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**Electromobility Charging the Future
UD Trucks Launches All-New Quon
Update from Scania's CEOs**




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Leveraging Public-Private Partnerships and Next-Generation Charging Infrastructure to Accelerate E-Mobility

Regional Government, OEMs, Infrastructure, Power & Utility Speakers Include:



Dr. Mohd Azman Zainal Abidin
CEO,
Malaysian Green Technology Corporation (Ministry of Energy and Green Technology)



Pang Mei Yee
Vice President, Innovation, Solutions Delivery and Service Management, APAC,
DHL



Alex Mastrovito
Head of Sustainable Transport,
Scania



Rommel Juan
President,
Electric Vehicles Association of the Philippines (EVAP)

WHY ATTEND?



Obtain **critical market intelligence** on how electric mobility is being implemented in SEA so you can plan your business strategy



Network and find value-chain partners in the EV ecosystem to establish successful private-public partnerships



Find out which type of EVs are considered **feasible** for the SEA market



Hear how **infrastructure and utility players** are heavily investing into the electric mobility market



Learn **best practices and lessons** from existing pilot projects

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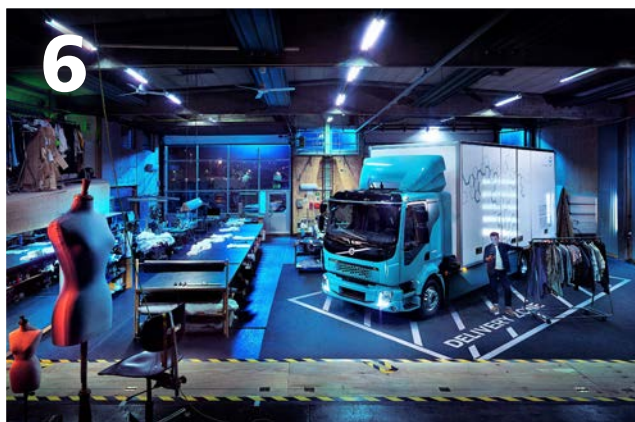
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The Drivers **ASIAN TRUCKER**

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EDITORIAL

EDITOR-IN-CHIEF Floyd Cowan
CONTRIBUTORS Stefan Pertz
Farezza Hanum Rashid
Carol Yeoh

GRAPHIC DESIGNER Tony
PHOTOGRAPHERS Floyd Cowan
Farezza Hanum Rashid
Carol Yeoh

ADVERTISING & MARKETING SINGAPORE

Floyd Cowan
Floyd@asiantrucker.com

Stefan Pertz
Stefan@asiantrucker.com

MALAYSIA

Nicole Fong
Nicole@asiantrucker.com

THAILAND

Songyot Kamontavikun
Songyot@asiantrucker.com

WEBSITE

Stefan Pertz
Stefan@asiantrucker.com

CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION
info@asiantrucker.com

WEBSITE and E-NEWSLETTER
www.asiantrucker.com

ON THE COVER

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MALAYSIA (HQ) ASIAN TRUCKER MEDIA SDN BHD

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia
Tel: +60 12 207 5528, Email: nicole@asiantrucker.com

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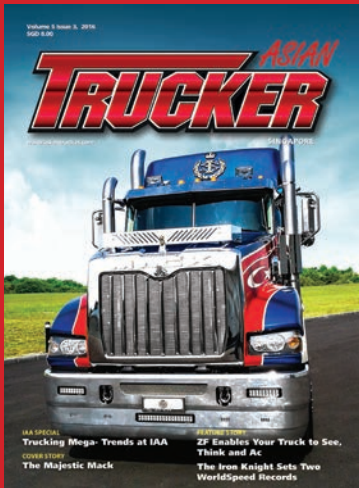
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Electromobility Hits the Road

Batteries and electricity are now viable options for powering Commercial Vehicles after having a seat in the back for a long time.

While the concept of electrically powered vehicles has long been popular there have been too many constraints to make them viable in all situations. Electrically powered vehicles are not a new idea. Many cities had electric trolleybuses and trams from the late 1800s with the first one dating back to 1882 in Germany. According to Wikipedia 'more than 800 trolleybus systems have existed, but not more than about 400 concurrently'. Now about 300 cities around the world have such systems. Most of the cities in North America that had them dismantled them. I do not know why.

Battery Improvements

Since Italian physicist Alessandro Volta invented the first true battery in 1800 there has been constant improvement. Not until recently, however, was it thought that battery power was viable for heavy commercial vehicles. Batteries were too big and cumbersome and didn't hold a charge long enough to serve a truck's needs. For heavy duty trucks the number of batteries needed to provide power reduce the truck's capacity to carry cargo. Makes them economically unviable. Diesel is cheap, and the engines are powerful. Why change what works best?

What was needed to really push developments forward were the social desire for change or a compelling economic reason. Fossil fuels were recognized as one of the bad guys polluting planet earth. Something had to be done. Fossil fuels will eventually run out, though exactly when has always been open to debate. With two strikes against fossil fuels – polluting and unsustainable – alternatives are needed.

Congested Cities

As cities become more congested solutions are required to solve traffic problems and noise pollution. More and more people see electromobility as part of the solution. For some, it is the only solution. Electric vehicles are quieter, and they can be used throughout the day and night. And, of course, they are non-polluting.

With the will, the way and the how began to emerge. Smaller stronger batteries that would hold their charge longer are constantly being improved

on. Lighter materials and the development of super fast charging are moving electromobility forward.

In this issue we look at electromobility and how some of the OEMs are approaching the opportunity.

Electric Vehicle Summit

If you are interested in the topic you might want to attend the Electric Vehicles Summit to be held July 31 to August 1, 2018 at the Novotel Singapore on Stevens Road. Public and private stakeholders across the value chain will be gathering at Asia's First Regulatory and PPP-driven Summit to discuss challenges and opportunities in developing and enabling electric vehicle adoption in Asia.


I hope to be there, and like at the Autonomous Vehicles Conference held earlier this year, I will learn a great deal and get a perspective of what is happening elsewhere in the region, and in the world. It should be very interesting. **F**

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CONTAINER CARGO
GENERAL CARGO

 DRIVE AXLE (TRUCK)

M729




TANKER
CAR CARRIER
CONTAINER CARGO
GENERAL CARGO

 ALL POSITIONS
(TRUCK & BUS)

G611



BUS
TANKER
CAR CARRIER
CONTAINER CARGO
GENERAL CARGO

 ALL POSITIONS (TRUCK)

R184



GENERAL CARGO

Electromobility Charging the Future of Commercial Vehicles

Electromobility – vehicles powered by electricity – has recently become a serious option for powering commercial trucks. Electric powered vehicles are now hitting the roads with new developments soon to be joining them in the workplace.

Companies have been looking for an alternative to diesel to power commercial vehicles for many years. Alternatives have included cleaner fuels that come from sustainable resources that won't run out sometime in the future, such as biofuels. Others look to reduce CO2 emissions for heavy duty vehicles by promoting the use of LNG as an alternative fuel to diesel. Near the bottom of the list of alternatives was battery power. Batteries were large and cumbersome, and the charge wasn't long enough to truly meet driver's needs.

In recent years batteries have become smaller and more powerful. At the same time charging a battery has become game changingly faster. There are additional reasons why electromobility is becoming more viable and attractive. For Volvo Trucks these reasons include:

Quieter Cities

"Noise means strain on both people and the environment. Electric trucks make it possible to significantly lower noise levels and noise-related pollution."

Cleaner City Air

"Electromobility is an important part of Volvo Trucks' ambition to move towards our vision of zero emissions and we are working with cities around the world that are actively seeking to improve air quality."

Better Traffic Flow

Quieter trucks can make it possible to perform a wide range of assignments during off-peak hours such as early mornings, late evenings or even at night. This reduces the burden on the roads during peak traffic hours.

Better Working Days

Electric trucks make life easier for drivers. A quieter drive along with zero exhaust emissions are the basis for a significantly improved working environment both in and outside the vehicle. And since an electric truck provides full power and torque from standstill as well as significantly lower driveline induced vibrations, it's also a pleasant driving experience.





To move to electromobility more is required than a smaller stronger faster charging battery. Mercedes-Benz, in announcing its Electric Truck, focused on “the fascinating possibilities of connectivity, electric drive systems, future display and control technologies, telematics, and a largely self-sufficient power supply.”

