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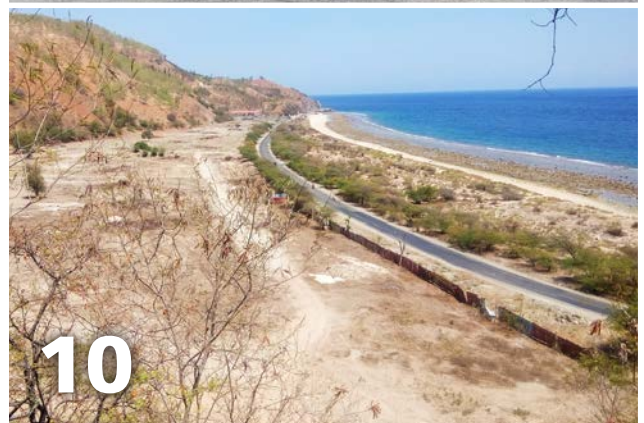
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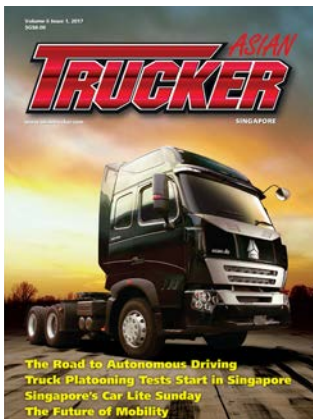
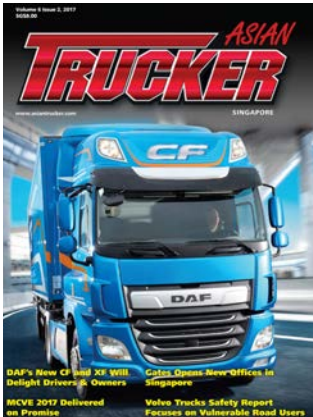
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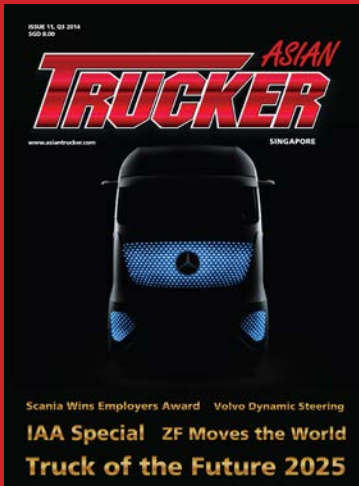
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Getting the News Wherever it is

Floyd Cowan explains why he travelled to Timor-Leste to write about a trucking company in the once war ravaged country.

Timor-Leste may seem to be a long way to go for a story, but at Asian Trucker we are willing to go much further, and much closer, to get a story. Last year I went to Japan, our team travels throughout Asia and has even gone as far as Sweden to report on what is happening in the trucking industry. We're also willing to take a long taxi ride across Singapore, go that extra MRT stop, or walk an extra block if it means getting the news.

Pack my Bags

Certainly, going to Timor-Leste was interesting for more reasons than just learning about the trucking arm of Tjing Fa Ho. When my longtime friend Mark Gabel asked if someone from our team could visit one the world's newest countries I was quick to jump at it before anyone could get in my way.

I first met Mark when we launched Asian Trucker, Singapore and he had just opened Volvo Trucks Singapore. It was somewhat less time consuming to travel to Tuas to do a story than to pack my bags for Timor-Leste.

Although it was a bit of a surprise to get the first email from Mark saying he was now working in Timor-Leste, it really wasn't a surprise. Before he came to Singapore Mark worked for a truck distributor in Mongolia. I wouldn't be surprised if his next assignment was in Syria – once the war is over, of course. Rebuilding an industry would be the kind of challenge he would enjoy.

Singapore Links

We thought Timor-Leste would make for an interesting read for Singaporeans as there are so many connections between the countries. It is only a 3 " hour flight and Air Timor (they charter Silk Air planes and crew) now plys the route three times a week. It will take a while before mass tourism hits the country, but if you'd like a break on the beach with great food, Dili might be the spot for you.

But the point of this editorial is not to sell you on the night life of Dili, (that's pretty limited) but to impress the point that we'd like to hear more from you about what you are doing in Singapore. If we are willing to fly to another country to get the story we sure wouldn't mind dropping by your place of business in Singapore for a chat and to take some pictures.

Interesting or Inspiring

What kind of stories? Just about anything to do with the trucking industry. How your customers are customizing your products to get the job done – is one idea. Success stories, new products, product launches, personality profiles about management or drivers or about someone who has done something exceptional, interesting or inspiring. There are many tales to be told and we would like to get them in Asian Trucker, Singapore. Your help would be appreciated.

Just drop me an email or give me call. I look forward to hearing from you.

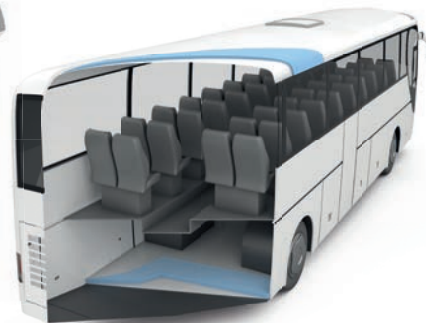
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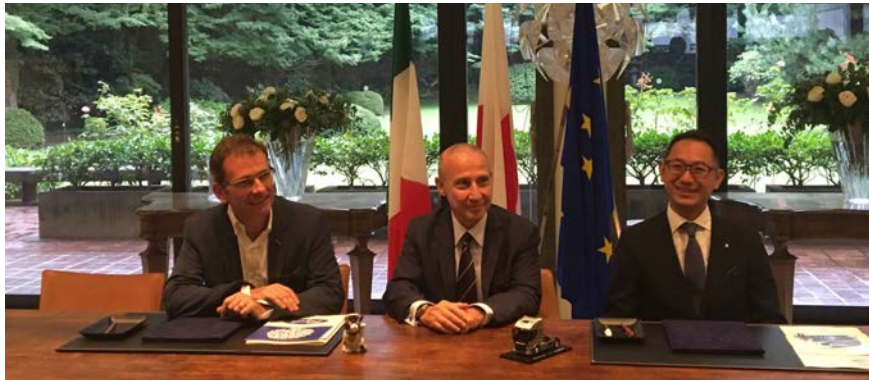
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IVECO kicks off plans for the Development of Natural Gas Transport in Japan



The first step in IVECO's plan is the signing of a Memorandum of Understanding with transport and logistics operator Ryobi Holdings, which opens discussions on a cooperation for the supply of IVECO trucks and buses. In addition to providing vehicles, IVECO will supply its chassis, technologies and engineering support, for Ryobi Holdings to assemble with the bodies it will manufacture. The cooperation will also include after-sales support and technical assistance, to be provided by Ryobi Holdings.

This first agreement kicks off IVECO's overall strategy, which adopts a holistic approach to extend to the full natural gas supply chain.

The brand aims to set up further partnerships with natural gas suppliers and transporters so that, as the natural gas transport vehicle market develops, the necessary infrastructure is in place to support it.

The announcement comes on the back of the Memorandum of Cooperation signed by the European Commission and the Ministry of Economy, Trade and Industry of Japan in July, which recognises the increase in LNG demand and considers forms of cooperation that include the development of advanced technologies for the use of LNG powertrains in road and maritime transport.

IVECO's natural gas commercial vehicles include the Daily NP that adds the advantages of the brand's NP technology to all the benefits of the multi-award winning Daily family; the Eurocargo NP that takes the environmental performance of the Truck the City Likes to a new level with its clean and quiet operation; and the Stralis NP, which is the first truck to offer a true alternative to traditional fuel in longhaul missions.

IVECO's trail blazing developments in alternative traction buses have led to today's industry-leading offering. The Urbanway CNG low-floor city bus sets high standards in comfort, capacity and Total Cost of Ownership to provide a truly sustainable solution for public transport networks. The Crealis CNG has gained recognition for offering best-in-class transportation for municipalities and perfect for Bus Rapid Transit systems. Big cities across Europe are turning to NG buses for their public transport networks. Cities like Lille, in France, that runs a fleet of 482 IVECO natural gas buses. One third of them runs on bio-gas, which the city produces directly in a plant that generates bio-methane from municipal and green waste, ensuring truly carbon neutral operation of its IVECO natural gas bus fleet. **F**

Scania receives award for excellence in safety and sustainability

Scania Malaysia has been recognised for its record on sustainability in transportation, especially in the area of safety, by the Malaysia Digital Chamber of Commerce (MDCC) and Asia Pacific CSR Council.

The award for Excellence in Commercial Trucking Safety was presented to Scania Malaysia by the Minister of Transport Dato' Sri Liow Tiong Lai at the recent Sustainable Urban Transport Malaysia Awards 2017 that was held in conjunction with the Sustainable Urban Transport Summit 2017.

The summit also saw the presentation of awards to industry players who have excelled in various areas of Sustainable Urban Transport. The award acknowledges the role of transport projects that have contributed to the societal well-being by improving the experience of transport users and ultimately adding to the successful development of the nation's sustainable transport infrastructure.

It was received on behalf of Scania Malaysia by Scania Southeast Asia's Sustainability Manager, David Lantz, who was also a panel speaker for the topic "The Challenges of Trucking & Logistics Driving Sustainability" during which he shared Scania's expertise in the area of sustainable, safe and smart transportation solutions like alternative fuels and autonomous vehicle and systems.



Lantz addressed the four main drivers for sustainable transport solutions that Scania has identified which are congestion, pollution, climate change (reduction in CO2 emissions) and energy security, with the main aim of achieving the best balance between CO2 emissions, quality and cost to improve logistical efficiency.

When equipped with the proper techniques, there can be an immediate increase in fuel efficiency, road safety and sustainability, together with significantly reduced downtime and operating costs.

The driver training programme provides an in-depth practical knowledge on how to get the best out of a Scania. The driver coaching programme provides the one-to-one sessions that pave the way towards excellent driving habits and techniques. **F**

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



is 'Performance is Everything' - recognizing that to work for Volvo Trucks and Volvo Buses, performance must be top class at all times. VISTA is also a way for Volvo Trucks to address the worldwide challenge of both recruiting and retaining workshop technicians.

About VISTA

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

VISTA is open to Volvo Trucks and Volvo Buses dealerships and their technicians worldwide. To qualify, participating teams need to complete two parts comprising theoretical and technical questions. The winners in each market qualify for the semi-finals, which will be held in Gothenburg, Sweden in April, 2018. Here, a total of 240 teams will compete, during a period of three weeks. The top 40 teams from the semi-finals qualify for the world final in Curitiba in June, 2018. **F**

On September 4th, the registration opens for the world's largest service market competition, VISTA. More than 18 000 technicians, from Volvo Trucks and Volvo Buses global dealer network, are estimated to participate. Through teamwork and competence development VISTA aims to attract and maintain skilled technicians.

Even though VISTA is a competition, the main objectives are to encourage teamwork, build team spirit and pride, as well as encourage self-improvement and competence development. It's way for service market personnel to increase their

knowledge and the quality of their work. In the end, this leads to improved customer service and greater customer satisfaction.

Highly skilled and motivated technicians enable Volvo Trucks workshops to carry out fault diagnosis and fix trucks' problems 'right first time', in a timely manner and to high quality standards. These skills are key in helping the customers achieve maximum uptime for their trucks. VISTA 2017-18 is expected to attract over 18 000 service market personnel from the global dealer network. They will work together in around 4 500 teams. The theme this year



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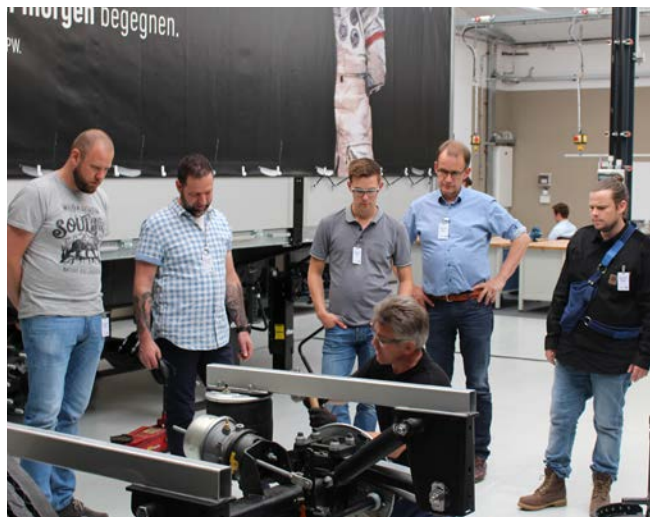


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BPW's Innovative Training



BPW is also an innovation leader in the industry when it comes to training its partners: for around a year now, BPW has been putting on workshop seminars in an industrial loft sporting a cool design with space in which to park an entire trailer. Instead of boring slide presentations in stuffy conference rooms, the emphasis here is on practical work and motivation. Among the latest to experience the impressive facility was a team from EWALS Cargo Care.

