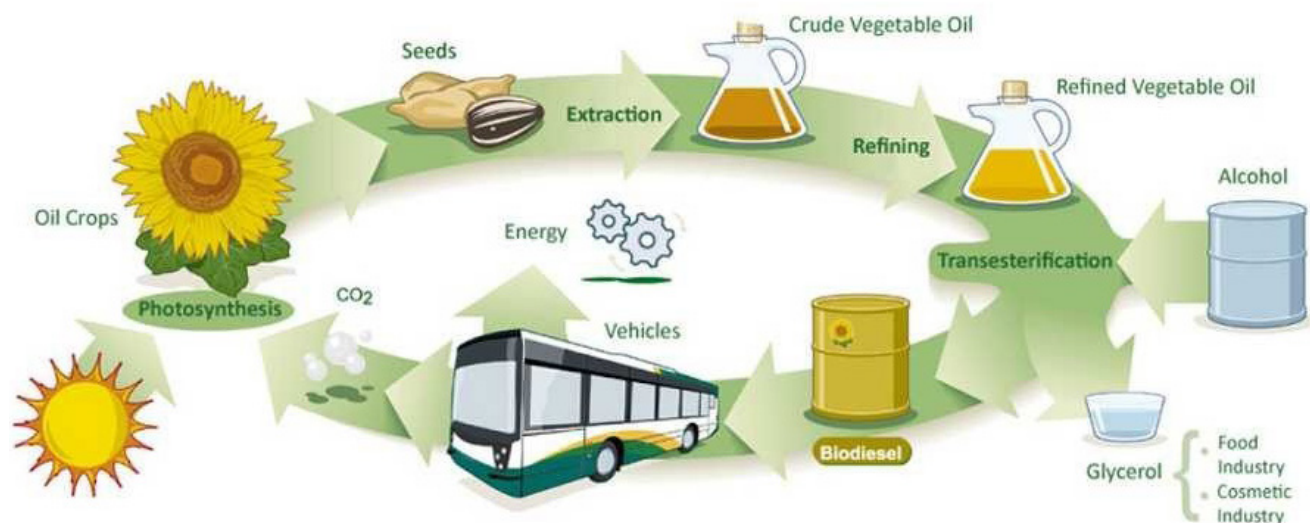
FACT SHEET

Biodiesel

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

Types of blends

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



Programme in Malaysia

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

*Source Malaysian Biodiesel Association

The IVECO Daily Awarded Again: Daily Tourys is Crowned “International Minibus of the Year 2017”



The IVECO Daily adds a new award to its rich trophy cabinet with the title of “International Minibus of the Year 2017” won by the Daily Tourys. The accolade was bestowed by the Bus, Coach and Minibus of the Year international jury, which is made up of senior journalists representing 18 major road transport magazines from Europe. This is the latest of a long series of awards won by the Daily across the world.

The Daily Tourys is the first “International Minibus of the Year” ever: the award was created this year by the jury of the prestigious European International Bus & Coach of the Year Awards to recognize minibuses and midibuses designed for professional passenger transport.

The jury of journalists representing 18 leading specialised magazines from across Europe judged the Daily Tourys to have performed very well during the test involving also six other competitors, where they were evaluated in real road conditions with uphill and downhill sections, motorways, narrow roads and a variety of situations.

The award was announced at the opening of the FIAA 2017 International Bus and Coach Trade Fair held in Madrid, Spain. Tom Terjesen, President of the Bus & Coach of the Year jury,

summed up the jury vote: “IVECO Daily Tourys combined high quality bodywork, together with a premium comfort for the passenger. The driveline with a strong Euro 6 diesel engine and the best gearbox ever made in this class, makes the trip an experience to remember. The high capacity of luggage and a great idea with a flap inside the luggage compartment give even more space if needed. The fact that this is a complete factory built minibus makes the maintenance and service more efficient where ever you are on the road in Europe”.