Meeting Customer Needs

UD Trucks, on the other hand, approaches the future of trucks by accessing what will be needed by customers now and in the future. “By 2030, demand for parcel delivery is expected to grow 50% compared to 2014,” the company stated in a media release. “To meet this demand, the logistics industry faces significant challenges, including a responsibility to reduce CO2 emissions, the growing scale of online commerce, and driver shortages. UD Trucks believes that transformative innovations in automation and electromobility are key to overcoming these challenges and providing customers with the trucks that fit their needs.”

MAN is in agreement with its competitors. “The urban distribution transport of tomorrow is virtually silent and emission-free. With the new electric truck, we are ready to start off into a sustainable future,” the company stated on the launch of its eTruck, a TGS semitrailer tractor with electric drive in September 2016.

New Concepts

MAN says it has been taking its ecological responsibilities seriously for a long time. “Since 2009, MAN has been working on new concepts for supply and waste disposal in urban environments, because it is especially inside cities that the challenge of balancing inner-city goods transport with a healthy, liveable environment for inhabitants is increasing in scope.”

Tesla’s Semi is the safest, most comfortable truck ever the company avers. Four motors provide maximum power and acceleration and require the lowest energy cost per mile. Making it the “Lowest Cost of Ownership. Electric energy costs are half those of diesel. With fewer systems to maintain, the Tesla Semi provides \$200,000+ in fuel savings and a two-year payback period.”





Does it Work?

At a press conference in Singapore, Douglas Nakano, Senior Vice President UD Trucks Technology was asked what he thinks of the Tesla Semi. Nakano, who is responsible for the development of UD Trucks and Powertrain and with over 20 years' experience at Volvo Group responded, "I would never comment on another company's product." He added, "I would like to have a look inside it."

While batteries work for smaller vehicles, heavy duty trucks with greater loads, require more power, so they need more batteries and hence they take space and lower room for the customer's goods. In a world where the overloading of trucks is not uncommon it is unlikely that an owner is going to find a heavy-duty truck with a reduced load capacity financially attractive. "The solution has to work for the people who are potential users," Nakano stated.



Design Changes

What has the potential to make electric powered heavy-duty vehicles a reality is the ability to charge the batteries from infrastructure built into the road. The truck would be constantly powered up without the need to stop and with weight and less space required for batteries.

An electric vehicle has different requirements than an internal combustion engine. As the engines can be placed adjacent to the wheels there is no requirement for the grill we have traditionally known.

Electromobility eliminates the need for the drive shaft sending the power from the engine to the wheels. New materials and design concepts are also changing the look of the truck, inside and out.

Volvo Trucks' Launches Two All-Electric Trucks

Volvo Trucks recently introduced its first all-electric truck for commercial use – the Volvo FL Electric for urban distribution and refuse operations and just three weeks after this announcement the company introduced the Volvo FE Electric. This electric is designed for heavier city distribution and refuse transport operations with gross weights of up to 27 tonnes.

With these two new vehicles Volvo Trucks says that it takes the lead in solutions for electrified goods transport in cities. Claes Nilsson, President Volvo Trucks stated: "We're immensely proud to present the first in a range of fully electrically-powered Volvo trucks ready for regular traffic. With the Volvo FE Electric model, we are making it possible for cities that aim for sustainable urban development to benefit from the advantages of electrified truck transports."

A Comprehensive Range

When the second electric truck was announced the President noted: "With the introduction of the Volvo FE Electric we have a comprehensive range of electrically powered trucks for city operations and are taking yet another strategic step forward in the development of our total offer in electrified transport solutions. This opens the door to new forms of cooperation with cities that target to improve air quality, reduce traffic noise, and cut congestion during peak hours since commercial operations can instead be carried out quietly and without tail-pipe exhaust emissions early in the morning or late at night."

With better air quality and less noise in the city, it is possible to plan for housing and infrastructure more freely than at present. An electric truck without any exhaust emissions can be used in indoor terminals and environmental zones. Their low noise level creates opportunities for doing more work at night, thus reducing the burden on the roads during the day.





Customer Interest

There is considerable market interest in electric trucks. Many potential customers have questions about the opportunities generated by the new technology and how it can impact their operations.

"In order to make the transition secure and smooth, we will offer holistic solutions based on each customer's individual needs regarding driving cycles, load capacity, uptime, range and other parameters. Such a solution may encompass everything from route analysis and battery optimisation to servicing and financing. Volvo Trucks works closely with several suppliers of charging equipment. The aim as always is to offer customers high uptime and productivity," says Jonas Odermalm, head of product strategy Volvo FL and Volvo FE at Volvo Trucks.

Tried & Tested

Backing the Volvo Trucks offer is the Volvo Group's accumulated expertise in electrified transport solutions. Sister company Volvo Buses has sold more than 4000 electrified buses since 2010. The technology used for propulsion and energy storage in the Volvo FL Electric has been thoroughly tried and tested from the outset and is supported by Volvo Trucks' far-reaching network for sales, service and parts supply.

"From experience we know how important it is that cities, energy suppliers and vehicle manufacturers cooperate in order for large-scale electrification to become a reality. With attractive incentives, agreed standards and a long-term strategy for urban planning and expansion of the charging infrastructure, the

process can go much faster," explains Jonas Odermalm.

Holistic View

Volvo Trucks believes that it is essential to take a holistic view of electrification of the transport sector to handle the ongoing challenges in areas such as electricity generation and batteries.

"For instance, in order to ensure that raw materials for the batteries are extracted in a responsible way, the Volvo Group works with the Drive Sustainably network, which has a special function that monitors this issue. The Volvo Group is also involved in various projects where batteries from heavy electric vehicles get a second lease of life, reused for energy storage. All the questions about handling of batteries have not yet been solved, but we are working actively both within the Group and together with other actors to drive development and create the necessary solutions," says Jonas Odermalm.

The first trucks in the Volvo FL Electric range are now entering regular operation with customers in Gothenburg, the home of Volvo Trucks. The first Volvo FE Electric, a refuse truck with a superstructure developed together with Europe's leading refuse collection bodybuilder, Faun, will start operating in early 2019 in Hamburg, Germany's second largest city.

Green Capital

"Hamburg, which in 2011 was named European Green Capital of the EU, has worked long and successfully on a broad front to enhance green and sustainable urban development. This applies not least in the transport sector, where electrified buses from Volvo are already being used in the

public transport network. The experiences and ambitions from this venture make Hamburg a highly interesting partner for us," says Jonas Odermalm, Product Line Vice President for the Volvo FL and Volvo FE at Volvo Trucks.

Prof. Dr. Rüdiger Siechau, CEO of Stadtreinigung Hamburg, sees large potential for environmental benefits with electric trucks in the city. "Today, each of our 300 conventional refuse vehicles emits approximately 31.300 kg carbon dioxide every year. An electrically powered refuse truck with battery that stands a full shift of eight to ten hours is a breakthrough in technology. Another benefit is the fact that Stadtreinigung Hamburg generates climate-neutral electricity that can be used to charge the batteries."

The new Volvo FE Electric will be offered in several variants for different types of transport assignment. For instance, with Volvo's low entry cab, which makes it easier to enter and exit the cab and gives the driver a commanding view of surrounding traffic. The working environment improves too as a result of the low noise level and vibrationfree operation. Battery capacity can be optimised to suit individual needs, and charging takes place either via the mains or via quick-charge stations.

Volvo Trucks' Second Electric Truck

Just three weeks after unveiling Volvo Trucks' first allelectric truck, the Volvo FL Electric, the company expanded its product range with a second electric truck. The Volvo FE Electric is designed for heavier city distribution and refuse transport operations with gross weights of up to 27 tonnes.

"With the introduction of the Volvo FE Electric we have a comprehensive range of electrically powered trucks for city operations and are taking yet another strategic step forward in the development of our total offer in electrified transport solutions. This opens the door to new forms of cooperation with cities that target to improve air quality, reduce traffic noise, and cut congestion during peak hours since commercial operations can instead be carried out quietly and without tailpipe exhaust emissions early in the morning or late at night," says President Nilsson.

The first Volvo FE Electric, a refuse truck with a superstructure also developed with Bodybuilder Faun, will start operating in early 2019, also in Hamburg. "Our solutions for electrified transport are designed to suit the specific needs of each customer and each city. In addition to the vehicles, we will offer everything from route analysis to services and financing via our network of dealers and workshops throughout Europe. We also have close partnerships with suppliers of charging infrastructure," says Jonas Odermalm.

Fascinating Possibilities from Mercedes-Benz

The Mercedes-Benz Electric Truck illustrates the fascinating possibilities of connectivity, electric drive systems, future display and control technologies, telematics, and a largely self-sufficient power supply. The Mercedes-Benz Electric Truck defines the latest developments in all-electric vehicles in the heavy short-radius distribution sector.