The world of transport had never before seen such a seminar centre: around a year ago, BPW opened the doors to its totally new workshop training facility at its parent plant in Wiehl. It features not only an impressive cool and relaxed loft ambiance, but also plenty of space for innovative ideas. This includes a specially equipped workshop training trailer which can be parked in the converted production hall. BPW is now taking stock – and welcomed a team from EWALS Cargo Care to mark the workshop training anniversary.

Bart van Rens, Manager Fleetcontrol at BPW partner Ewals Cargo Care B.V., visited the workshop training facility in Wiehl with a ten-strong team on the occasion of the anniversary. The BPW training team had put together a tailor-made workshop seminar for EWALS, while also enabling them to glean some fascinating insights into the production – and to catch some exclusive glimpses of the future direction of transport: for example, the EWALS technicians were able to learn about the eTransport electrically driven axle as well as the opportunities offered by the solutions from idem telematics. “The visit to BPW is a highlight for EWALS,” remarked Bart van Rens. “With its information and training programme for customers, BPW once again displays innovative strength and exemplary customer focus.”

Singapore's LTA Announces Early Turnover Scheme for Euro & Euro 3 Vehicles



Singapore's National Environment Agency (NEA) has enhanced the Early Turnover Scheme (ETS) for commercial vehicles. The enhanced scheme, running from August 1, 2017 to July 31, 2019, provides incentives for owners of Category C diesel vehicles with Euro 2 or Euro 3 emission standards to turnover to Euro 6 (or equivalent) vehicles. The move, which aims to encourage vehicle owners to replace their older and more polluting diesel vehicles with newer

and cleaner models, is in line with the Government's efforts to improve Singapore's air quality by reducing vehicle emissions.

Category C diesel goods vehicles are major sources of particulate matter (PM) and nitrogen oxides (NOx) pollution in Singapore. Euro 2/3 Cat C diesel vehicles account for about 30% of the Cat C diesel vehicle population, but almost half of the PM and NOx emissions. Replacing a Euro 2/3 Category C diesel vehicle with a Euro 6 diesel model reduces tailpipe emissions of PM and NOx by more than 90% and more than 60% respectively. Any turnover to a non-diesel vehicle will reduce PM and NOx emissions to an even greater degree.

The ETS was introduced in 2013 for Pre-Euro/Euro 1 Category C diesel vehicles, and extended in 2015 to Euro 2/3 Category C diesel vehicles, with an additional incentive for turnover to Euro 6 (or equivalent) models. About 27,000 Pre-Euro/Euro 1/2/3 vehicles have been replaced early under the scheme.

From August 1, 2017, eligible Category C Light Goods Vehicles, i.e. those with Maximum Laden Weight (MLW) of less than or equal to 3,500kg, will be given a higher bonus Certificate of Entitlement (COE) period of 35% of the vehicle's remaining 20-year lifespan, up from 13%. Eligible Heavy Goods Vehicles, those with MLW of more than 3,500kg, will continue to receive a bonus COE period of 100% of the remainder of their 20-year lifespan. As Euro 6 emission standards for diesel vehicles will be mandated from January 1, 2018, replacement vehicles must comply with Euro 6 emission standards in order to be eligible for incentives.

The bonus COE period will be applied as a discount to the Prevailing Quota Premium (PQP) payable for the replacement vehicle's COE. Eligible vehicle owners can also transfer the remaining COE validity period from their de-registered vehicle to the replacement vehicle. The discounted PQP payable for the replacement vehicle is subject to a minimum of 10% of the PQP.

Scania Launches New Generation Construction Range

Understanding the challenges of the construction industry, Scania has launched a new range of vehicles specifically to meet their needs.

Scania has launched the XT truck range, which is tailor-made for the construction industry. "This industry is facing increasing demands for sustainable and cost-effective production. Each component in the complex construction logistics process must adapt to higher standards for efficiency and Scania XT is our contribution to this shift," says Scania President and CEO Henrik Henriksson.

10 Years Development

The new construction range is the second stage in Scania's introduction of new generation trucks, the fruits of more than ten year's development with an investment exceeding EUR 2 billion.

Following an extensive analysis of the multi-faceted construction industry, Scania has developed a comprehensive range to meet the highly diverse transport assignments within the sector.

Power Selection

Scania XT is uniquely offered for the entire range of cab and engine specifications, from the smallest P-series cab to the spacious S-series cab. Customers can select engines with power outputs ranging from 280 to 730 hp. The broad specifications are complemented by a host of services to ensure the highest uptime, reliability and profitability for customers.


The introduction of the XT range by Scania marks the start of a targeted offensive with tailor-made solutions focused on demanding customers in Europe. "We are putting a higher emphasis on construction," states Henriksson. "We



now have the right products, the right services and the right skills to match Scania's leading position in long-distance vehicles."

Developed for the Industry

Transporters in the construction industry normally form part of a larger process and crucially must avoid disruptions. Scania has therefore – in addition to tough and durable vehicles – created an entire ecosystem of services that ensure uninterrupted deliveries while improving customers' profitability.

"The global construction industry continues to grow and Scania now presents enhanced tools to meet the demand," says Henriksson. "We are well aware of the slim margins for many hauliers in this business and we have developed vehicles and solutions to ensure sustained profitability." 





Dili's waterfront



Tjing Fa Ho Director Jackson Lay

Challenges & Opportunities in Timor-Leste

After years of war and turmoil Timor-Leste is a country in need of everything and the Tjing Fa Ho Group of Companies is making significant contributions to put it back on its feet, writes Floyd Cowan.

Timor-Leste is a country that has been ravaged by war and is now slowly rebuilding. Jackson Lay, Director of Tjing Fa Ho, is a prominent businessman whose efforts are done with the overall vision of rebuilding the country by meeting its

present and future needs. In an interview at his office in Palm Business & Trade Centre he explained that the Lay Group does business in four sectors, Property, Automotive & Heavy Equipment, Logistics and Mining.



Tjing Fa Ho CEO Mark Gabel



Sales Executive Alice Araujo shows how it works



There was a good turnout for the Preventative Maintenance Seminar.

A Young Country

Timor-Leste is an independent country in Southeast Asia comprising the eastern half of the island of Timor. The country, of about 15,410km², has recently settled a border dispute with Australia which will give it large oil and gas deposits worth an estimated AU\$40 billion. It is a young country with 80% of its 1.2 million population under the age of 40. If managed well, the new revenue could lift the country out of poverty.

For the former Portuguese colony, it has been a long struggle to become independent and democratic. From the 16th century until November 28, 1975 it was Portuguese Timor. Nine days after the Revolutionary Front for an Independent East Timor (Fretilin) declared the territory's independence, it was invaded and occupied by Indonesia and the following year it was declared Indonesia's 27th province. A brutal war raged until 1999 when the United Nations sponsored an act of self-determination and Indonesia relinquished control of the territory. East Timor became the first new sovereign state of the 21st century on May 20, 2002.

Rebuilding & Reconstruction

Independence has not been easy as violence has broken out at times, though now it is generally peaceful while most of the people live in squalid conditions. Buildings and infrastructure were destroyed during the war and the previous government,

ruled by the National Congress for Timorese Reconstruction, was reconstructing the country with a 20-year strategic development plan to improve infrastructure.

Parliamentary elections on July 22, 2017, saw Fretilin narrowly winning taking 23 seats to the National Congress's 22 in the 65-member chamber. Coalitions are being worked out, but at the time of writing in mid-September the new government has not yet been confirmed.

Rebuilding the Business

"My father left Timor in 1974 and took our family to Singapore, leaving behind all our properties. I was about 10 years old," Jackson relates. "In late 1999 I returned, in a single engine plane, to see what was left." There wasn't much. "Only one warehouse was left. Everything had been taken, burned or destroyed, but they had left the empty building alone."

From that one warehouse Jackson has been building the company, while other family members in Darwin have built a suburban shopping centre and warehouse and have invested AU\$15m in cold storage. They are one of the largest food distributors in the Northern Territories. Jackson's wife and four children live in Singapore and so he finds himself travelling between the three countries with Darwin just an hour's flight away and Singapore three and a half hours.

Extensive Needs

In the early years of the millennium the needs were even greater. "Moving into construction, we started to rebuild what had been burnt down." The company builds offices and warehouses and the very first Harvey Norman in Asia moved into one of their buildings. "We began importing rice and sugar products that were in great demand, and so we moved into logistics, providing logistic services.

Jackson continued in property development. In 2004, he built Palm Springs Estate, an upmarket housing development, located behind the Australian Embassy. Currently under construction, adjacent to Palm Springs Estate, is a new hotel that will be operated by Hilton. It will open in the first quarter 2019.

Meeting His Own Needs

"I got into the truck business in 2012 to cater to our own needs. There was such a big need for construction and trading, so all types of vehicles were needed. We do trading and so automotive, cars and equipment, was a natural step." TFH sells, rents and distributes Suzuki vehicles, Heli lifters, Steelbro side loader Dong Feng, UD and Volvo Trucks. "We bring in original parts and provide quality service. Everything we do is to international standards. Many people only want what is cheap, but cheap does not mean the most inexpensive as it might cost you more in the long run."

Currently under construction is what will be the largest automotive dealership in Timor-Leste. "We will be a one stop centre where you can get whatever you need."

More to Come

While it is impressive what Tjing Fa Ho has already accomplished, Jackson's plans are ambitious. "Our next move will be into outboard engines and marine equipment. We are looking at leisure fishing and motorbikes. Agriculture has a great deal of room for development. We are planning to distribute agricultural equipment.

Tourism is another area where Jackson wants more development. "Timor-Leste is not even on the radar for tourism. We would like the world to know what we can offer. Having the Hilton is a good first step. There is a lot of nature to be explored. There are islands just off shore from Dili. There are hot springs to experience, mountains to hike, diving and water sports."

As Timor-Leste grows, so will Tjing Fa Ho. " We will partner with other companies to do major projects." With all the infrastructure development happening, not just the roads, but a new port will be built in Dili, hospitals and schools are needed and new buildings will go up, quarry its.



The new Hilton Hotel will be completed in Q4, 2018



The government has an ambitious infrastructure building programme



Erik Stokes of RMS



A buffet dinner was served after the Preventative Maintenance Seminar

"We want to grow with Timor-Leste and create good branding for the country. To do so we need to establish international standards. We are working with companies world-wide and they will expect to have professionalism in all areas along with quality products and service."

Skilled People

A big challenge is getting skilled people. "We want to develop the local talent, but in the meantime, we need to bring in professionals from wherever we can find them," Jackson notes.

One of his recent hires for Tjing Fa Ho CEO was Mark Gabel. Mark, is well-known in Singapore and has extensive experience in Asia. His contacts in the trucking and construction equipment sectors are helping develop TFH. His previous position was at Schaeffler (Singapore) where he served as Vice President Industrial Aftermarket SEA. His more than 20 years of experience includes a stint at Volvo Construction Equipment Indonesia and he opened Volvo Trucks in Singapore.

With the extensive infrastructure development happening the new CEO sees continued growth for the trucking and the industrial equipment business. As TFH offers a wide range of products and services there is substantial scope for growth. Services and products include pick-up or relocation of containers, trailers - 20 / 40 ft., containers, side-loaders, rental of crane trucks, excavators, loaders, forklifts, and GENSET rental (25kva, 60kva & 150kva, diesel generators). The company provides door to door logistic service and custom brokerage.

Impressive Results

In the first three months under the new CEO Tjing Fa Ho's sales doubled. Mark's contacts, great energy and a sales team lead by Ranjit Kumar made this happen. The expectation is that this pace will continue.

UD Customer William Sing owner of WTJ Contractor Unipessoal Lda has contributed to the growth of TFH UD sales. The Indonesian had been working in construction before he started his company in 2013. He got a government contract to build a section of road. When he got a new contract, he needed more vehicle. He already had about 30 different types of trucks, but has been impressed with the UD. He initially bought five and then ordered five more because he was pleased with their performance.

UD Performs

"If I get more government contracts I will likely buy more UD trucks." Why? "When I have a 15m dumper filled with rocks, the UD performs the best. The other trucks don't have the power of the UD. When the rain comes everything stops, so speed is important when you are working."

Having only recently purchased the vehicles he has had no problems so far, but he knows that spare parts and good service will be readily available. "The UD trucks were a good price and TFH helped with financing. The government can be slow in paying so we need some help in that area," William stated.