Daily Tourys offers all the advantages of IVECO’s latest generation Daily Euro 6 – unveiled in April 2016 – which introduced features to make it even more comfortable for the driver and productive for operators. The new generation Daily Euro 6’s smooth drive, extremely quiet cab, ergonomic layout and overall set up provide customers with a true mobile office. This, together with the exclusive dedicated application, called DAILY BUSINESS UP, turns the cabin into a highly professional work environment in which to grow their business, always connected.

The Daily Euro 6 offering also includes the class-exclusive Hi-Matic family, featuring the 8-speed automatic gearbox that offer the best solution for enhanced safety while driving comfortably by smoothly engaging the correct gear in less than

200 milliseconds, ensuring absolute driving pleasure, making this transmission ideal for the Minibus models.

The new 2.3 and 3.0 litre engines of the Daily Euro 6 deliver an unrivalled performance, developing up to 210 hp and 470 Nm torque at the top of the range to match the record gross weight of 7.2 tonnes.

Electric and natural gas powered versions complete the range, cementing IVECO's position in the marketplace as being a true partner for sustainable transport.

The Daily Tourys stood out from the competition first of all for the high level of customisation it allows, both in terms of specifications and on board. The passenger seats are fixed on rails to ensure maximum versatility. With this set up the Daily Tourys minibus can seat up to 19 passengers, providing an exclusive travel experience with luxurious comfort and a stylish environment. It also features best-in-class luggage compartments with capacity of up to 2.5m³. The comprehensive and advanced safety features and compliance with R66 regulations provide peace of mind to passengers and driver alike. The Daily Tourys offers absolute driving pleasure and comfort with the class exclusive Hi-Matic 8-speed automatic gearbox and the Telma Retarder. In addition, the tough, reliable, powerful and efficient 3-litre engine and high-strength truck derived chassis ensure long life performance for the minibus.

Customers can rely on the 2-year full warranty with unlimited kilometres and the support of the widespread network of 667 service points spread across the European territory and staffed by highly trained technicians.

The extensive range of Daily Minibus models offer a solution for a wide variety of passenger transport missions: tourist to travel in comfort and style, intercity with a category-leading passenger capacity and school buses specifically designed for student transport. The extreme versatility of the Daily minibus range extends under the hood, with IVECO's proven advanced solutions for sustainable transport: the Daily CNG and Daily Electric.

All the Daily Minibus models benefit from the advanced production processes and strong check systems of IVECO's Brescia manufacturing plant in Italy, which operates an assembly line specifically dedicated to the passenger transport Daily models.



IVECO Daily 2015-2017 awards

- * "International Van of the Year 2015"
- * "Best 3.5 – 7.5 tonne van" – Trade Van Driver Awards 2016
- * "Top Van 2016" – Transport News
- * Germany – "Best Imported Van 2016"
- * Germany – "European Innovation Award 2016" – Daily Hi-Matic
- * Germany – "Best KEP Transporter 2015"
- * Germany – "Innovation Award for KEP Transporter 2015" – Daily Hi-Matic
- * Germany – "Beste Nutzfahrzeuge bis 3,5 to"
- * "European Innovation Award 2016 of the Caravanning Industry" – Daily Hi-Matic
- * Chile – "2016 Best Commercial Vehicle"
- * UK – 'Large Van of the Year' at the 2017 What Van? Awards
- * Spain – "Light Industrial Vehicle of the Year" at the Spanish National Transport Awards 2017
- * UK – "Best Light Truck" at Fleet World Honours 2017
- * "Sustainable Truck of the Year 2017" – V AN category – Daily Electric 



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Bearings

The best features of the ECO principle by BPW are its durability and its easy-to-service interior. The tie rod bearing allows easy removal without remove equipment. The complete wheel can be pulled off after loosening the axle nut, in accordance with the Formula 1 principle. This pays off in shorter maintenance cost and shorter down time.



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Daimler hits the mark of 50,000 BharatBenz trucks on Indian roads in less than five years after the start of the brand

Daimler Hits Mark of 50,000 BharatBenz Trucks in India

While Daimler has put 50,000 BharatBenz trucks on Indian roads in less than five years they now look to a new goal of exporting sub-9-ton trucks that is to start in Q3 2017.