The Mercedes-Benz Electric Truck holds its own against similar internal combustion engine-powered trucks in every respect, even its weight. The triple-axle vehicle with a permissible gross weight of 26.0 t produces zero local emissions and runs silently,





yet it is equal to a truck with an internal combustion engine in terms of load and performance, and, thanks to its innovative power supply, it is also economical.

The outstanding features of the Mercedes-Benz Electric Truck include its drive with electrically powered rear axle and electric motors directly adjacent to the wheel hubs. Their maximum output is 2 x 125 kW, while torque is 2 x 500 Nm. The standard version of the axle has already proven itself in buses.

Intelligent Energy Management

The battery capacity of the Mercedes-Benz Electric Truck has a modular design. The basic arrangement is a battery pack consisting of lithium-ion batteries with a total capacity of 212 kWh. This results in a range of up to 200 km – normally enough for a typical day's delivery

round. The additions of Predictive Charge Management, proactive Predictive Powertrain Control cruise control and FleetBoard for Urban Distribution make the Mercedes-Benz Electric Truck suitable for everyday use.

The Mercedes-Benz Electric Truck uses the possibilities opened up by connectivity to create a seamlessly interconnected system that incorporates range and load management, vehicle information and peripheral data. The innovative FleetBoard for Urban Distribution telematics service is the first to connect the telematics system with the drive control. It starts with the scheduling: instead of the conventional fixed delivery runs there is a flexible system. It ensures that all the planned haulage work can be completed by the vehicle fleet without overextending or underutilising the range of the trucks.

Revolutionary Display System

The driver is assisted by a revolutionary display system, with two displays taking the place of standard instruments. The innovative central display shows the driver a wide range of information in an easily assimilated form. The focus is on detailed data and facts about the route, so the driver can see the bends on the road and any accelerating or braking manoeuvres ahead.

A tablet provides the driver with additional information about the trip, as well as continually updated and precise details on range and batteries. These are presented on a local map with a clever graphic known as the 'range potato' and a target range. The calculations are based on the driving strategy, the three-dimensional map and the trip planning.

Competitive Total Costs

The power supply, the energy tariffs and the correct charging strategy are important factors for the overall economy of electric trucks. Daimler has developed a solution for this. The company states: "With smart energy services we determine the most economical solution for every application. Depending on individual circumstances, stationary battery storage units from Mercedes-Benz Energy GmbH can further improve economic efficiency and enable quick recharging without overloading the power supply. The storage units consist of lithium-ion batteries, and the capacity can be adapted individually to the requirements of the fleet."

The most straightforward way of supplying power to electric vehicles is the most expensive. The energy bill will be lower with regulated charging and, where suitable, with the addition of a stationary battery storage unit. Whether a storage unit will improve economic efficiency further depends on the circumstances in each case, in particular the energy tariff and the vehicles' usage. A unit of this kind can be charged on a continual basis when electricity costs are at their lowest. The batteries for the truck fleet can then be charged as and when required. This means lower costs and better availability. Irrespective of whether a battery storage unit makes sense in each case, the costs of an electric vehicle in combination with smart energy solutions can be considerably lower than those of a conventional diesel truck, despite the higher purchasing price and the additional investment in the storage capacity.

Innovative Design

The styling of the Mercedes-Benz Electric Truck is as innovative as its electric drive. It embodies the design philosophy of the Mercedes-Benz brand, which focuses on sensual purity. The contours of the driver's cab are sleek and fluid with minimal detailing and no visible joints. Across the roof, a three-dimensional spoiler connects the cab with the body of the truck. The windscreen has been extended downwards. The mirror cams, that replace the conventional outside mirrors, are a distinctive feature on the truck.

The conventional air inlet has been omitted from the Mercedes-Benz Electric Truck because of the electric drive. Instead, a Black Panel grille is the branding element that connects the truck with its environment. It is transparent and back-lit by high-resolution LEDs. A number of different visual scenarios are conceivable: the LEDs can be used to recreate the signature Mercedes-Benz diamond radiator grille, to indicate the operating status of the truck or to show the charge level of the batteries.

"Overall," the company release states, "the Mercedes-Benz Electric Truck represents the polarity between 'hot & cool' that is characteristic of Mercedes-Benz design. The sensual contouring of the lines is 'hot' and provides an exciting contrast to the highly technical 'cool' design features such as the embedded lighting, mirror cams and Black Panel grille."

UD Trucks' to Offer Fully-Electric Vehicles

UD Trucks has announced the launch of 'Fujin & Raijin. Vision 2030'— an Innovation Roadmap which aims to deliver a variety of solutions for Smart Logistics, including fully-electric and autonomous trucks towards 2030. The roadmap focuses on the key areas of automation and electromobility to address the challenges of a rapidly-changing world. True to UD Trucks' vision to provide the trucks the world needs today, the innovation roadmap takes a step-by-step approach together with customers to offer commercialized solutions for select automation and electromobility applications from 2020, with a view toward full-fledged commercialization by 2030.

"When delivering on our promise to provide the trucks and services the world needs today, we have always done things a bit differently from others in our industry. As we now look forward, we are convinced that the world needs Smart Logistics," said UD Trucks Chairman Joachim Rosenberg during the roadmap's announcement at the Embassy of Sweden in Tokyo on April 23.

The Gods of Wind and Thunder

UD Trucks takes inspiration for their innovation roadmap from the gods of wind and thunder, as depicted in the famous gold-embossed Japanese folding screen, "Fujin and Raijin." UD Trucks' progress in automation is inspired by Fujin, the god of wind, who symbolizes the power of movement, while its work in electromobility is inspired by Raijin, the god of thunder, who symbolizes the power of energy. With "Fujin & Raijin. Vision 2030." UD Trucks is committed to developing smarter logistics solutions in these key areas, enabled by advances in connectivity and digitalization.

UD Trucks is committed to reducing the environmental impact of its products. UD Trucks is now developing technologies necessary to create silent, zero-emission vehicles that maximize energy efficiency, payload capacity and mileage. As battery systems continue to evolve, UD Trucks is testing a variety of solutions, including battery EV, parallel HEV and Series HEV.

Benefits for Customers

Senior VP Douglas Nakano stated: "We are committed to ensuring that our customers around the world feel the full benefits of the solutions and products we are developing, which will ultimately make life better for everyone in our society."

Over the course of 2018, UD Trucks will conduct demonstrations of autonomous driving and electric drive prototypes, targeting field tests and customer trials ahead of Tokyo Motor Show 2019. It aims to have vehicles in actual daily operation by the year 2020. All activities will be conducted with a view toward full-fledged commercialization of fully-electric and autonomous trucks by 2030. **T**





MEDICAL SECTOR



FOOD PROCESSING



FOOD STORAGE

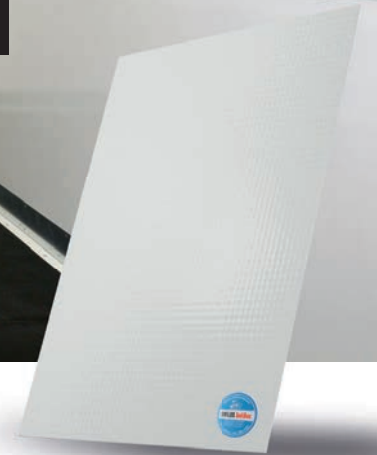


FOOD TRANSPORT



LAMILUX ANTIBAC

MAXIMUM HYGIENE FOR STERILE SURFACES



LAMILUX has developed a highly effective, resistant material during a three-year research project in cooperation with scientists and health professionals. This material is able to enhance hygiene standards worldwide in many areas of life on a sustainable basis and minimise risks. Whether fitted as wall and ceiling panelling in hospitals and operating theatres, as a lightweight material for food transport or as hygienic wall panelling in the food processing industry: the firmly embedded nano-silver in LAMILUX AntiBac neutralises over 99.9% of all bacteria on its surface effectively over the long term.

PRODUCT ADVANTAGES

- Triple effect on bacteria of all types, including resistant strains
- Over 99.9% of all bacteria are killed within 24 hours
- Anti-bacterial effect lasts for more than 50 years, even under poorest conditions
- Extra safety and minimised risks since each part of the surface is constantly disinfected

LAMILUX ANTIBAC IS AVAILABLE

- in thicknesses between 0.6 and 5.0 mm
- for all LAMILUX products with Gelcoat surface
- in a range of colours: RAL, NCS scale and customer-specific colours
- in widths up to 3.2 m, in sheets or coils

UD Trucks Launches the All-New Quon in Singapore.