Cold Calls

Persistence was necessary for Ranjit to make a sale to RMS Engineering & Construction Unipessoal LDA. "RMS is a big company," Ranjit related. "I made a cold call and got rebuffed a few times before I made a sale."

Among its activities RMS does Civil and Building Construction. "We've been here for 10 years," Chief Representative Erik Stokes explained. "We are an Australian company that started in construction and morphed into a whole range of business such as material testing and quality control consultancy. We are into ready-



Mark Gabel gave a practical presentation at the Preventive Maintenance Seminar



mix concrete and cement, road base and earth protection products as well as hot mix asphalt. We provide support services for the US Navy, and a whole range of businesses. RMS employs 75 Timorese, 25 Filipinos, and eight Australians."

Australia by Default

As an Australian company RMS had always bought their equipment from Australia. It was products and people they were familiar with. "We were looking at doing a fleet upgrade. We found that Australian prices were too high so we looked at equipment coming out of China. We went to Surabaya and met with suppliers. We were uneasy about dealing with people who were unknown to us. Parts and service are very important to us so we were a bit nervous about going with them.

"At about this time TFH was beginning to ramp up and Ranjit came to see us recommending Dong Feng. It was important that Jackson Lay is prominent and well-known here. He is accomplished and respected in this community. It gives you confidence that he stands by his word, and they have done exactly that." RMS purchased a Dong Feng 8 cubic metre Mixer Truck. "This represented a dramatic shift for us," Eric stated. "I can't emphasize enough what this meant."

RMS has had the Mixer for a year and except for one minor problem it has worked well. "The truck did have a small problem, but we were impressed that Ranjit and the CEO came over and fixed the problem personally."

Fixing Problems

Mark, who was then very new to the job, stated: "It was important to me that we show RMS that we stand behind our products. It wasn't a big problem, but I got into it and fixed it. It cost me a shirt, I got oil all over it, but I fixed the problem."

With a positive start to the relationship RMS has ordered another mixer. "The next size down," Erik explained. "It will give us some efficiencies as there are narrow roads and tight spaces in Dili that we need to get to." RMS is looking at replacing its entire fleet of loaders and reloaders and the professionalism of TFH is giving it the edge to get the business.

Providing Key Information

Demonstrating that TFH wants to be a true partner with their customers Mark organised with NSL OilChem (Timor), LDA, the authorized Marco distributor for Shell lubricants in Timor Leste, a free seminar entitled Preventative Maintenance, The Key to Less Downtime & Higher Profits.

General Manager, and Singaporean, Victor Yong of NSL explained that the company is a subsidiary of Singapore Listed Group NSL Ltd. "We are the leading industrial group in Asia Pacific, having been in operation since 1964." NSL is the market leader in construction pre-cast products, port engineering equipment, environmental services and petroleum products distribution. NSL is the authorized distributor of Shell products in Timor Leste.



Palm Business & Trade Centre



William Sing has become a fan of the UD truck



Palm Spring Estate is a luxury housing development popular with expats

"We are a small team, just seven people, but they are young and energetic and willing to take on a challenge," Victor noted.

Excellent Experience

"The first few months were really difficult," says Jimson Lim, Operations & HSSE Supervisor. Along with his wife Janel Quek, Marketing Executive for NSL, they moved to Dili about one year ago. "Now that we are settled in, we are enjoying it. It is a great experience. Here, there is nothing handed to us. We have to be innovative."

"They don't know Shell in Timor," noted Janel. "They don't care that in lubricants we are number one in the world. They only know Indonesian products."

Several people noted that Timorese never spend money on their equipment. Victor agrees, "They will drive a truck until it stops, and they want everything cheap cheap cheap."

Adjusting Attitudes

The seminar was designed to address these attitudes. "There will be an emphasis on quality and service," Victor stated and Janel added, "The seminar is another step towards increasing the local awareness of Shell products."

"We want to help them choose the right product for their vehicle and for the conditions they work in. Our goal is to improve the professionalism of people. We want to give back to the community and help set new standards."

Countering Counterfeit

There are more challenges in addition to increasing knowledge and awareness. As Ranjit pointed out, there are people even selling counterfeit Dong Feng trucks. "They put a truck together and then put the Dong Feng name and logos on it and sell it cheaper than the real truck."

"Others bring in counterfeit fuel and lubricant products," Victor stated. "We are making the effort to educate the public to deal only with authorized, established workshops and products. It may be cheaper to use a lesser product, but then it breaks down frequently, so they have to spend more money to fix the problem."

We Need Information

Asked why she was in attendance at the Preventative Maintenance seminar Tini Dawu, Administrator for construction company Hutama Karya, stated, "We are a new company and we need more information. This is very good for us as we don't have very much information about spare parts and maintenance."

Mark began his presentation to an audience of 30, their target, but over the two hours it grew to about 40. After an overview of TFH the CEO moved into specifics of preventative maintenance. One service tip he gave was to replace, and not clean air filters.

"After cleaning, usually engine performance is stronger, because the paper filter is damaged and lets more air in. The risk of engine damage is not worth it. Better invest in a new filter to protect your engine."

The Extra Mile

Victor's presentation was themed 'Lubricants Designed to go the Extra Mile'. While the GM talked about identifying appropriate lubricants for engines, hydraulic systems and greased components for a fleet and construction Sales Executive Alice Araujo passed around items that demonstrated the properties of Shell lubricants.

"We understand that you are under pressure to complete your projects on time and on budget. Our offer is designed to help you address the issues facing your business," Victor stated. "By using good quality lubricants such as Shell's, it can improve your machine reliability and reduce maintenance cost and equipment downtime. We at NSL OilChem strive to give you more value by offering a wide range of Shell products in stock in Dili and delivering it to you quickly and hassle-free, freeing your cash flow and time to focus more on your business. In addition, we provide on-site technical support to help you diagnose problems better and helping you lower your cost of operation and increase profits."

False Economy

Victor emphasized that "buying low-quality lubricants can be a false economy. Lubricant costs can be as little

as 1-2% of the total maintenance costs, but can have a disproportionate effect on machine availability and production.

In his detailed presentation Victor covered the main applications for Shell products in the fleet and construction sector, how an engine oil can help achieve business needs and choosing engine oils."

Good Value

After a question and answer session Tini Dawu stated, "This seminar was of value to me because now I know something new, about making decisions about the oil we use. Presently we use oil other than Shell and I will now consider using Shell.

"We also import construction equipment," Tini continued. "It is difficult bring equipment in from Indonesia. We thought it would be a good price, but we didn't know about the taxes. We might switch to Volvo and look at getting spare parts from TFH."

Professional Presentation

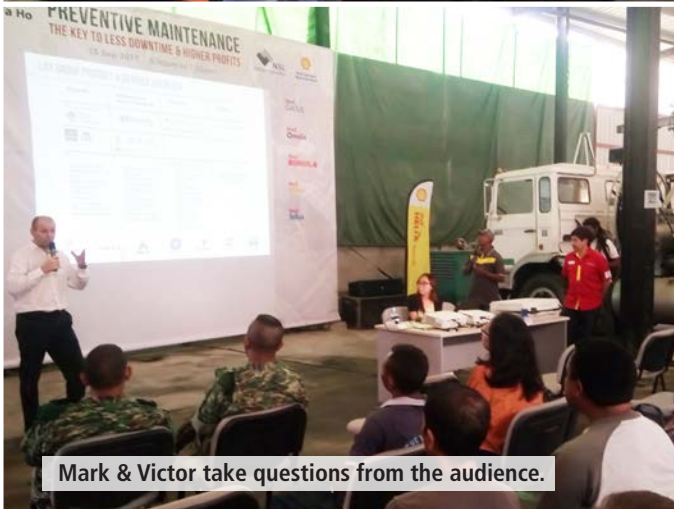
Two members of the Timor Leste Armed Forces were in attendance taking extensive notes. They asked if they could get a print-out of the slides as that would help them with the reports they would have to make.

"It was a very professional presentation," summed up Erik Stokes. "We can use more such events to help our staff



Victor Yong, NSL General Manager, Market Development gave a detailed presentation on Preventative Maintenance





Mark & Victor take questions from the audience.



and our customers understand the need of preventative maintenance and using quality products.”

A buffet dinner was served and people had the opportunity to mingle and discuss the issues. “I wish they would do something about fuels,” one fleet owner moaned. “I buy local products and I have to filter out a large amount of water from it.”

A Detailed Session

Mark and Victor were pleased with the event. “This is a first step,” Mark stated. “I appreciated NSL partnering with us in what is a very important discussion. We wanted this to be a hands-on, detailed session where the participants learned something they could take back to the shop with them.”

Timor-Leste needs everything. Everything not only includes international standard quality products, but education in all aspects of running an automotive business. TFH and NSL are doing their part in helping improve the country.

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website: www.nsl.com.sg

What is the Future of Transportation?

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



Mark Cameron, Regional Director, Scania South Malaysia and Singapore, and Country Manager, Scania Singapore, began his address to business people in the Commercial Vehicle industry, by showing a picture of a transportation hub in 2030. "Does this represent the transportation situation of the future?" he asked. "When I get to the end of my presentation I will ask this question again."

Shifting Views

Mr Cameron, who has more than 25 years of experience in the engineering, industrial equipment and heavy commercial vehicle industry in Australia, Sweden, Tanzania and Singapore, was the first of three speakers at Shell's Future of Transport seminar, held at Genting Hotel, Jurong on July 12, 2017. The three-hour event, produced by Shell and Asian Trucker, with support from DHL and Scania, attracted about 100 people from various sectors in the industry, including OEMs, parts

manufacturers and distributors, high tech equipment and fleet owners.

After giving a history of Scania, which dates to 1891 in Sweden, Mark looked to the future and the trends that are changing the nature of the industry. Shifts in emphasis in his own company are also seen in many others. "Scania is shifting from a product view of the world to a service view of value creation. Of course Scania will always make trucks, but we are doing far more than that in providing services to our customers that will help them become more efficient and more profitable."

An Interconnected World

'Connected', 'sustainability' and 'efficient' were words that all three speakers repeated many times. Mark believes the transportation system of the future will be totally interconnected and sustainable. "The road will be connected to the truck, to the traffic lights, to the freight and to the home office,"



he stated. "This is not a vision of a distant future, this is happening now. The changes that are happening are coming at you like a freight train."

"Every Scania vehicle is already totally connected," said Mr Cameron who sits as Chairman of the Commercial Vehicles Committee for the Singapore European Chamber of Commerce. "Scania has 300,000 totally connected vehicles in the world."

Scania One

The Regional Director touched upon the recently launched Scania One, which provides a single digital environment to a host of connected services for fleet owners and drivers. Scania One provides coherent and simple access to efficiency-enhancing services. "This gives you access to the data your vehicle is producing. Scania One is our framework for seamlessly and efficiently integrating both current and coming services in a single environment. These services, taken together, will significantly contribute towards greater efficiency and thereby higher revenues for transport companies."

Scania One is designed to meet the varying needs of customers and drivers related to the trucking operation, transport assignment or simply personal preference. Since services may be added at will, Scania One offers an attractive single device choice. From the purpose-built tablet launcher, drivers can access all apps that the transport company subscribes to.

Autonomous Vehicles

"Electric power and autonomous vehicles are where the future really is," he added. He showed a slide of an electric bus already in operation in Sweden that is wirelessly charged at each end of its route.

Singapore is taking the lead in autonomous vehicles such as automated road sweepers, he stated. "The Singapore government is very positive and forward looking. If they want something, they can make it happen."

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

Domestic Delivery

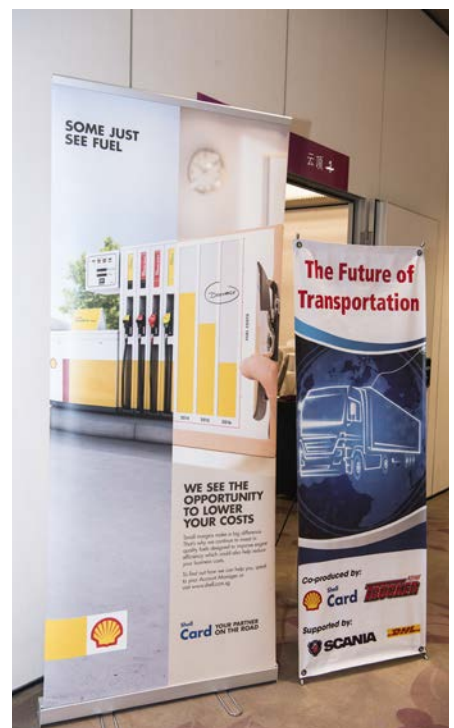
Arun Mambully, Director of Domestic Operations at DHL eCommerce Asia Pacific, was the next to take the stage. Arun, who joined DHL in 2012, is responsible for developing the domestic delivery footprint of DHL eCommerce across Asia Pacific. He oversees the implementation of new market entries, the launch of new product features, and the operational systems that support domestic delivery business in Asia Pacific. The domestic delivery business was the main focus of his speech. DHL eCommerce is part of the global division Post – eCommerce – Parcel (PeP), formerly known as the DHL Global Mail division.