(Stuttgart / Chennai) - Less than five years after its market introduction, Daimler India Commercial Vehicles has passed a major milestone: 50,000 BharatBenz trucks on Indian roads. In addition, more than 10,000 trucks have been exported to more than 30 markets. This kind of ramp-up has never been achieved by another market entrant in India before.

Strong Standing in World's Toughest CV Market

BharatBenz was created specifically for the Indian market. The Indian Commercial Vehicles brand from Daimler recently completed the full-range portfolio update with the launch of the all-new BharatBenz heavy-duty range. Furthermore, India has become an important export hub for Daimler Trucks since 2013. Export numbers have doubled for several years in a row and build the ground for the next big step: The start of a new sub-9-ton truck for markets in the Middle East in the third quarter this year.



**Daimler India Commercial Vehicles
exported 10,000 vehicles in more
than 30 markets**

With the market launch of the BharatBenz brand, Daimler took a bold step into the world's toughest commercial vehicle market – dominated by long standing domestic brands. This courage is now paying off. While India had not even been part of the Top Ten markets for Daimler Trucks until 2014, it now ranks as the fifth important market for Daimler Trucks worldwide – with 13,100 units sold in 2016.

Global Hub Serving More Than 30 Markets

In addition to the strong domestic standing, India serves as an important export hub: 10,000 trucks have been exported from DICV's state-of-the-art production plant at Oragadam near Chennai since the start of vehicle exports in June 2013. In 2016, exports from India doubled to more than 4,000 units.

The FUSO and Mercedes-Benz vehicles for export are manufactured on the same production lines as the domestic BharatBenz portfolio. The trucks already get exported to more than 30 markets in Asia, the Middle East, Africa and Latin America. This year this number will grow up to 40 markets on three continents, including Bahrain and markets in Africa and Latin America. All exported trucks are leading in terms of safety, reliability and efficiency and fulfil the diverse requirements of customers in the different target markets.

Update of the Indian Truck Portfolio

With the launch of the all-new BharatBenz heavy-duty truck range in April 2017, DICV completed the update of the whole domestic truck portfolio in less than five years of the market launch. Productivity, efficiency and safety are the core topics

of the new portfolio. The new heavy-duty range vehicles bring real benefits for the Indian customers with improvements in fuel efficiency by a double-digit percentage combined with lower maintenance costs.

BharatBenz led the India's CV segment in the country's recent transition to the new BS-IV emissions standard. The whole BharatBenz portfolio had already been available with BS-IV from August 2015. When the full transition to BS-IV vehicles became reality on 1st of April 2017, BharatBenz had already delivered more than 1,000 vehicles with this new standard to customers. The BS-IV solution is based on proven SCR technology, which has long been used in Mercedes-Benz trucks and continues to evolve.

Made in India, Made for India

The BharatBenz brand is customer-tailored for the Indian market and its demanding customer requirements. First unveiled in February 2011, it celebrated its market launch in September 2012. Soon featuring a full-fledged product portfolio in the medium- and heavy-duty segments, the brand crossed the first major milestone of 10,000 units in April 2014 and has further accelerated its growth from there.

With the update of the medium-duty range in 2016 and the all-new heavy-duty range in 2017, BharatBenz updated its entire truck portfolio within a short span to give customers even more value for their money. BharatBenz products are sold and serviced through a pan-Indian network of more than 130 touchpoints which is continuously expanded further also beyond the tier-2 and tier-3 cities. **T**



Communication is Key

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

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

Important Input

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

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

Drivers Drive

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

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

Lacking Opportunities

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

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

Keeping an Even Keel

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

Where did the designers go wrong when they took out the opportunities for truckers to communicate? In the 70s there was a movie genre built around the CB Radio and the communication between people in various vehicles. Let's just hope the machines will let us in on their chatter. Otherwise it will soon be very lonely in the transportation business. In the meantime, I am looking forward to your call, email or smoke signal. **T**