UD Trucks has unveiled the all-new Quon in Singapore. The next-generation truck will support Singapore's transformation into a global transport and logistics hub.

New Innovations

The all-new Quon is a step in for the Japanese truck manufacturer that has taken pride in providing customers with a hard-working truck that provides ultimate dependability.

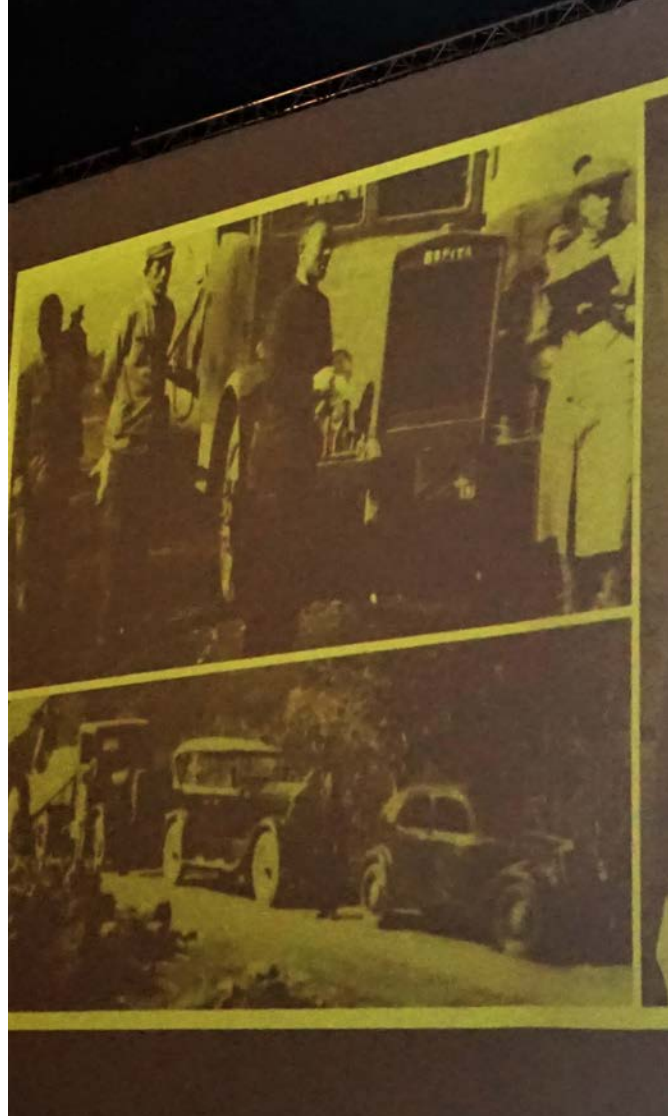
While this new version is designed for markets like Singapore, where the Smart vehicle will contribute to the nation's efforts to elevate the operational excellence of Singapore's logistics sector, there are different versions that have been designed to meet the conditions in specific markets.

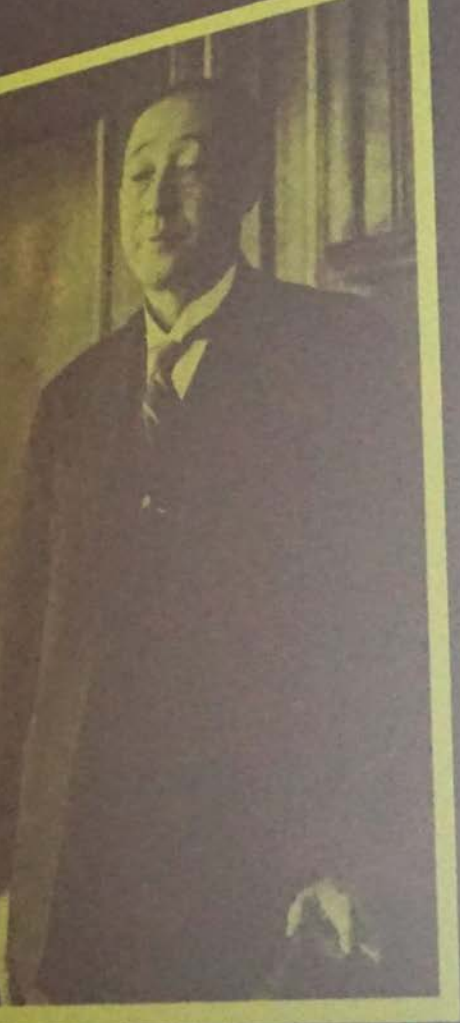
Puts People First

"We do not just aim to evolve the All-new Quon as a mere carrier of goods or a tool. Considering the reality of the transportation industry that is striving to make a balance between lack of drivers and more efficient and higher quality logistics, we also aim to support those working in the industry. From that view point, we decided to develop a truck with innovation that puts people first," said Nobuhiko Kishi, Senior Vice President, Brand, Communication and Product at UD Trucks Corporation

This innovative vehicle aligns with Singapore's Smart Nation vision to be an economically-competitive global city and a liveable home. UD Trucks still produces the technologically simpler version that is less expensive and meets the needs of developing markets.

"Our focus is always on innovation that puts people first. It is a truck for any driver to drive easily and safely," said Pierre Jean Verge Salamon (PJ), Senior Vice President, UD Trucks International

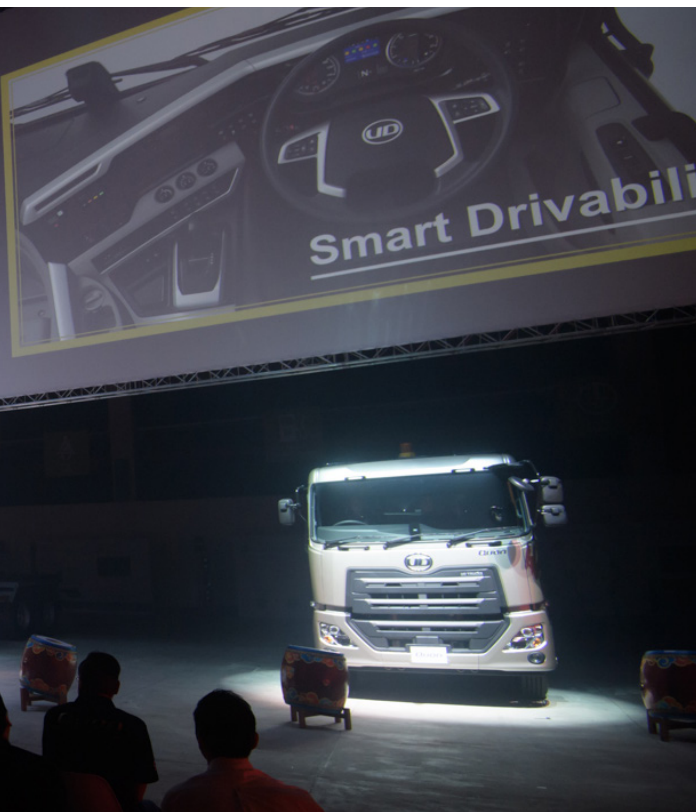




UD TRUCKS



Pierre Jean Verge Salamon(PJ)presents the history of UD Trucks



Sales. "This is a truck that helps businesses reduce operating costs, boost logistics, and transportation efficiency and improve productivity. This Quon is a new generation of truck that meets our needs, today and tomorrow and one that is here to support Singapore's ambition to be the global transport and logistics hub. You should expect nothing but the best. With the new Quon, we are delivering the truck that the world needs today."

Elevating Quality

"UD Trucks," said Joseph Heng, General Manager of UD Trucks Singapore, "is a key industry player and we constantly find ways to go the extra mile to best serve our customers, businesses, and society. With the all-new Quon, we are confident that the technology being introduced will contribute to our nation's progress through productivity growth that is not just sustainable, but will elevate the quality of life for all."

Innovations in smart logistics will boost business productivity and profitability, enhance road safety, and support Singapore's Smart Nation ambitions. "UD Trucks has fully updated its flagship Quon heavy-duty truck for the first time since 2004," Nobuhiko Kishi, Senior Vice President, Brand, Communication and Product pointed out. "Our commitment to innovation derives from our customer-first corporate philosophy."

A Smart Vehicle

The five pillars of the all-new Quon are:

Smart Drivability: easier and smoother journeys to support drivers.