Mr Mambully talked about 'Last Mile Delivery' and the growth in this segment with Millennials buying a lot online. The challenges are many as Asia Pacific is the world's biggest and fastest growing B2C e-commerce region.

The World's Largest Network

Providing background information on Deutsche Post DHL Group he noted that the company's 2016 revenue was over EUR57 billion and that it is the leader in B2C e-commerce related logistics. "We are the largest network for parcel distribution worldwide, and are present in over 15 countries in Asia with a workforce in excess of 10,000 employees."

Arun stated, "Last Mile Delivery is based on great choice, high service quality and integration into a full-fledged B2C logistics portfolio. The value proposition that we are





offering customers is choice of method, choice of time, service quality and integrated service. "Customers are asking for new features every time they get a delivery.

All Possibilities

Is it possible to make a delivery to someone sitting on the beach on the East Coast? Using coordinates it would be possible. We are now in an interconnected world so we are putting together all the technologies and transportation methods that are available to provide the quickest, most cost efficient and sustainable delivery system."

From delivery people on bikes, in vans and trucks, DHL is using all current methods. "The customer wants the delivery to be as fast as possible at the lowest possible price. For millennials they want it to be under \$3.00 a shipment. We are no longer just delivering parcels. When we opened in Vietnam we had requests to delivery everything from water coolers to mattresses."



Optimized Network

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

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

No Simple Answers

"It sounds basic, but there is still a great deal of development to take place. We need to optimize working in dense urban environments delivering goods of all sizes and sensitivity. You have a microwave to deliver – what vehicle do you use? Bike, van or truck."

There are no simple answers in this complex industry.

Total Fleet Management

Shell's Kaushik Burman, Country Business Manager, SG, was the final speaker of the day. Mr Burman heads the retail commercial fleet business for Singapore.

The commercial fleet business offers B2B road transportation customers with a comprehensive "Total fleet management" solution, embed with technology enabled fleet card, telematics solution and driver training. Shell's fleet management solution has helped customers focus on improving fleet efficiency thereby leading to higher performance, and overall lower total costs of ownership.

More with Less

"How can we help our customers do more with less? It is all about efficiency," Kaushik explained. "We are developing new fuels that are cleaner, that are not only good for the environment but for the efficiency of the engine. We are developing products to meet the current and future needs of the fleet. With rapid changes happening the customers' needs are changing too."

"We help them with total cost of ownership, with speed to market, in improving driver behavior. We have demonstrated to fleet owners that by improving driver behavior they can realize a tangible improvement in fuel savings." Across a large fleet this can be a very significant saving, such as the simple practice of ensuring that all trucks have the correct tire pressure."

Fleet Managers are Critical

The role of the Fleet Manager is critical in deciphering and delivering the best value to customers. "We can help with driver training," Mr Burman continued. "Telematics are driving the efficiency of the fleet." Keeping track of where vehicles are and how they are being driven can contribute to a much more efficient operation."

Mr Burman asked the audience how many Visa credit card transactions took place in 2016. After a few inaccurate guesses, he said that it was 25 billion. "At 44 000 Shell retail sites, our customers completed four billion transactions in 2016."

Shell Card Benefits

The Shell Fuel Card provides the tools to reduce your operating costs anywhere in the world and you can save money with Shell's innovative fuels, lubricants and fleet management technologies. Fleet Managers can easily manage their account with the Shell online portal, which



provides fuel spend information, centralised reporting and simplified e-invoicing. They can protect their business with real-time fraud detection and round-the-clock card blocking. The Shell Card allows you to establish clear driver limits for fill-up frequency and size. And Fleet Managers can receive personalised, actionable email alerts regarding unusual or suspicious activity on their account. You can reduce risk for your drivers with Shell's comprehensive onsite security measures, including CCTV.

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



The Fit & Fab Euro 6 Duo Launched in Singapore

Motorviva introduces two new Fiat Professional vehicles to the Singapore market that are sure to be popular with businesses.

Fiat Professional Euro 6 Duo Launch Event

In Singapore, Motorviva Pte Ltd is the official distributor of Fiat Professional Singapore. Our loyal customers and new customers are cordially invited to our Fiat Professional showroom as we will be unveiling the new Fiat Professional Doblo Cargo and Fiorino through a launch on 7th – 8th October 2017, from 11 am – 5 pm. Expect endless fun, as we will be having delicious food and interesting fringe activities to engage everyone who comes for the event.

Kiss 92's Maddy will be giving a live roving report of the event on 7th October 2017 from 12 pm – 2 pm. So stay tuned to the radio for information of this Euro 6 Duo.

If you have yet to experience what this new Fiat Professional Doblo Cargo and Fiorino can do, drop by to the showroom for a test drive on 7th – 8th October 2017, from 11 am – 5 pm at Fiat Professional Showroom located at 61 Ubi Avenue 2, #01-11 Automobile Megamart (AML Building).



FIORINO



DOBLÒ

The all-rounded appeal of Fiat Professional's light commercial vans line-up has been recognised by Commercial Fleet Awards 2016 as the City Van of the Year 2016. Fiat Professional does not stop improving to serve its drivers better. Knowing what drivers truly want, Fiat Professional has significantly upgraded their range of vehicles, while retaining many of the best-in-class traits that defined its presence in the commercial vehicle industry.

Limitless Possibilities

Being part of Fiat Chrysler Automobiles, the renowned brand Fiat Professional's Euro 6 duo – Doblo Cargo and Fiorino, retain their outstanding features and will definitely instantly catch everyone's attention when you drive them on the road.

They are the perfect vehicle for any business size in terms of performance, comfort and functionality. Their cargo capacity is best in class in the European van segment of Singapore. Featuring an Euro 6 Multijet engine that is quiet running, eco-friendly and has an excellent performance which provides reliability on the road. Enjoy a car-like experience while driving this Euro 6 duo!

Increased Acceleration

The Fiat Professional's New Doblo Cargo offers record-breaking interior space that can carry up to 965kg payload capacity and has a volume of up to 4.2m³, which makes it reliable and perfect to carry more with fewer trips. It has a pair of convenient handles, practical 180-degree rear door opening and the sliding side door which allows you to access to the load compartment even in tight spaces.

The Euro 6 Multijet engines (90hp 1.3 MultiJet and 105hp 1.6 MultiJet) have a high torque output and offer increased acceleration on heavier loads. Its exterior design adds an air of sophistication and elegance. The Fiat Professional Doblo Cargo is also equipped with the state-of-art infotematic system, which includes Radio (CD and MP3) with Bluetooth and an adjustable steering wheel with integrated radio controls.

Fiat Professional Doblo at a Glance – More Capacity, More Performance, More Technology

- Top Euro Van for 9 years and beyond*
- Car-like experience that runs on Diesel
- Volume of up to 4.2m³
- Can carry up to 965kg payload capacity
- High Fuel Economy: 18.8KM/L
- Fuel efficiency: 5.3L / 100KM (combined)
- Bigger fuel tank: 60L – have a longer journey without running to the petrol station frequently
- Bigger wheel rim: 16 inch – for smoother drive

*Based on LTA's total annual registration of goods vehicles (GVs) and buses by make report (2008-2017).

The Versatile Drive for the City

The Fiat Professional's New Fiorino is a real small punch of power if you wish to substitute your car to a vehicle that goes a long mile. Enjoy an automatic driving experience and has the option to change it to the manual shift mode, with the MTA – Manual Transmission Automated technology. With a payload of up to 500kg and a volume of up to 2.7m³, a regular square shaped compartment allows business owners to maximise the storage within it.

The Euro 6 Multijet engine (80hp 1.3 MultiJet) has a relatively high torque that aids the vehicle to accelerate better when carrying heavier loads. Save more while you drive with a low running cost as the fuel efficiency is 3.8L/100km (combined) and fuel economy is 26.3 km/L. Be creative with the exterior design as you can style your vehicle the way you like it with 7 vibrant colours and 2 new seat fabrics.

Fiat Professional's Fiorino at a Glance – Urban Worker, Urban Capacity, Urban Style

- Car-like experience that runs on Diesel
- Volume of up to 2.7m³
- A payload capacity of up to 500kg (square shaped compartment)
- Fuel efficiency is 3.8L/100km (combined)
- High Fuel Economy is 26.3 km/L
- Automatic driving experience with MTA – Manual Transmission Automated technology
- 7 vibrant colours and 2 new seat fabrics to choose from

Select the versions that suit your work or business well, because having the right vehicle to serve you will help you and your business go a long way.

Attractive Prices

When you purchase a Fiat Professional Doblo Cargo or Fiorino, rest assured that you will be able to enjoy attractive prices, free accessory upgrades and be granted 5 years of warranty and servicing. Fewer hassles to worry about while driving your van around.

Further information on the new Fiat Professional Doblo Cargo and Fiorino is available at www.fiatprofessional.com.sg, or you can drop by to Fiat Professional Showroom which is located at 61 Ubi Avenue 2, #01-11 Automobile Megamart (AML Building), Singapore 408898. You can also contact our hotline +65 6665 2518 if you have any enquiries. 

Events & Exhibitions

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

Date : 12 October 2017 – 14 October 2017
 Venue : Shenzhen Convention & Exhibition Center
 Contact Info: 86 – 755 – 8358 1250 / scm002@scmfair.com
 Details : CILF is the leading logistics & transport expo in Asia. As a professional, effective, reliable and wide exchange platform for all players in logistics, transport and relevant industries all over the world, the CILF attracts numerous international well-known firms to exhibit and further promotes the international influence of China logistics industry.

ASIAN DOWNSTREAM SUMMIT 2017

Date : 25 October 2017 – 26 October 2017
 Venue : Sands Expo & Convention Centre
 Contact Info: +65 6590 3970 / info@downstream-asia.com
 Details : Supply chain and logistic directors tasked to optimize their organization's supply chain internally and externally will get the chance to;

1. Learn and evaluate the latest technologies to create a seamless supply chain
2. Improve transportation and storage strategies for increased profit and reduced expenditure
3. Learn from case studies on success stories in supply chain optimisation and how to use in businesses.

BUS & TRUCK 201

Date : 02 November 2017 – 04 November 2017
 Venue : EH106 BITEC, Bangkok
 Contact Info: +66 – 2717 – 2477 / info@TTFintl.com
 Details : The 14th commercial & special purpose vehicle exposition is a complete Platform for all players in commercial vehicle industry. The exposition exhibits latest technologies and innovations from worldwide manufacturers and suppliers, and also provides an opportunity for the entire industry to share their expertise and experiences, in order to accelerate business growth.

COMMERCIAL VEHICLE WORLD 2017 (CVW)

Date : 16 November 2017 – 17 November 2017
 Venue : SThe Westin, Pune
 Contact Info: 08048521786 / info@yugenemeaa.com
 Details : The CV World is the central forum for the community that develops vehicles and equipment spanning the on-highway, agricultural, construction, industrial, military and mining sectors. The need to increase safety, reduce CO2 emissions, and improve vehicle efficiencies for fuel savings is what drives the research and technology across all of the noted sectors.

INDIA WAREHOUSING & LOGISTICS SHOW

Date : 6 November 2017 – 18 November 2017
 Venue : Auto Cluster Exhibition Centre, Pune
 Contact Info: +91 - 9999686007 / jafri@reedmanch.vcim
 Details : In its 6th edition this year, IWLS is the region's largest and most successful exhibition where the warehousing and logistics community of western and southern India comes together to meet, network and establish business ties. The exhibition will have a mix of 7 major product categories including Material Handling, Storage, Flooring, Warehousing Infra, Automation & IT, Packaging and Logistics Service Provider.

MYANAUTO 2017

Date : 17 November 2017 – 19 November 2017
 Venue : Myanmar Event Park Mindama, Yangon
 Contact Info: +959778080285 / saw@ambtarsus.com
 Details : Whether your objective is to conduct market feasibility studies, seek local partners and distributors, increase existing market share in Myanmar, or simply maintain relationship with key clients while looking for new opportunities with foreign partners, you can be certain to meet your objectives in MYANAUTO 2017.



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'Boardwalk' obstacle test' – Scania Driver Competition Southeast Asia 2016 – 2017

Inaugural Scania Driver Competition Enhances Skills & Prestige

Singapore drivers were outstanding in the inaugural Scania Driver Competition Southeast Asia that is designed to test skills and knowledge of commercial vehicle drivers.