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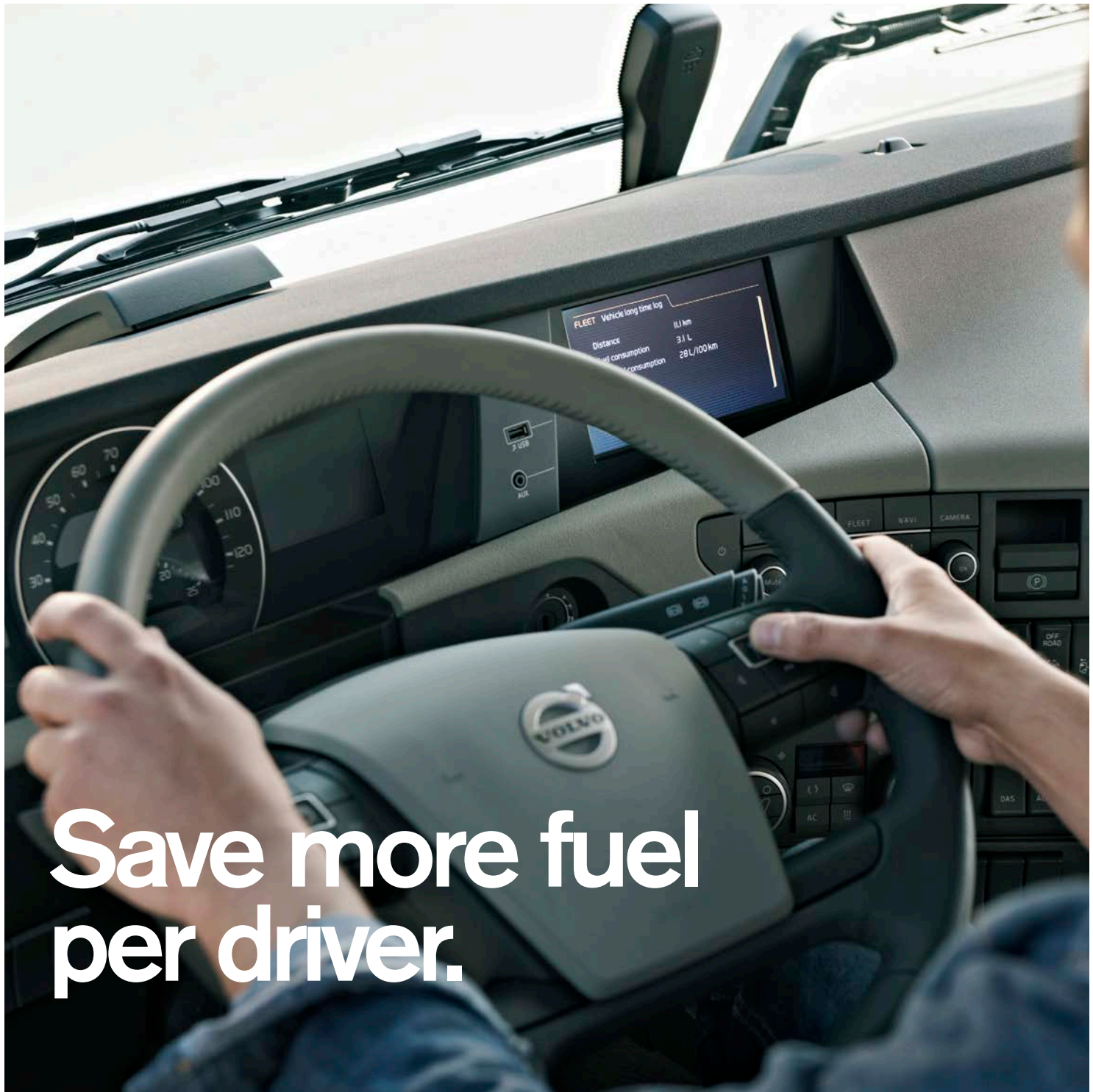
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