The cabin has been redesigned with driver comfort as a priority. The new ESCOT-VI electronically controlled automatic transmission adopts a simple, easy-to-use straight shift pattern, reinforcing the Quon's operability while enhancing performance in rough weather conditions. Disc brakes provide quick and smooth pedal response, and reliable braking on long descents, promoting braking comfort that reduces driver fatigue, and is also easy on cargo.

Smart Fuel Efficiency: cleaner yet more powerful, for improved performance and environmental friendliness.

The fuel-efficient, powerful and clean 11-litre GH11 engine features a new fuel injection system that exceeds Japan's Heavy Vehicle Fuel Economy Standards by 5%. To



(Left to right) Douglas Nakano, Pierre Jean Verge Salamon, Yoshihiro Murakami, Joseph Heng, Nobuhiko Kishi



further support fuel-efficient driving, ESCOT-VI, 12-speed automated manual transmission with functions such as ESCOT-roll, Acceleration Limiter and Soft Cruise Control suppresses fluctuations in fuel consumption, contributing to fuel economy.

Smart Safety: safer and more reliable for the driver, cargo and surroundings.

The all-new Quon features Adaptive Cruise Control (Traffic Eye Cruise Control), Emergency Braking for Collision Warning and Advanced Emergency Braking System (Traffic Eye Brake) that use high-precision radar to monitor the distance and speed of vehicles in front. Lane Departure Warning System (LDWS) assists drivers by triggering an alarm when the driver unintentionally leaves the lane.

The advanced Electronic Braking System (EBS) consists of features to optimise braking performance and extend tire life. It includes the Anti-lock Braking System (ABS) that prevents the wheels from locking, even under heavy braking on slippery roads. This allows the driver to brake and steer at the same time to avoid an accident. In addition, the Anti-Slip Regulation system (ASR) distributes drive force to the wheel with the best grip, reducing the risk of spinning on a slippery surface. In combination with passive safety features, these advanced safety systems aim to improve safety of drivers and other road users. Increasing road safety to reduce heavy vehicle-related fatal accidents in Singapore is in alignment with the Total Workplace Safety and Health (WSH) Framework.

Smart Productivity: more payload and greater efficiency for increased profitability.

The all-new Quon is equipped with disc brakes and high tensile steel plates for the main frame to reduce the vehicle weight for improved payload. The chassis design also emphasises body mounting efficiency to provide a greater range of options.

Kishi-san noted, "Owners of the all-new Quon will enjoy increased uptime, a higher payload, and reduction in the cost-per-trip that will enhance operational efficiencies



Nobuhiko Kishi presents the features in All-new Quon



Henry Ng Managing Director of Wah Hong Enterprises takes the measure of the all-new UD Quon.

and bolster their bottom-line. Downtime is also significantly reduced with the all-new Quon’s connectivity with UD Trucks’ workshop where an alert monitoring system has been put in place to prevent breakdowns so that preventative maintenance can be planned swiftly to avoid such situations.”

Cleaner Air

Singapore’s journey towards becoming more carbon efficient - a priority mapped out in the Climate Action Plan—will be further supported with the all-new Quon which streamlines fuel consumption with its fuel-efficient clean GH11 engine and ESCOT-VI a 12-speed automated manual transmission. The Quon meets the 2016 pPNLT (Post-Post New Long-Term) exhaust gas emissions regulations and Euro 6 particulate matter levels.

“Imagine a Singapore with indoor bus stops at hospitals and shopping malls or night-time deliveries made by silent zero-emission trucks - the future of smart logistics is here and the all-new Quon marks only the beginning. Leveraging our network and access the Volvo Group’s resource pool, we want to help Singapore’s progress in this direction with our “FUJIN & RAIJIN. VISION 2030.”, a roadmap that will lead the way towards the full commercialisation of electric and autonomous heavy-duty trucks by 2030 starting in Japan,” said Douglas Nakano, Senior Vice President, UD Trucks Technology

UD Trucks and Volvo Group

In 2007 Volvo Group purchased Japan’s UD trucks, and the benefits and implications have been many. The digitalisation of the world has also impacted the truck manufacturing industry. “Previously,” noted Douglas Nakano, “the core of the Group was driven by geography. Now you can pick and choose the technologies that you want for the vehicles that you will sell to your customers to meet their needs. If we meet our customer’s needs, they will meet our needs.”

During the decade that Volvo Group has owned UD the focus has been on what the Swedish company could do for its acquisition. However, the exchange has not been in one direction. What has UD Trucks contributed to Volvo Group?

“Quality.” Douglas responded. “In Japan, businesses feel a responsibility to deliver a high-quality product to its customers. And Japanese customers expect only the best from their companies. They do not accept failure. 🇯🇵”



Douglas Nakano presents the future of freight transports



Events & Exhibitions

ASEAN PORTS AND SHIPPING

Date : 06 July 2018 – 07 July 2018
 Venue : Renaissance Johor Bahru Hotel, Johor, Malaysia
 Contact Info: +60 87 426 022
 Details : On Tuesday 3 July 2018, there will be a technical site visit for all delegates to the Ports of Pasir Gudang and Tanjung Pelepas to see and study first hand the latest commercial and operational developments taking place in both ports. On Wednesday 3 and Thursday 4 July 2018, there will be two days of Conference Programme featuring 30 world-class conference speakers addressing regional issues and challenges on global transportation and logistics attended by a gathering of 400 senior government officials, industry principals, decision makers, academics, harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region's leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the ASEAN region. The social highlight of the event will be a spectacular Gala Dinner for all participants taking place on Wednesday 4 July 2018.



INNO TRADE SECURITY SUMMIT

Date : 24 July 2018 – 25 July 2018
 Venue : Location Sheraton Imperial KL
 Contact Info: +603 6243 0016
 Details : With the rise of globalisation, the world is interconnected more than ever, and with that, comes threats previous generations would not have imagined. In the evolving world of trade and logistics, each new day brings new threats and organizations would need to always prepare and be ready with their prevention and recovery strategies. The INNO-TRADE SECURITY SUMMIT will expose the market on the new technological breakthrough and governmental programmes that can boost their trade security. The delegates will be given a hands-on extensive experience on how to manage their logistics and supply chain processes more effectively. This summit brings together trade professionals from private, public and multilateral organisations to discuss and share expertise on the current trade security issues. The INNO-TRADE SECURITY SUMMIT is targeted for Ministers, Director Generals, Presidents, CTO, CIO, Chief Security Officer, VP of Supply Chain, VP of Logistics, Heads of Illicit Trade, Heads of Anti-Counterfeit, Heads of Digital Transformation and Head of Supply etc

BANGLAAUTO '18

Date : 22 September 2018 – 22 September 2018
 Venue : Location International Convention City Bashundhara, Dhaka
 Contact Info: richard@ambtarsus.com
 Details : BANGLAAUTO '18 is perfectly timed to provide a business-to-business platform for auto and auto aftermarket suppliers to meet key decision makers and buyers including auto manufacturers, auto parts and accessories manufacturers and retailers, and service and repair workshops operators.

NSLOA MINI EXHIBITION AND GALA DINNER

Date : 28 September – 29 September 2018
 Venue : d'Tempat Country Club, Seremban
 Contact Info: info@asiaantrucker.com
 Details : NSLOA (Negeri Sembilan Lorry Owners Association) will be holding a Mini-Exhibition and Gala Dinner in d'Tempat Country Club, Seremban, on September 28 and 29 this year. The highlight of the event will be the Gala Dinner on the 29th September, while other activities are aimed at bringing the industry together for networking, learning and exchange of experience and ideas.

CAMAUTO 2018

Date : 01 November 2018 – 3 November 2018
 Venue : DIECC (Koh Pich), Phnom Penh
 Contact Info: makos@ambtarsus.com
 Details : CAMAUTO 2018 is the ideal business-to-business expo that connects auto parts suppliers to thousands of key buyers and decision makers. It is valuable opportunity to introduce your product portfolio to industry professionals.



KUALA LUMPUR INTERNATIONAL MOTOR SHOW 2018

Date : 23 November 2018 – 19 May 2019
 Venue : MITEC, Kuala Lumpur, Malaysia
 Contact Info: -
 Details : After a five year hiatus, the Kuala Lumpur International Motor Show (KLIMS) is back for 2018. The Malaysian Automotive Association (MAA) announced KLIMS 2018 today in a ceremony officiated by Datuk Seri Mustapa Bin Mohamed, minister of international trade and industry.

Today's announcement ceremony was held at the Malaysia International Trade and Exhibition Centre (MITEC) in KL, which will be the new venue for KLIMS 2018 from November 23 to December 2, replacing Putra World Trade Centre (PWTC). The theme of this year's show, the ninth, is "Beyond Mobility". MAA is expecting 350,000 visitors for the 10-day show.