Two heavy commercial vehicle drivers from Singapore pushed their professional driving skills to the limit to clinch runner-up prizes at the inaugural Scania Driver Competition Southeast Asia 2016 –

2017. They challenged drivers from Indonesia, Malaysia, Myanmar, the Philippines and Singapore at the finals of the competition recently held in Kuala Lumpur.

Truck Category

An elated Mr Wong Yih Chien from Transworld International, Singapore, came in first runner-up in the Truck Category of the competition, winning 10,000 Swedish Kronas. He was edged out by Mr Sarveswaren Srues a/l Ram of Air Products from Malaysia who took the championship for the category.

"In my 19 years of driving, I have never done anything as difficult as participating in the Scania Driver Competition at a regional level," said Mr Wong. "I did not expect to be placed as the competition was tough, but I believe that this experience has made me a better and more confident driver."

Bus Category

In the Bus Category, Mr Rahman Khan bin Abdul Karim from Singapore Ducktours took the second runner-up



Knock the Cone' precision test – Scania Driver Competition Southeast Asia 2016 – 2017



Team Singapore's participants at the start of the Scania Driver Competition Southeast Asia 2016 - 2017. From left: Wong Yih Chien from Transworld International, Rahman Khan bin Abdul Karim from Singapore Ducktours, Pushpanathan a/l Muniandi from KKKL Travel & Tours and Soon Kwai Sun from Hoysan Transport.

Mr Mark Cameron, Regional Director of Scania South Malaysia and Singapore, and Country Manager of Scania Singapore (centre), congratulates and thanks Team Singapore comprising (from left) Soon Kwai Sun from Hoysan Transport, Wong Yih Chien from Transworld International, Rahman Khan bin Abdul Karim from Singapore Ducktours and Pushpanathan a/l Muniandi from KKKL Travel & Tours.

prize, worth 6,000 Swedish Kronas. The champion for the category was Mr Law Cheok Gheen of Aeroline from Malaysia.

"I am surprised and happy to win for Team Singapore," said Mr Rahman. "It has been very challenging. Although we may drive in very tight spaces in Singapore, such as on Sentosa Island, it is different to see a circuit marked out in cones and obstacles. I managed to improve my skill and judgement, like learning how to make better use of the mirrors."

More Demanding

The inaugural Southeast Asia edition of the global Scania Driver Competitions, which will be organised every two years, replaces the previously held local country editions. By holding it at a regional level, the competition seeks to provide more demanding challenges for participants to pit their skills against drivers from across the region.

The final driving skills round of the competition saw 19 drivers from the five countries competing for the top three placings of the truck and bus categories. Their abilities were tested through a series of timed manoeuvring tasks in the 'Knock the Cone' precision test and the 'Boardwalk' obstacle test. These tasks tested their skills in knocking down specified cones while keeping others standing, forward and reverse driving with one side of the vehicle's wheels on a plank, reverse slalom

driving without touching a set of cones, among others. The truck drivers were tested using a Scania G410LA6x2MSZ with a trailer carrying a 40ft container, while the bus drivers were tested in the Scania Marcopolo K410IB4x2 complete coach.

Knowledge Tested

The 19 finalists in both categories were drawn from more than 1,000 drivers from the region, including almost 100 from Singapore, who enrolled for the competition from as early as 2016. They underwent elimination rounds that tested their knowledge of road transport laws and regulations, alternative fuels, fuel-efficient and safe driving, load securing, occupational risks and health, and emergency procedures.

Another two drivers from Team Singapore who made it to the finals were Mr Soon Kwai Sun from Hoysan Transport in the Truck Category, and Mr Pushpanathan a/l Muniandi of KKKL Travel & Tours in the Bus Category. Both drivers appreciated the experience to compete and the camaraderie of the other drivers who collectively shared ideas on how to complete the tasks effectively.

Excellent Achievements

"We are very proud of the achievements of Team Singapore in this first-ever Scania Driver Competition organised at a Southeast Asian level," said Mr Mark Cameron, Regional Director of Scania South

Malaysia and Singapore, and Country Manager of Scania Singapore. "Our four drivers worked well together and utilised all their skills and knowledge to do their best for their country."

He added: "The increasing interest in the competition is encouraging as driver competency is even more important today in overcoming the many challenges the transport industry is facing. Good driving practices help to improve safety on the road and reduce fuel consumption, which results in better air quality for Singaporeans, lower environmental impact for the planet and enhanced operating economy for transport operators."

Elevating Driver Status

The competition was organised by Scania Southeast Asia, sponsored by Michelin (M) Sdn Bhd, and supported by Jabatan Keselamatan Jalan Raya, Malaysian Institute of Road Safety Research, Jabatan Pengangkutan Jalan Malaysia and the Embassy of Sweden in Malaysia.

Globally, the Scania Driver Competitions aim to elevate the status and prestige of heavy commercial vehicle drivers by recognising them as true unsung heroes. Since 2003, more than 350,000 truck drivers in nearly 50 countries have participated in Scania Driver Competitions that focus on increasing road-safety awareness, improving fuel consumption and minimising the environmental impact of commercial vehicles. **T**



Two Singapore Drivers Advance to Volvo Trucks' Fuelwatch Challenge Finals In Sweden

Volvo Trucks Singapore held its annual Fuelwatch Challenge in July when 42 finalists competed for the title of Singapore's most fuel-efficient driver.

Drive Efficiently

Voon Kwok Loong from Kim Hock Corporation and Thangaraju Prabhu from YTL Concrete emerged as winners in the FMX category and FH/FM category respectively, proving they have the skills and knowledge to drive fuel efficiently.

Together, with other drivers from around the region, Kwok Loong and Prabhu will be participating in the International Fuelwatch Challenge 2017 Finals in Gothenburg, Sweden, the home of Volvo Trucks, for the coveted title of 2017's most fuel-efficient driver, in September.

Drivers Recognized

"Words cannot describe how happy I am. I am thankful for YTL Concrete's support for my participation in the Singapore Fuelwatch Challenge 2017, and I would also like to applaud Volvo Trucks for hosting this initiative,"

While improving their truck driving skills and knowledge two drivers from Singapore earned the right to travel to Sweden to compete in the Fuelwatch Challenge finals against drivers from around the world.





Voon Kwok Loong and Thangaraju Prabhu emerged winners at the 2017 Singapore Fuelwatch Challenge

said Prabhu. "The Fuelwatch Challenge recognises the importance of truck drivers, like myself, and their skills. With what I have learnt throughout the Fuelwatch Challenge experience, I feel excited, equipped and motivated to perform my best at the finals in Sweden."


"I went into the Singapore Fuelwatch Challenge with the mindset of putting my usual driving habits and techniques to the test, so the results are overwhelming to me," said Voon. "The experience has taught me valuable fuel-saving tips and techniques, and I feel empowered to do my part to improve productivity and cost savings for Kim Hock Corporation. I look forward to the International Finals in Sweden, and I'll definitely do my very best."

Driving Profitability

Organised by Volvo Trucks, a global leader in innovative transport solutions and fuel efficiency, the Fuelwatch

Challenge champions fuel-efficient driving amongst individual drivers, which serves to reduce fuel usage, improve business profitability, and have a positive impact on the environment.

The challenge tested truck drivers' skills in fuel-efficient driving and vehicle handling capabilities, and showcased the best among the trucking community.

"We are pleased to have hosted yet another successful edition of the Singapore Fuelwatch Challenge," said Mr Olivier Metzger, General Manager, Volvo Trucks Singapore. "Every single participant set the example that driving fuel efficiently is possible, demonstrating that small changes can have a big impact on productivity, profitability, and the environment. We are proud of them, and we look forward to continuing to champion fuel efficiency in years to come." 

Each Millimeter Counts

Energy supply systems for extendable heavy load transporter

Operating conditions for energy supply systems cannot be more difficult: Extremely limited installation space, long travel and very high friction coefficients. Furthermore, the filling is extremely difficult. The holding times should also be agreeable with all that, or else high repair costs will occur. Why the rugged energy chains are technically and economically the first choice in the construction of an extendable heavy load transporter is shown in the following article.

// This vehicle has been specially designed for the transport of windmill wings," says Herbert Swoboda, chief designer of the semi-trailer of Goldhofer AG in Memmingen. "With the ability to extend the flatbed semitrailer three times to a total length of 62 m, it is possible to transport extremely long wings of windmills even in difficult terrain." The vehicle was indeed designed for the safe transport of long windmill wings. Because of the enclosed cargo area, it can also be used as a universal vehicle with a payload of up to 38 tons. Energy supply systems are used in this customized vehicle to ensure the safe rolling of the electrical, brake and hydraulic cables in the inner tubes. It is the tested and proven "E4.1" series. One of their technical characteristics, the design principle of the so-called tongue and groove, provides a very high stability and structural safety. "That is all that matters to us," says chief designer Swoboda.

"When extending the vehicle, the energy supply system is exposed to very strong push-pull forces, which they must simply endure in the long term." The company Goldhofer with about 650 employees today has a history of more than 300 years. Started in 1705 as a forge, it has dedicated itself to intelligent solutions for the road, heavy goods and special transportation. The product range includes trailers, semitrailers, heavy goods transport systems and aircraft tugs. The specialist for heavy loads has already delivered more than 33 000 heavy-duty trucks and heavy load vehicles in over 70 countries worldwide.

Triple-telescopic semitrailer

"We set global trends in the semitrailer sector," says Erich Traub of the marketing division of Goldhofer AG. "Our

product range in this segment ranges from semitrailer through low-bed trailer up to combinable semitrailer trucks that can be driven over from the front." At this year's 'bauma' in Munich, the company introduced, for example, a new flatbed semitrailer with pendulum axles. "For the first time it has succeeded in developing a transport vehicle with a maximum length of more than 62 meters," says chief executive Bernhard Katzenschwanz. The pendulum axles with an axle compensation of +/-300 mm give the vehicle an excellent maneuverability and can compensate for unevenness in both the stroke and in the lateral leveling. Moreover, it can be joined together under load to negotiate narrow passages or bends. This is enabled by the great resilience of the inner tube. "A first vehicle is already at work for a Danish heavy transport specialist; the construction of two more is planned," says Katzenschwanz.

Energy chains in the innermost tube

In the development of the triple-telescopic platform, the extremely rugged energy supply systems were the first choice. The technical requirements are extremely high. Above all, in the present application there is a safe rolling of the heavy supply cables in the telescope. The telescope system consists of four rectangular tubes. The energy supply lines run in minimum space in the innermost tube. Only a width of 340 mm and a height of 577 mm are available as installation space. Every millimeter counts here.

Second, the travel is very large. The loading length of the heavy transporter is 20 000 mm, which can extend three times – by 13 950 mm first time, 14 050 mm second time – to a total of 62 050 mm. "This length cannot be



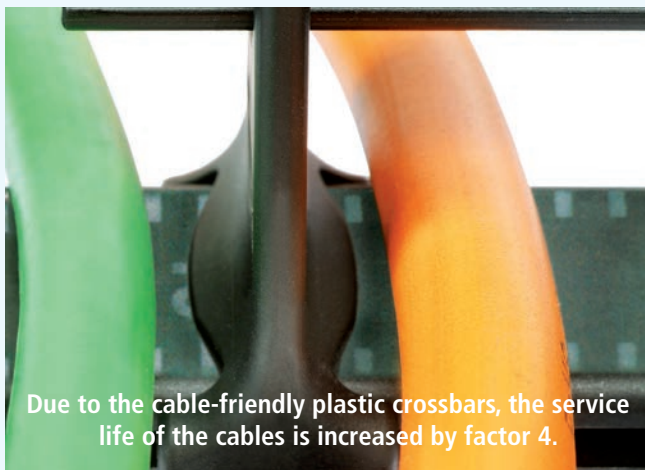
This telescoping three-axle semi-trailer truck of Goldhofer AG, Memmingen is extendable from 20 to 62 meters. In this picture it transports 55 m long rotor blades across Denmark. (Source: igus GmbH)



Energy supply systems are used so that the electric, brake and hydraulic cables can roll safely in the inner tubes. The energy chains are exposed to very strong push-pull forces especially when the vehicle is extended. (Source: igus GmbH)



The two energy chains lie side by side in the narrow black section. Only a width of 340 mm and a height of 577 mm are available as installation space. (Source: igus GmbH)




Due to the cable-friendly plastic crossbars, the service life of the cables is increased by factor 4.

pivots. When the telescope is joined together, the energy supply system has to negotiate a height difference quickly and safely. For this reason, moving the pivoting mounting bracket downward gives constructive advantages. The telescope thereby moves under the energy chain. There is indeed, in this case, a small ramp, so that this process takes place as gently as possible, but still has to negotiate a projecting edge. There are also the coefficients of friction acting on the energy chains. The tubes are made of untreated steel, and the surface is rough. Dust settles on it. When extending, enormous push-pull forces occur especially on the first two meters and particularly at the fixed end, which are absorbed by the tongue and groove of the "E4.1" chain.