Seven Lucky Customers to Discover Dubai with Shell Rimula Ultimate Stopover

In recognition of the hard work and tireless dedication of fleet owners, Shell Rimula heavy duty diesel engine oil (HDDEO) is offering the opportunity to enjoy an unforgettable, all-expense paid 4-day 3-night break, at the Shell Rimula Ultimate Stopover 2018 from 13 till 17 November in the luxurious city of Dubai.

Whether you are a trucker planning your route day to day, or a small business owner mapping out your future ambitions, you need time to pause, reflect and re-energise. The seven lucky winners of the Shell Rimula Ultimate Stopover 2018 competition will venture off the beaten track to see Dubai as never seen before.

They will also be able to hear from industry experts on the latest innovations in truck engine and lubricant technology, designed to help truckers and fleet owners tackle their everyday challenges.

Topics to be covered include global trends and insights for HDDEO, new Shell Rimula initiatives and innovations and the advanced science and technology behind Shell Rimula products. Participants will also be able to get hands-on with technical demonstrations showing how the engine

oils work and put their skills and the Shell Rimula engine oil to the test with an off-road driving experience in the dunes of Dubai.

"Whatever journey our customers are on, the road ahead can be tough; long hours, time away from family and the risks of doing business in an increasingly challenging economic environment. And yet at Shell Rimula, we know that what matters is inside – the dreams and ambitions that drive you forward.

Shell Rimula Ultimate Stopover celebrates commitment to hard work and offers the opportunity for a once-in-a-lifetime break to Dubai - the iconic city where the future has become the everyday. What better place to reflect on your journey than under the Arabian night sky?" said Baljit Singh, General Manager – Malaysia and Singapore, Shell Lubricants.

For the chance to discover Dubai at this year's Shell Rimula Ultimate Stopover, customers need to purchase any Shell Rimula R6 LM, R5 LE or R4 M heavy duty diesel engine oil, complete the online form at www.shell.com.my/rimula_uso and submit their entries by 31 July 2018. **T**



ARC All Set to Return to KL for Second Edition

The second edition of the Asian Retread Conference (ARC) is well in lane for launch. The two-day event will be held at Sime Darby Convention Center in Kuala Lumpur, Malaysia, on October 2 and 3, 2018. Themed on "Better, Faster, Cheaper," ARC 2018 will bring together some of the leading global players in tyre retreading under one roof to focus on the win-win features of the industry.

First of its kind in the region, ARC is organised by Asian Business Media (ABM), publishers of Tyre Asia, the popular international magazine on global tyre industry, and Epic Fresh, Malaysia, in association with Tire Retread and Repair Information Bureau (TRIB), USA. ARC proved to be a path-breaking conference on retreading industry when it debuted in 2016 at the same venue. It is now returning with greater opportunities for knowledge-sharing and networking.

Dato' Mohamed Ishak bin Abdul Hamid, Chairman, ARC, said: "Retreaders Strike Back. That's how ARC 2016 ended, echoing the urgent need for the retreading industry to act with the advent and threat of cheap new imported tyres. The ARC 2018 tagline: BETTER, FASTER, CHEAPER captures in essence the actions needed for retreaders to remain competitive, relevant and to be the first choice of customers."

As in 2016, the conference has a line-up of globally known industry experts as speakers. The final list is getting into shape. Currently, the list includes Dr Zairossani Mohd Nor, Malaysian Rubber Board; Adam Gosling, TyreSafe Australia; Sudharshan Varadaraj, Elgi Rubber Company, India; Rajiv Budhraj, Automotive Tyre Manufacturers Association (ATMA), India; Dirk G.H. Reurslag, VMI, Holland; David Wilson, Retreading Business, UK; David Stevens, TRIB, USA; Colin Clarke, Schill + Seilacher "Struktol," Germany; and Jos Uijlenbroek, Ferm RFID Solutions BV, Germany.



Dato Mohamed Ishak Bin Abdul Hamed, Chairman, ARC

Malaysian Rubber Board (MRB) is the Corporate Sponsor of ARC 2018. Other sponsors include Eversafe rubber, Elgi, Tyresoles, and Struktol. The event is supported by various international agencies, institutes and research centres.

ARC 2016 was a huge success, setting a benchmark for participation in a debut conference with over 250 delegates from across the globe. There was uniform opinion about the need for such a gathering of tyre retreading industry stakeholders to discuss future developments and challenges.

The second edition is being designed in such a way as to live up to the reputation it created two years ago. **T**



CAPAS: A one-stop Trading Platform for the Automotive Industry in Southwest China

The 5th edition of the Chengdu International Trade Fair for Automotive Parts and Aftermarket Services (CAPAS) which was held from 24 to 26 May 2018 at the Chengdu Century City New International Exhibition and Convention Centre concluded with a remarkable success.

An indispensable trading platform for business, information exchange and investment for the automotive industry in Southwest China, CAPAS 2018 saw significantly higher participation figures across 45 000sqm of exhibition space as compared to previous years.

CAPAS is an event jointly organised by the China Council for the Promotion of International Trade, the Automotive Sub-Council (CCPIT-Auto), Messe Frankfurt (Shanghai) Co Ltd and the China Council for the Promotion of International Trade, Sichuan Council (CCPIT-Sichuan). The event served as a platform for industry players from the Sichuan region and beyond to tackle the challenges that resulted from the Chinese government's recent focus on environmental protection as well as enhance their competitiveness in the market.

To complement product offerings, the exhibition this year was divided into six themed zones. These themes were in response to the region's demands, surrounding transformation, upgrade and sustainability. Zones at the show included:

- 1) Quick Fix, Replacement Parts and Chain Stores Zone
- 2) Automobile Lifestyle Zone
- 3) Commercial Vehicle Zone
- 4) E-mobility and Infrastructure Zone
- 5) Made in Sichuan Zone
- 6) Supply Chain Procurement Zone



Both exhibitors and visitors reacted positively to the enhanced theme zones as the clear categorisation provided allowed efficient and effective business matching. Visitors to the exhibition were reportedly impressed with the diversity of international exhibitors encompassing Germany, France, South Korea, the United States of America, Japan, Spain as well as Singapore.



playing a bigger role than ever across the automotive industry, especially so with new energy vehicles and intelligent manufacturing demonstrating the need to reform to cope with such challenges.

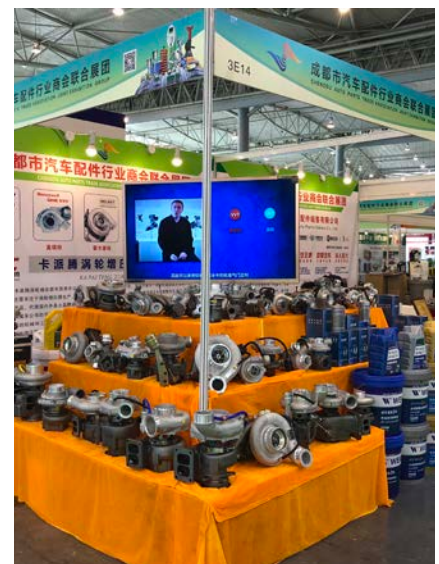
Keeping with the theme, the fringe events also included a number of precious training sessions conducted by industry experts and leaders. Each of these events received enthusiastic feedback from the attendees due to comprehensive coverage of the industry's hottest topics. Manufacturers, distributors and users were able to gauge a comprehensible direction on how the industry is transforming and how to better equip themselves to adapt to the market changes.

Amongst the numerous international participants at the expo was Kian Chue Hwa (Industries) Pte Ltd from Singapore. Established in 1976, the company is a reputable distributor of European commercial and industrial vehicle spare parts in the Asia Pacific region. It specialises in parts for trucks, trailers, buses, off-road trucks as well as industrial engine parts. The company's repertoire of well-known brands include Mercedes-Benz, where it is an authorised parts stockist in Singapore for more than two decades, in addition to 70 other brands such as Mahle, Wabco, ZF, Sachs, Glyco and BPW amongst others.

Speaking at the event was Ivan Lin, Managing Director of Kian Chue Hwa (Industries) Pte Ltd. "Although it is our first time at CAPAS, I am extremely impressed with the manner in which the fair has been conducted. Our booth here at the Singapore Pavilion provides a strategic location and allows us to maximise our exposure to the visitors. The categorisation facilitates buyers and visitors whom are especially interested with what the Singaporean market can offer. I think the decision to participate in this year's edition of CAPAS is a good one as we are looking to expand our market into Chinese territory and this would serve as a valuable research and experience for us. For us, we are not expecting many business transactions to be concluded at the fair. Our sole purpose is to increase our brand exposure in the Sichuan region amongst the competitive Chinese market. We hope to be back and that we will achieve greater results in the upcoming CAPAS" Ivan concluded.

Also worthy of mention are the Chinese companies taking up the lion's share of exhibition space. One such company is Chengdu Redin Technology Co Ltd, a professional auto parts manufacturer integrating research, development, sales and services. Founded in 2011, the company aims to enhance the quality of the brand and to constantly adhere to producing only high quality products by complying strictly with ISO/TS 16949 standards. It also aims to promote the development of China's automotive air conditioning compressor technology in the local market as well as the global market. The company hopes that with their contribution, they can gain further recognition for their products in addition to gaining more exposure amongst the local and international visitors alike.

To complement the show, a total of 20 fringe events were lined up during the entire three days that the exhibition was held. Transformation and environmental consciousness was the talk of the town. These concerns are





HINO Safety Briefing

Almost 50 members of the Asian Trucker Drivers Club were welcomed at the Behind The Wheel event jointly hosted by Hino Motors Sales Malaysia and Asian Trucker. The event took place at the Hino Total Support Customer Centre in Sendayan.

The safety briefing was a special event by Hino for all to experience the commercial vehicle driving circuit and training track at the facility. As the first ever Hino Total Support Customer Centre (HTSCC) operating out of Japan, Hino was very proud to introduce the facility to all the members present. Since its establishment on 14 February 2015, Hino has conducted numerous training courses to ensure drivers possess quality driving skills and professional knowledge.

The HTSCC in Sendayan has received nearly 6 500 drivers and visitors in the three years since its inception. According to Ken Iwamoto, Managing Director of Hino Motors Sales Malaysia, safety is the top priority at Hino. One of the ways to do so is to maximise customer satisfaction through the HTSCC in Sendayan.

Members of the Asian Trucker Drivers Club sung praises about the clean and neat facility. Many drivers thought the refreshment of their knowledge and skills were well-needed and the information they learnt from the trainers will most definitely be put to good use. Since actual driving was involved, most of the truckers felt that the session was more interactive. Many were grateful towards Hino for providing a certificate of training completion as it would contribute towards a good impression in their resume.

"As we constantly have requests from customers and drivers alike for additional training, we are continuously planning other training services to ensure safety is repeatedly engraved in the minds of the drivers and minimise the chances of accidents. Some of the training programmes that are currently being prepared are night time driving, human reaction training and advanced driving skills. We are regularly adding new syllabus to our programmes to ensure we meet the demand of our customers," Iwamoto reiterated.



"I am extremely pleased with the turnout of this event. This safety briefing session will be mutually beneficial to both the drivers and Hino. I hope that in the near future, we will be able to hold another safety briefing session together with Asian Trucker" concluded Iwamoto. **F**

Mercedes-Benz Introduces Econic Euro 6 to Singapore

First Mercedes-Benz Econic Euro 6 hits the roads of Singapore for a 12-month trial as part of SembWaste's fleet.



Safety is a top priority for Singapore's largest solid waste management provider, SembWaste, when it comes to its waste collection trucks. For many years the company has been using Mercedes-Benz trucks. With the Econic Euro 6, the company is now looking at the next steps that will make its operations even safer and more environmentally-friendly.

Trail Programme

SembWaste and Daimler Commercial Vehicles South East Asia Pte Ltd are embarking on a 12-month trial programme for the first highly sophisticated Mercedes-Benz Econic Euro 6. This will mark the first time the Euro 6 vehicle is used in Asia.

In major European cities such as London, the Mercedes-Benz Econic is well-known in the waste management application segment. This proven and successful concept is now being introduced to more markets, with Singapore as the first pilot market in Asia. The trial aims to test the suitability of such vehicles for application in local market conditions, and to demonstrate benefits they may offer in terms of improved productivity.

Economic Efficiency

The Mercedes-Benz BlueTec 6 engines combine future viability with high levels of efficiency, as they produce less emissions and are very environmentally-friendly. The drive power comes from a fuel-efficient engine with a displacement of 7.7 litre and an output of 220 kW (299 hp) in combination with an Allison 6-speed automatic transmission. All axles are fully air-suspended.

Improved Visibility

The three-axle Econic 2630 6x2 with a steered rear trailing axle has a permissible GVW of 28 tonnes and impresses

with its low overall height, low-entry and an outstanding visibility. Compared to a conventional truck, it provides far greater safety in Singapore's urban city traffic as well as on its highways.

The vehicle is equipped with all-round cameras, which in combination with the proven benefits of the low-entry concept, ensures all other road users, especially cyclists and pedestrians, enjoy an exceptionally higher level of protection on the road. The deep-drawn panoramic windscreen, large windows on the driver's side and fully glazed folding door on the co-driver's side, gives the driver an ideal view of the surroundings of the Econic. The increased field of view and the low-sitting position allow the driver to have direct eye contact with other road users.

Key Safety Features

A Blind-Spot camera system comprising an in-cab monitor and four cameras mounted on the vehicle, allows the driver to see areas to the front, side and rear that would not otherwise be directly visible. The in-cab monitor can show multiple images simultaneously, or just a single image, depending on the road situation.

The low-entry design concept requires just two steps rather than four steps that are standard on conventional trucks. This design makes for greater safety for drivers and operators as they enter and exit the cab. Other key safety features like Active Brake Assist 3, Lane Keeping Assist, and Stability Control Assist, Cruise control and Rain and Light sensor also contribute to the enhanced safety of operations.

Safety a Priority

C K Lim, Senior Vice President, Solid Waste Management, said, "At Sembcorp, safety is our top priority. We actively look at ways to make our operations more environmentally-friendly and more efficient. We are excited to work with Daimler to trial the latest Econic truck. This is in line with Sembcorp's belief in innovation, and our openness to new technologies that have the potential to make our operations better, safer and more efficient."

"Handing over the first unit of the Econic to our partner SembWaste for this 12-month trial period is an important milestone for us", said Kay-Wolf Ahlden, former CEO of Daimler Commercial Vehicles South East Asia Pte Ltd. "We are looking forward to our future cooperation in making Singapore's roads safer – safer for all pedestrians and of course safer for our truck drivers." **F**



Goldbell Launches FUSO Euro VI in Singapore

The new Fuso Euro VI, recently launched in Singapore are fitted with Mobileye's revolutionary technology as an added safety feature.

Goldbell Group has launched the new ranges of FUSO Euro VI vehicles in Singapore in line with the latest global emission standards adopted globally to reduce overall carbon footprint. In addition to the advanced high performance and fuel-efficient features that the new trucks come fitted with will also be the inclusion of Mobileye's new safety technology as a default for its Canter Euro VI vehicles.

Mobileye's Advanced Driver Assistance System (ADAS) alerts the driver to potential collisions, thereby reducing the risk of accidents. The strategic artificial vision sensor has been proven to reduce overall collisions and forward collisions, saving lives and reducing operational downtime that could have been resulted from accidents.

Quality Showcased

"We are pleased to present the new FUSO range to our customers on behalf of our long-standing partner Mitsubishi Fuso Truck and Bus Corporation. The new models showcase quality and reliable upgrades that ensure safer trips, reduced operational cost and increased comfort," says Arthur Chua, Chief Executive Officer of Goldbell Group. "Always committed to supporting our customers with top quality service, we are proud to also be offering our customers Mobileye's ADAS technology as an added safety component, driving forward our vision in shaping Singapore to become a safer and smarter city," he added.

Goldbell, Singapore's largest player in leasing and distribution of commercial and industrial vehicles, has been the exclusive distributor of FUSO since 1981, and was awarded Best in Sales by Daimler Trucks Asia at its Distributor 2016 awards. The wide range of FUSO vehicles distributed by Goldbell comprises heavy-duty, medium-duty and light-duty trucks and 20-24 seater buses.