Successful driving through the winding Danish roads

Conclusion: The filling and the long travel in a confined space make high demands on the energy chains, which are completely covered with cables. The meticulous designing during the run-up was worth it. The first trip of the flatbed semitrailer concluded without any problems. A Danish heavy transport specialist now transported 55 m long rotor blades from the factory to the port, from where the blades were shipped. Bends and roundabouts were no major challenges for the vehicle. "In my view, there is no economic and/or technical alternative to the energy supply system in this vehicle," summarizes Chief Designer Herbert Swoboda. "Our space availability is more than limited. For us, every single millimeter counts. Nonetheless the holding times should be right, as failure leads to very expensive repairs. And it has to be avoided in any case."

ABOUT IGUS:

igus GmbH is a leading international manufacturer of energy chain systems and polymer plain bearings. The family-run company based in Cologne is represented in 35 countries and employs approximately 3 180 people worldwide. In 2016, igus generated a turnover of 592 million euros with motion plastics, plastic components for moving applications. igus operates the largest test laboratories and factories in its sector to offer customers quick turnaround times on innovative products and solutions tailored to their needs. 

implemented with a single energy chain," explains Herbert Swoboda. "Therefore, two energy chains run side by side with different travel lengths."

The longer energy supply line is responsible for the first two strokes, thus two expansion lengths. The shorter energy supply line takes over the last stroke, and also lies in a trough. The respective travel is 14 000 mm and 7 000 mm. The radius is the same in both cases, with 150 mm. The modification of the transporter's length is done using pneumatic locks with bolts. "The operation takes place invisibly in the tube and completely automatically," says Swoboda.

"For this reason we need to rely on the functioning and stability of the energy chain under all circumstances." A further complication is that other forces may act on the energy supply system. "A tube can, for example, buckle while pulling put, so that the chain has to withstand jerky movements in the short term." In addition, the high temperature fluctuations in the tube - from -25°C to +50°C depending on the season - also play a role.

The telescope moves under the energy chain

Normally in energy supply lines, the upper run runs on the lower run. It is reversed in this application. The top connection point is the fixed end and therefore rigid. The bottom connection point is the moving end and therefore



Kamaz Dominates the 2017 Silk Way Rally

It was tough competition in the Silk Way Rally one of the most demanding races in the world that has a stretch through the Gobi Desert.

The 7th edition of the famous Silk Way Rally raid that took participants across Russia, Kazakhstan and China over two weeks kicked off in early July. The 2017 Silk Way Rally promised a fierce fight between the four Team Kamaz-Master trucks and their principle rivals from Team Iveco De Rooy, Mammoet Riwald, MAZ and Tatra. KAMAZ Group of Companies is the largest automobile corporation in the Russian Federation and is one of the world's top 20 heavy duty truck producers.

Experience Pays

Once again, the experience and team work of the men

from Tatarstan, Team Kamaz, proved decisive at the end of the 10,000kms leading to Xi'an. Patient in Russia and Kazakhstan, the blue armada held back until crossing the border into China. The only one able to carry on the fight was the Czech Martin Kolomy (Tatra Phoenix n°311) who finally let go in the Gobi Desert. And it was there, in the heart of the cathedral dunes, that Sotnikov, Shibalov and Mardeev let rip to share the spoils and taking the top three spots in the Rally.

Keeping a cool head all the way to the finish in his 100% new Kamaz, equipped with a 'small'





13.5 litre Cummins engine, Dmitry Sotnikov fought off the attacks of the young and talented Anton Shibalov to take his second Silk Way win. "I can't remember such a tough race," commented Sotnikov, "We had to fight for each second and every day the battle became more intense. I am happy that Anton Shibalov kept up the pressure because it really bought out the best in us. Unfortunately, there can only be one winner. Anton could very well have won the race, as the gap between us was tiny and shows the degree of competition at this level of racing."

Iveco Challenges

Three Iveco trucks - two Powerstars and one Trakker participated the Silk Way Rally, one of the greatest competitions in the world of rally raids with 14 stages covering almost 10,000 km from Moscow to Xi'An in China. Team PETRONAS De Rooy IVECO finished the rally with a 4th place.


Artur Ardavichus finished the 13th leg from Alashan Youqi to Zhongwei in his #310 IVECO Powerstar in 6th position, conquering 4th place in the Silk Way Rally overall.

Dutchmen Ton Van Genugten and Gerard De Rooy crossed the finish line with their IVECO trucks in 8th and 12th place of the partial classification of SS13.



Putin Congratulates Russians

The President of Russia Vladimir Putin congratulated KAMAZ-master team on their win on 2017 Silk Way Rally and mentioned the high level of race organization, emphasizing the meaning of the project to the strengthening of people relations.

"Dear friends!" President Putin wrote, "I sincerely congratulate you on the triumph victory on 2017 Silk Way Rally. You once again performed your champion spirit and gained all prize places on the honour podium. Your success proved the unbeatable capacity of national automobile brand - KAMAZ. I would like to emphasize the excellent work of race organizers. I am sure that such great projects promote the development of international humanitarian cooperation, the strengthening of friendship and mutual understanding between people. I wish you new achievements and great victories!" 





DUROMAC is Bringing out the Giant Vacuum Cleaner

Known for their road-sweepers, Duromac has added a new type of truck to their portfolio that addresses the needs to clean up large amounts of loose material.



DUROMAC (M) SDN BHD was incorporated on the 2nd of February 1996 to cater for the growing needs of institutional, industrial and municipal cleaning markets. DUROMAC markets machines and vehicles manufactured by world-reputed companies and are sold with related Operator Training, Warranties and comprehensive lifespan support packages. They continue to add new product lines and services to meet the growing market demands. The company operates from its own buildings in Kuala Lumpur and Penang, comprising 3S (Sales, Services & Spare Parts) facilities, including refurbishment services.

History of Innovation

Duromac looks back at a long history of “firsts” and they just did it again. When the company started, they were the first in Asia to mount Bucher road sweeping equipment onto a local chassis. Meanwhile, In April 2014, DUROMAC launched its 100th unit road sweeper mounted on local chassis. Recently, the company partnered with Swedish brand Disab to assemble and deliver the first vacuum truck.

Specific Application

Think of it as a giant vacuum cleaner mounted on a truck and you have the highly specific application that

Duromac is offering. A huger suction device is mounted on the back of the truck and a hose can either be connected to a permanent piping system or to a flexible hose of up to 100 meters length. With that, concrete factories, flour mills or mining operations can be cleaned up.

The holding capacity of the truck is ten cubic meters with a total capacity of sucking up some 22 tons per hour. In the case of their first client, some four UD trucks are placed in three different cement plants. Here, the trucks recover cement that is spilled in the daily operation. This way, the plant operator recovers valuable raw material. Given that this machinery is recovering tons of raw material each day, the investment is paying dividends quickly. Recovered materials can later be re-introduced to the production and thereby increasing profitability.

Local Assembly

If you need one of these, it will take some six to eight months to receive the DISAB machinery and another to mount it on the chassis in the Duromac factory. Duromac is able to mount this equipment on any truck specified by the client. The local assembly not only saves time, but also reduces cost by some 30 percent. Technically speaking, the vacuum unit is built over the chassis while the Swedish parent would also offer variants whereby the vacuum unit is onto the chassis, thus encapsulating it.

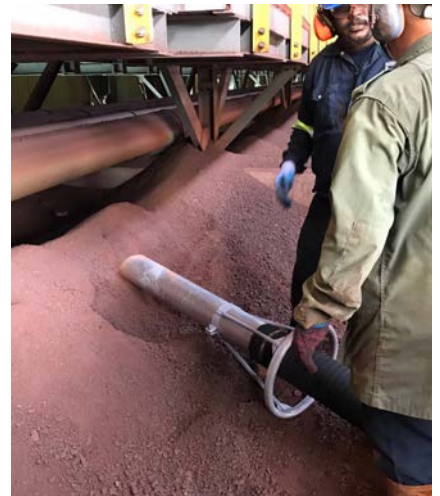
Outstanding Performance

Unlike other such machines, the DISAB vacuum unit is able to handle wet and

dry content. This allows for a highly effective use even in environments such as bauxite transport where roads might need cleaning up. Modified as a road cleaner, this unit can recover fine dust from streets as well.

Duromac recommends monthly preventive maintenance and extensive training for the operator. The first is required as units such as those in cement plants are subject to a lot of very fine dust and the latter is needed to ensure the safe and effective operation of the vehicle, given that all controls are wireless remote controlled. Powered by a Perkins engine, the vacuum unit can be used without the truck engine's support.

Initial feedback from clients has seen remarkable praise as the DISAB vacuum unit is the first that hasn't failed after commissioning but continuously outperforms the expectations in terms of durability and handling.



Duromac offers a one year / 1 000 hour operation warranty on this unit and is also able to provide a different version that would comply with ATEX regulations for use in workspaces with explosive atmospheres which can be caused by flammable gases, mists or vapours or by combustible dusts. **F**

DISAB at a Glance

Keeping dust and spillages under control in any industrial site is a major task, especially when it comes to maintaining and achieving high standards of H&S and environmental performance.

This is the rationale behind the DISAB Group. For over 35 years, the Group has designed and manufactured market-leading industrial applications using vacuum-based technology, creating innovative and highly efficient solutions for all types of industries throughout Europe.

The DISAB Group's own development is based on creating long term relationships, encouraging professional curiosity and striving to make constant improvements. This has resulted in an enviable list of customers that are happy to share and collaborate with their own staff.

The DISAB Group has grown organically as well as through mergers and acquisitions. Today they are a European-wide organization that is genuinely customer-focused and ready for the future.



Panus Assembly Ready for International Challenge

In Thailand, the name Panus is synonymous with high quality trailers. After decades of success in the home market, the brand is now ready to tackle international markets. In an exclusive interview with Asian Trucker we learn how the company is planning to penetrate other countries.

Located just a good 90 minutes drive south of Bangkok, Panus Assembly sits proudly on a big piece of land, which is currently seeing a lot of action as the company gears up for their next phase of expansion. The factory is 50km away from Laemchabang port which also serves as their point of export. Looking back at 46 years of history, growth and expansion in both, domestic and international markets is now a must in the eyes of the management. Panus was established over four decades ago by a group of technological entrepreneurs in Panus Nikom district, Chonburi, about 100km from Bangkok. The company's initial aim was to manufacture high quality transport equipment such as truck bodies and trailers and to provide associated quality services. They now intend to be around for another 50 years and more, commanding the highest and good market share in several segments. Being able to meet the need of the market with their capacity and capability to build products that last, Panus Assembly has made it to number 1 in Thailand. Hard work and innovation have put the company on top. Asian Trucker met with Ron Gysberts, International Marketing and Sales Director, Panus Assembly Co Ltd to find out more about how the company built its reputation and how it is planning to move forward.



Panus Watanachai,
Chief Executive, Panus
Assembly Co Ltd

Second Generation Leadership

Mr. Panus Watanachai
Chief Executive, Panus Assembly Co Ltd

- Bachelor Degree in Business / Economics (Loyola Marymount University, California, USA)
- Bachelor Degree in Marketing (Marymount College, California, USA)
- Modern Management Program (Chulalongkorn University)
- Management Program (Management and Psychology Institute)
- Diploma of High School Graduation (Southwestern Academy, California, USA)





Expansion a Must

When asked why Panus Assembly is stressing the need for expansion in these challenging times, Gysberts explains “Expansion for any business is a must. If you’re not growing or planning to grow, you can stagnate, become irrelevant, and can lose your business to the competition, you can get passed by very quickly in this industry. Plus, the transport industry and market is such a dynamic and changing arena that you must keep pace with, and this is done through innovation.” He also says that, market readiness, quality products that can give the operator a good return on investment, and being a solution provider, giving their customers good value, and good logistic solutions, are prerequisites that are all in place at Panus Assembly as the company is aiming to grow the business.

Organisations can grow in three ways, organically, by acquisition, and one can also look for good strategic partners. “We have done all three; we have such a good and strong reputation in the Thailand domestic market

and have grown our market share in a down market. The only other way for us to grow is branch out and find new markets,” he elaborates. Panus Assembly has made acquisitions and formed strong partnerships and joint ventures with suppliers, and this gives them the opportunity to remain relevant, and grow the business, but more they have the capability and capacity to meet the needs of customers.

Dedicated Team

Recognising that different markets require different products and different strategies, there are obvious things like language and culture, but also some countries have different rules for supply. Panus Assembly’s management feel it is best to be able to focus on both domestic and international customer requirements individually. Therefore, the company has separate business departments to handle these markets. However, the team handling international markets works closely with the domestic team as there are certain synergies that work for both areas. “The domestic sales team understands the Thai market precisely, the language and culture and are very much tuned in with what the customer’s needs and wants are, and understand the type of equipment, pricing, and specification. The same can be said for the international markets, we understand the requirements, country certification, and have a great deal of experience built up over a number of years, so we get it,” says Gysberts.

The international team deals with everything outside of Thailand. In that small team, English is the spoken language, however, there are also several experienced personnel that can speak other languages and deal with every enquiry that is received. “We now have 1 000 employees, 25 758 square meter building area and 52 acres land area.”



Motivated from Within

Being a privately-owned company, founded some 46 years ago by the current CEO's father, family values hold true. However, a strong, committed and focussed board, and an entrepreneurial CEO, vibrant, passionate management and strong sales and customer focus, makes for an environment of success. "That said, it is much more than that: the back end of the business is focussed on problem solving, engineering and after sales. Like a well-oiled machine, it works, it is capable of developing solutions across a broad range of products which are the problem solvers for our customers and drives the development of new products."

Becoming Number One

Being very closely involved with suppliers, Panus Assembly can quickly adapt and introduce new offerings from them. Also, the sales teams are tuned into what customers' needs are. "We are continually improving our products in line with market trends, and we are always looking for continuous improvement internally. Therefore, our experience in the industry along with our team of engineers allows us to be constantly innovating." For example, Panus Assembly has solutions that offer the operator help to understand how much weight he is carrying or offer GPS tracking, lightweight high tensile steels that offer reduced tare weight and versatile products that offer efficient loading and unloading, and many more.

Recently, The National Science and Technology Development Agency (NSTDA) and Panus Assembly Company Limited have jointly organized the "Panus Thailand Log Tech Award 2017" to select the top Small to Medium Enterprises (SME'S) in logistics innovation. Businesses will have the opportunity to pitch their ideas, and winners will be able to partner with large corporations in need of logistics innovation in an open format. The competition will be divided into category for logistics related businesses and a category for students. Winners will receive prize money, honours and a trip to attend a logistics fair in Germany.

This is one of the innovations thought out by Panus Assembly to identify new innovations, but importantly give young people the opportunity to develop and bring new ideas into the market. This has triple benefits of helping create new innovations, giving people with fresh ideas an opportunity or an avenue to develop new products, and get them to market.

Market Dominance

In the Thai Domestic market, Panus Assembly is the market leader in many of the segments. This is up from about 39 percent over the last few years, they have 89 percent. In addition, strong offerings can be found in tipper and dump, low bed, rigid van and curtain side products. In international markets, like the domestic market, competition is extremely tough, and many view the company as a young entrant. "The numbers may not be in yet, however, we suggest you watch this space as we are quietly working in the background, developing new and innovative products that I think will excite the market". This, in Gysberts' opinion, will elevate Panus



Assembly as a player in the segments they compete in and flag their intentions of not being a small player, but a major supplier.

Where Next

Gysberts lays out the immediate plan. "We are expanding into the AEC, Asian + 6 region as Thailand is well placed strategically to take advantage of this. Also, in terms of after sales service it is an area we can easily manage. Thailand has such a strong manufacturing base and gaining world recognition as an automotive manufacturing hub and is often referred to as the "Detroit of the East". We see particular opportunity in Malaysian and Singaporean markets, however, we are exporting our products globally."




Primarily exporting into Myanmar, Laos, Vietnam, Cambodia and Australia Panus Assembly is also producing products for European markets. "With all of these markets, customer requirements mean we build to each country's legal requirements and design regulations, which is a challenge, although, once we have entered that particular market, we then have the experience of certain countries certification and design rules, which then allows us to reverse engineer innovative products for use in our domestic and other markets.

Increased Capacity

"Our capacity is continually reviewed on an as need basis but very much in a futuristic sense, so we are planning in many cases 5 – 10 years out as you can't just increase dramatically overnight." Whilst one can adjust build rates with a fair amount of flexibility, Panus Assembly is planning

for a new factory to become operational later next year which will have the flexibility to increase capacity greatly. Currently, the build capacity is for 300 trailing units per month whereas this figure does not include tipper and dump, curtain side, car carriers, vans or low beds and other products such as Bunded Fuel storage tanks, Ground Support Equipment, and a host of military equipment. The latter items are built in different areas spread out over the 52 acres of land that the current factory occupies.

"We have capacity to build over 4,500 units of trailing equipment now and with the new factory, will be able to offer a substantial increase. In total, current capacity is over 5,000 pieces of equipment annually." Gysberts closed by saying that "With excellent quality product and a redesigned new factory layout, we are confident PANUS will come out stronger!" 

Light, Robust and Extremely Resilient

LAMILUX composites ensure low weight for commercial vehicle trailers.



LAMILUX is the leading European manufacturer of high-tech sheeting made of carbon- and glass-fibre-reinforced composites (GRP). Produced in a continuous, industrial-scale flat sheet process, these lightweight construction materials are optimally stable, yet very lightweight. LAMILUX delivers production reliability, a wide variety of application types and consistently high quality to its clients in commercial vehicle, refrigerated semi-trailer and cold room construction and numerous other industrial sectors.

Fibre-reinforced composites are incorporated into buses and commercial vehicles as face sheets in roofing, flooring and side walls. These materials provide major advantages over conventional materials such as aluminium and sheet steel thanks to their low weight, strength and durability. Fibre-reinforced plastics are also extremely non-corrosive, weatherproof and UV resistant, all of which ensures a long-lasting, attractive appearance. Their optimum quality, certified on numerous occasions, and their material properties optimally catering to many different applications have helped to maintain the company's leading position on the international market for fibre-reinforced composites.

Certified products with quality guarantee

Issued by the German TÜV Süd testing institute, LAMILUX test method certification attests to the high-quality in LAMILUX GRPs, which are specifically tested for each

application. LAMILUX asked TÜV Süd to appraise and inspect most of its laboratory and testing facilities to guarantee consistently high, flawless quality at all times. When the extensive, detailed certification process was complete, the TÜV specialists had evaluated 17 analysis, measurement and test methods regarding their benefit and validity for quality assurance and product development. This now allows LAMILUX to reliably ensure the quality of its end products using a wide range of tests. The specialist in fibre-reinforced composites analyses its products, subjecting them to mechanical, chemical and climatic tests in its state-of-the-art laboratories.

Lightweight, yet resistant to hail and stone impact

One of LAMILUX GRP's greatest advantages is undoubtedly its extreme resistance to hail and impacts. Thanks to its high material stiffness and an incredibly low tendency to deform, this material offers a major benefit, particularly when used in roofs and exterior walls on trailers. Hailstones leave permanent, visible dents in roofs and side walls made of materials such as aluminium or even competitor GRPs, but LAMILUX fibre-reinforced composite sheeting usually survives such storms unscathed.

Using fibre-reinforced composites can also substantially reduce a vehicle's tare or laden weight. Using GRP can reduce weight in structures by 40 percent compared to steel and 15 percent compared to aluminium. What's

more, construction elements in roofs and side walls are able to feature a slimmer design as fibre-reinforced composites produce a strong reinforcing effect. The reduction in weight produces a direct benefit for truck operators thanks to a higher load capacity, ensuring a greater payload and thus lower transport costs and fuel consumption.

Optimise food refrigeration chains

A comprehensive, temperature-controlled system is required to protect fresh and frozen food from spoiling throughout the food refrigeration chain – from production and processing to transport and sales. LAMILUX Composites are used in elements such as face sheets on walls in refrigerated truck bodies during all stages of the processing and refrigeration chain.

One of the key advantages that GRP brings to the food industry is its sealed, pore-free, easy-to-clean surfaces. It also guarantees maximum hygiene in compliance with national and international hygiene regulations. Test certificates also attest to the food-safe quality of composite

materials while their effective thermal insulation values and low thermal expansion ensure safe use in the food refrigeration process. Used as a sandwich structure filled with a foam layer, fibre-reinforced composites display excellent insulating properties: a wall panel almost 60 millimetres thick has the same insulating properties as a hollow brick wall 400 millimetres thick.

About LAMILUX Composites GmbH

LAMILUX Composites GmbH has been producing fibre-reinforced composites for almost 60 years. This medium-sized company is the market leader in Europe, thanks to its large production capacity, wide product range and technologically outstanding continuous manufacturing process. LAMILUX supplies customers around the globe in a wide range of sectors, such as the construction industry, the automotive and recreational vehicle industries, refrigerated storeroom and cell construction and many other industrial sectors. In 2016, LAMILUX and its 850 employees achieved a turnover of 230 million Euros. The family-run company's registered office is in Rehau, Bavaria. **F**

A brief look at a few LAMILUX products:

- For interiors: LAMILUX High Impact features the same impact resistance and surface finish as coated metal facings, such as aluminium, while also displaying the mouldability and low heat transmission rate found in thermoplastic materials. Its high resistance to UV light, weathering and corrosion and its rigidity, stability and low specific mass per unit area are typical of thermosetting polymers.
- For exterior use on vehicle roofs and side walls: LAMILUX Woven Roving Plus Gelcoat is particularly suitable for such uses as it guarantees excellent UV light and weathering stability and a long-lasting gloss finish thanks to its gelcoat seal. LAMILUX HG 4000 enjoys great popularity as an extremely robust, customisable material for external cladding.
- For floors: LAMILUX Anti Slip provides anti-slip protection and soundproofing.
- For hygiene and refrigeration: LAMILUX AntiBac is an all-rounder material used for sterile surfaces in structures such as refrigerated truck bodies. A silver nanoparticle coating produces an anti-microbial effect on the surface of this fibre-reinforced composite, killing off any germs present within a few hours.



LAMILUX fibre-reinforced composites are found in roofing, side walls and flooring in buses and truck bodies in the commercial vehicle sector



Driving like a F1 Driver

The ground-breaking development of BPW's ECO Hub system has had a major effect on running gear technology.

With over two million models sold, the ECO Hub offers numerous low maintenance features. The latest development of this world-leading hub system is ECO Plus 3.

ECO Plus 3 is based on the successful ECO Hub system with design features that include DIN ISO tapered roller bearings. These can be readily inspected, regreased and repacked, are globally available and can, if required, be replaced easily and inexpensively without having to fit a complete new hub.

To ensure correct fitment, the hub is designed with an integrated torque limiting hub nut. This single threaded

nut follows the Formula 1 principle with the nut acting as a puller. It allows simple removal of the entire wheel and hub, including the brake drum and bearings, without having to remove the wheel. Brake servicing/ maintenance times are therefore considerably reduced.

The new circumferential hub design, with open spokes, provides improved thermal management for the bearings and lubricant whilst the new grease seal offers optimum protection and performance.

Like its predecessor, ECO Plus 3 is designed specifically for the high duty cycles of modern transport operation. It's a robust, reliable system designed for a long service life.

Renowned durability and performance

Features


- Proven hub bearing technology
- Standard DIN taper roller bearings
- Optimised hub thermal management
- Available with drum and disc

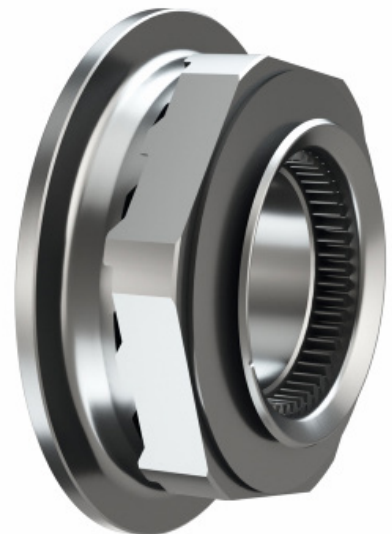
Benefits

- Central nut with integrated hub puller
- Service friendly
- ECO seal - optimum protection and performance



- Maintenance free, enclosed bearing system
- Quick maintenance according to Formula 1 principle via the central axle nut
- Automatically adjusted bearing clearance by means of central screw connection with integrated torque limiter
- Easy lubrication of bearings by grease cartridge
- Available worldwide: DIN-ISO taper roller bearings

- Automatically adjusted bearing clearance by means of central screw connection with integrated torque limiter
- Easy removal throughout the entire life cycle by means of graded stepped bearings
- No pulling device is required 



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

Hengst offers this new modular system to the Asian market



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

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

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

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

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

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

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

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

About Hengst Filtration

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



Blue.maxx 450 with filterinsert.
Max flowrate 750l/h




DAF Delivers 500th Truck in Jordan

(Eindhoven, Netherlands /Amman, Jordan) Eindhoven-based truck manufacturer DAF has delivered its 500th truck to Jordan. Considering its very recent entry into the Jordanian market in 2014, this is much more than just a milestone. The delivery of a DAF CF85 4x2 Euro3 tractor is indicative of the strong position of DAF Trucks in Jordan, where the Dutch manufacturer now leads the market with a market share of over 25%. The 500th truck delivered is part of an order of 50 trucks for Euro Shipping Services (ESS) in Amman. ESS is a large intermodal haulier that specialises in shipping, freight forwarding, container cargo, general cargo, air freight and warehousing.

With the 50 new DAF vehicles, ESS aims to capitalise on the growing demand for transport in Jordan. Commenting on the decision to opt for the CF85, ESS-owners Issam Sacca and Mahmoud Omran stated: "The DAFs are extremely fuel efficient, which is one reason why they have an incredibly favourable Total Cost of Ownership. In terms of safety, reliability and robustness, the DAF CF is without doubt the truck that we want to add to our fleet of 90

vehicles. We have great faith in the after sales support and the extra services provided by the local DAF dealer, Manaseer."

For 'rough terrain' regions like the Middle East, DAF equips its trucks with – among other components – a heavy duty driveline, a reinforced wheel housing, an oversized cooling system and a specially adapted air intake.

"The driving conditions in countries like Jordan can be very demanding - and so we adjust our trucks accordingly", says Michiel Kuijs, Managing Director Sales Operations. "We offer the same DAF experience to every operator no matter where he is in the world: maximum uptime and low maintenance costs at the lowest possible total cost of ownership. It's not without reason that we have become the market leader in Jordan within four years. The 16-tonne and heavier truck market is around 600 vehicles and DAF already has gained a market share of more than 25%." 





FAW

FAW Jiefang to Produce New Energy Truck

(Qingdao, China) China FAW Group Corporation and Qingdao Municipal Government signed an agreement on new energy commercial vehicle project at Qingdao on August 30, 2017. FAW Jiefang New Energy Commercial Vehicle project will be established at Qingdao Automobile Industrial New Town.

With a total investment of 1 billion RMB, the new energy commercial truck plant will mainly produce electric trucks and intercity logistic trucks. The annual output of the

plant will be 40,000 units, and the output value can reach 10 billion yuan (RMB) after production. This project will fuel the growth of associated industries and enterprises.

FAW Group is a leading global manufacturer of quality passenger cars, trucks, and buses. Established in 1953, the company is China's oldest and largest automotive group. Annual sales exceed three million units. **F**



Why Autonomous Systems are Hotter Than Autonomous Vehicles

(Singapore) From mass production, to customised solutions such as mining projects in Australia and platooning in Singapore, Scania recognises automisation goes much further than self-driving trucks. As Tom Nyström, Expert Engineer, says "this is about customers increasing efficiency in their daily operations." Nyström explains that systems such as Scania site optimisation are already effective around the world. These systems can be helped by logistics and dispatch support, Scania's Intelligent Control Environment (otherwise known as ICE). This means that the customer's transport can be followed and monitored real-time. It is also possible to offer self-driving solutions or an Autonomous Transport Solution (ATS).

"It's the system that's key, not the individual vehicle," Nyström states. It's important to remember that these are modular systems allowing ATS solutions to be tailored to a range of areas including mining, port operations and public transport. Additionally, Scania is no-longer defined only by the delivery of high-class vehicles, but instead by its involvement in the whole mobility ecosystem. As the company makes this transition to a mobility provider it increasingly embraces connectivity with 5G and its



partnership with Ericsson. ATS also helps Scania to reinforce its sustainability commitment. Scania's Autonomous Transport Solutions offer increased efficiency, reduced fuel and further elimination of waste. **F**

World Rallycross Champion Ekström takes over New MAN TGX D38

(Munich) The latest vehicle type in Mattias Ekström's World Rallycross Championship Team is not quite as low-slung and close to the action as the reigning champion's Audi S1 EKS RX Quattro. Nevertheless, it earned an enthusiastic thumbs-up from him at the official pick-up from the MAN Truck Forum in Munich. That comes as no surprise. After all, the polar-white MAN TGX semi-trailer tractor, along with its 580hp-strong D38 straight-six engine, embody top performance at maximum efficiency. This combination should appeal to both sides of Ekström, as competitive racing driver as well as efficient team owner.

The D38 is a powerful Euro 6 engine with a displacement of 15.2 litres and a full torque value of 2,900 newton metres. The two-stage turbocharging already supplies 930 revolutions per minute. The MAN TipMatic twelve-speed gearbox, ideally fine-tuned for the D38, takes this power directly onto the asphalt. The EKS TGX has the Efficient-Cruise GPS-supported cruise control system, which registers the topographical driving route up to three kilometres in



advance and adjusts accordingly. Another technical feature is the innovative EfficientRoll function, which makes it possible to control rolling movement intelligently and proactively via GPS, minimising consumption even further.

Ekström became champion of the DTM (German Touring Car Masters) twice with Audi and has entered the FIA World Rallycross Championship in parallel with the team he founded, EKS, since 2014. This brought the 39-year-old Swede back to his motorsport roots. He grew up with the RX series; his father Bengt Ekström drove in the European Rallycross Championship in the 1980s and 90s. In 2016, Mattias Ekström and EKS confidently secured the titles of both the drivers' and teams' world championships. **F**

Tata Motors strengthens presence in Philippines

(Manila) Tata Motors, India's largest commercial vehicle manufacturer and among the top ten globally, has launched a range of commercial vehicles in Philippines. The company is making

headway in the Philippines market through a distribution agreement with local partners Pilipinas Taj

Autogroup, Inc., an important business conglomerate engaged in the local distribution of motor vehicles. Through this partnership, Tata Motors will commence the supply of its commercial vehicle brands – the Tata Prima Range of Tractor Trailers and Tippers, the LPT range of Light, Medium and Heavy Trucks, SFC 407, and the Mini Trucks range of Ace and Super Ace.

In addition to the Philippines, Tata Motors commercial vehicles are present across several South-East Asian markets including Malaysia, Vietnam, Indonesia, and Thailand with manufacturing facilities in Vietnam, Thailand and Malaysia. Commenting on the occasion, Mr. Rudrarup Maitra, Head (International Business), Commercial Vehicles, Tata Motors said, "Philippines is one of our key markets in South-East Asia and we are delighted to be a part of one of the fastest growing ASEAN nations. With years of experience in the commercial vehicle business, we at Tata Motors have analysed and understood our customers well and are dedicated to providing them with best-in-class products and services. We are confident that through our trusted



partnership with Pilipinas Taj Autogroup, Inc., we will be successful in establishing a long-term relationship with our customers."

Mr. Jon Fernandez, Jr., President of Pilipinas Taj Autogroup, Inc., said, "We, at Pilipinas Taj Autogroup, Inc., are proud to partner with Tata Motors to offer customers with sturdy and reliable vehicles. We are looking forward to this new opportunity and are committed to catering to the commercial vehicle market with India's largest and most trusted automobile brand here in the Philippines. We will closely work with Tata Motors to ensure customers here get the finest vehicles and services, that not only match their requirements but also their business needs."

Tata Motors entered the Philippines market in 2014 with cars and small commercial vehicles. The low cost of ownership and availability of diesel vehicles appealed to this market. **F**



Forgotten in the Background

Usually speaking about the truckers and their woes, Stefan Pertz nips behind the curtain to engage with those who normally don't get much recognition.

Typically, when we speak about the trucking and transportation industry, we think of the truck drivers (usually, they don't get good reviews from the general public) or owners of successful transport companies, like Eddie Stobart or Lindsay Fox. However, this time I want to speak about the folks that make all things transport work in the first place.

Grease Monkeys

There is the mechanic. Often referred to as a 'grease monkey'. And you wonder why nobody wants to take up this profession? Every transportation company has a few of these around to ensure that the trucks run and the promise of a timely delivery is kept. Given that they have swapped the ring spanner for the PC some time ago, maybe we need to find a new moniker for them?

We can call them nerds, pouring over the idea of reducing the weight of a truck by a few kilograms, but without vehicle designers and engineers, there wouldn't be any of the sexy beasts on the road. The industry would still be stuck with gas guzzling clunky blocks of metal barrelling down the highway. In a movie, it is the actors that are in the limelight, but it is the directors of the picture that bring the script to life. We honour the 'Truck of the Year', but shouldn't we put the designers onto the red carpets for once?

Rigging the Road?

And when was the last time you gave the tow truck driver a smile? Although trucks are well designed and built, every now and then a vehicle does break down. Fact of life. It is then, on a Sunday, when it is really nice of someone else to leave the family dinner to give a stranded trucker a hand. I personally wonder how much truth is in these stories that tow truck drivers rig the roads in order to cause accidents just so they can make a few more bucks by helping.

And what about the people who work 24/7 in petrol stations? (Shouldn't they also be called Diesel Stations?)? They are there for you any time of the day to re-fuel. Do you even know the name

of the guy that fills your truck? Besides, many stations have great coffee! When was the last time we had a "Station Attendant of the Year Award"?

Making Your Journey Safe

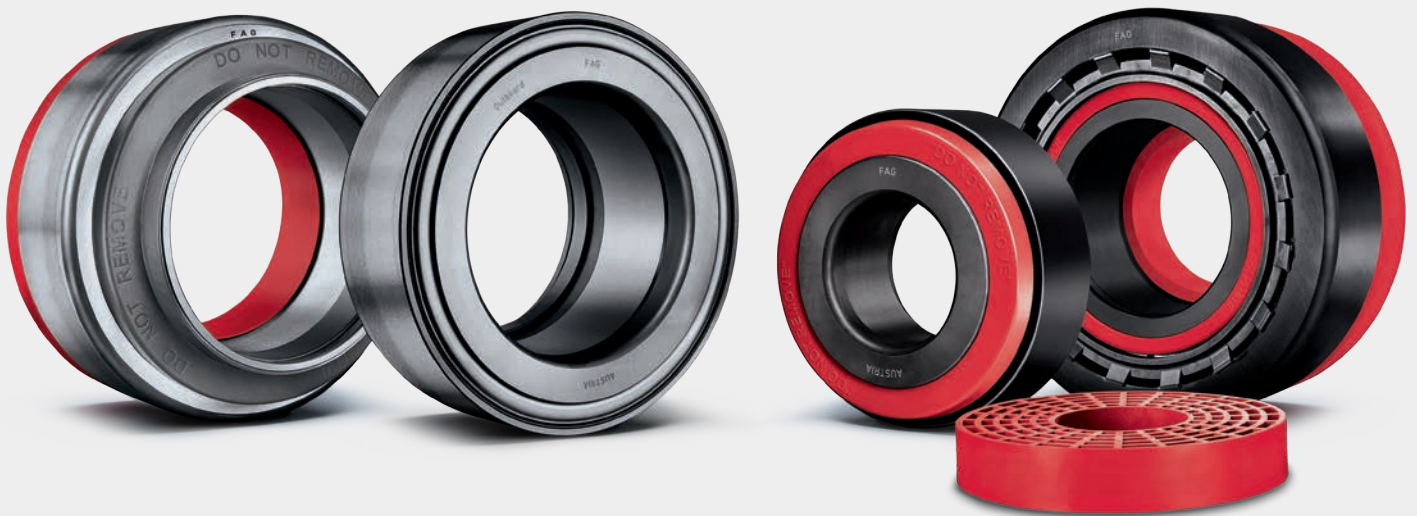
And there it is: The construction site with a lane closure. And oh! How we despise that fella in his orange vest that slows us down. He does. But only for a short while as he is patching up a pothole or replacing a mangled-up crash barrier so that the next unfortunate accident will not be as severe. Give them a round of applause as they generally make your journey a safe one, a pleasurable one where there are no bumps in the road.

Lastly, let's give credit to all those who assemble trucks. Making sure that all the screws are tight, the pipes don't leak and you get your truck on time. They are under as much pressure to deliver on time as is the truck driver. When you visit an assembly line, you learn about tact times. Fortunately, I don't have to churn out words at a pre-defined pace as they have to finish a truck within a specific number of minutes or seconds. And there are probably more such workers around than we care to imagine.

Unsung Heroes

I would apologize as I surely didn't name all the ones that are involved in our industry. However, here, let's stop for a moment and think of all the unsung heroes that make the wheels turn, having a hand in ensuring we have all the goods in the stores that make our lives so much better. **F**

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