KEY SPECIFICATIONS

Top features and advantages of the new FUSO Euro VI models include:

Canter Range

1. Smooth and car-like driving experience
 - Features a Duonic Dual Clutch transmission. No shift shock, power of loss interruption
 - Keyless entry function
 - AMT and MT options available
2. High fuel efficiency
 - Fuel saving with the right engine power
 - High performance 4P10 Engine with low fuel consumption & high-power output
 - Wet clutch Duonic 2.0 offers eco mode function which helps with improved fuel efficiency and reduces cost of maintenance
 - 3 variants of max engine power across Canter ranges
3. Stronger and sturdier chassis, using a 14ft frame on a 10ft Canter
 - Reliable chassis with heavier load
4. High power
 - Displacement: 2998cc
 - Max. Power: 130Hp (96kw) / 150Hp (110kW) / 175Hp (129kW)
 - Max torque: 300Nm / 370Nm / 430Nm


Fighter Range

1. High reliability and powerful engine
 - Reputable 6 inline cylinder Turbo 6M60 engine for fuel economy and power to drive heavy loads
 - Better Engine life of 6 Cylinder compared with 4 & 5 Cylinder engines, reducing breakdowns
2. High gross vehicle weight for better payload (11.9T GVW FOR FK, 20T GVW FOR FQ)
 - Largest cargo capacity with long wheelbase and low deck for FQ model

3. More uptime and peace of mind

- Factory warranty of 3 years / 100,000km – whichever comes first
- Better uptime achieved with wide service and spares network

Super Great Range

1. Low fuel consumption
 - Optimized power to weight ratio of its engine line (10.7L) for improved fuel efficiency. New advanced ShiftPilot transmission ensures right gears at right speeds and shorter gear shift timings for up to 15% more fuel efficiency as per Japan's factory testing.
2. More uptime and peace of mind
 - Factory warranty of 3 years / 100,000km whichever comes first
 - Better uptime achieved with wide service and spares network
3. Comfort and safety for drivers
 - Less fatigue with hassle-free ShiftPilot transmission offering the best of both manual mode and the option to drive in automatic mode.
 - Integrated steering wheel command for easy access and safe driving.
 - Keyless cabin entry with push button ignition start switch facilitates an easy engine start and includes an immobilizer function in case of emergency
 - New generation cabin with driver friendly features like 3-step cabin entry, side support bar, 2500mm wide cabin offers drivers the most comfortable workplace for long hour operations
 - Passive safety features like Anti-lock braking system (ABS), Anti-slip Regulator (ASR), Electronic Braking System (EBS), Hill Start Assist available to minimize accidents & ensure a safe driving environment 



Maximum Hygiene Thanks to Germ-free Surfaces

LAMILUX AntiBac: the material ensuring your safety in the food and medical sectors

Hygien is the top priority in places where it may not only have devastating health consequences but also financial ones if standards are not met. This is particularly important in hospitals and the food processing and food transport industries. LAMILUX AntiBac is the innovative partner for the food and medical sectors: a fibre-reinforced composite with a silver nanoparticle coating which produces an anti-microbial effect on its surface. Even multidrug-resistant germs die within a few hours on its surface and new, critical germ masses are prevented from forming.

Many resistant germs have their origins in industrial livestock farming, caused by massive antibiotic use. That's why sterility is also a top priority in animal husbandry. The mass transport of refrigerated and sensitive foods is also subject to strict requirements for cleaning and hygiene logistics to protect people, especially as the loading and unloading process exposes food to dirt and contaminants.

A material as protective shield

The antimicrobial LAMILUX AntiBac neutralises even multidrug-resistant germs and bacteria efficiently on a lasting basis in a way that no other material can. A completely new standard of hygiene is achieved if its surface is also cleaned and disinfected using conventional methods. This minimises hygiene risks while maximising hygiene safety.

This innovative composite material is already being used as a structural face sheet in truck refrigerated truck bodies, refrigerated warehouses and processing facilities in the food sector and in

operating theatres in hospitals. This can reduce downtimes throughout the entire food and refrigeration chain, often averting related untold damage to the image of the companies involved. **F**

About LAMILUX Composites GmbH

LAMILUX Composites GmbH has been producing fibre-reinforced composites for over 60 years. This medium-sized company is the market leader in Europe thanks to its large production capacity, extensive product range and technologically outstanding continuous manufacturing process. LAMILUX supplies customers around the globe in a wide range of sectors, such as the construction trade, the automotive and recreational vehicle industries, refrigerated store room and cell construction, and many other industrial sectors. In 2017, LAMILUX and its more than 950 employees achieved a turnover of 263 million euros. The family-managed company is based in Rehau, Bavaria.

Nippon Paint Rolls Out 40 Trend Colours for Mobility 2018/19 for Asia

Nippon Paint has recently launched its Trend Colours for Mobility 18/19 (TCM 18/19), encompassing a series of 40 colours in four themes – “Transient Glow”, “Conscious Being”, “Essential Balance” and “Seeking Adventure”.



The TCM 2018/19 was derived through a meticulous colour forecasting workshop held amongst a group of 65 Asian design experts and colour enthusiasts from 11 countries throughout Asia such as Bangladesh, China, the Region of China including Hong Kong, India, Indonesia, Malaysia, Philippines, Singapore, as well as Sri Lanka. These colours were forecasted to drive utilisation across Asian markets for the automobile industry for the year 2018 and 2019.

Elaborating on the inspiration behind Trend Colours for Mobility, Mr Eugene Yong, Senior Marketing Manager of Nippon Paint Malaysia Group commented, “Preferences, choices and style outlines individuals’ character and personality. As pioneers in the paint industry for over 50 years, Nippon Paint continuously pushes boundaries to re-think and re-create possibilities – be it for solutions or colours. We

believe that these thematic, adventurous colours derived by Asian designers would not only hit the right notes amongst Malaysians but to also provide opportunities for personalisation to end consumers, as well as challenge the norms of utilising only conventional colours in the automobile industry.”

The “Transient Glow” colour palette was curated to create a dreamlike, surreal yet elegant and spirited environment. Futuristic and optimistic, the colour set consists of shades of purples and pastels to exude the sense of warm and youthful authenticity. “Essential Balance” was put together to appeal to drivers who appreciate luxury craftsmanship of natural elements. The colours are warm and inviting shades of brown, gold and silver with the addition of grey hues. It exudes zen-like calmness and expresses back-to-basic understated luxury.

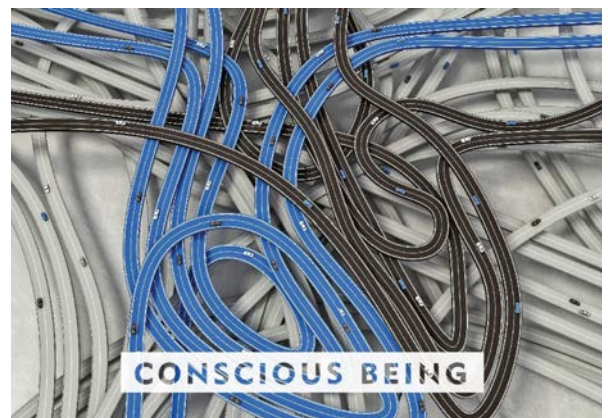
The colour theme “Seeking Adventure” consists of shades of red, green and blue which exudes the sense of natural, rugged, thrill and extreme fearlessness, a preferred choice for experience seekers. Meanwhile, the “Conscious Being” palette comprises of key colours such as blue, grey and silver hues, being the top colour of choice for digital natives who appreciate the possibilities of technology integration in everyday life.

In conjunction with the revealing of the colours, a survey was conducted by Nippon Paint Malaysia Group (‘Nippon Paint’) among 515 car owners, which revealed that 71 percent Malaysian car owners would choose to change their car colour. Traditionally, car owners would change the colour of their cars only if factors such as road accidents or when they wish to sell their cars for a higher resale value.

The survey further revealed that 56 percent car owners were adventurous in their choice of colours and are receptive towards non-conventional colours such as yellow, purple, pink, orange, green, red and blue.

Original equipment manufacturers (OEMs) usually provide consumers the choice of conventional monochromatic colours which are commonly white, black and silver. However, the survey which encompasses 21 percent female and 79 percent male respondents from the age range of 20-39 years shows that Malaysians are open to explore non-conventional and vibrant colours for their rides.

Other key insights unveiled in the survey showed that 57 percent Malaysians prefer compact vehicles while 25 percent prefer sport utility vehicles (SUV) or multipurpose vehicles (MPV) – demonstrating that consumers choose their type and model of cars based on not just users’ needs, but also their age and personality. **➤**





Original, high-quality filter from Hengst



Cheap, low-grade filter with early signs of quality issues

Filters Look the Same, are they the Same, are They?

When we ask people “what is the job of a fuel filter?”, we most likely get funny looks and a snipped answer: filtering fuel!?! – which is correct but not all. What if we said fuel filters are also the “fuse box” for the fuel injection system?

Unlike oil filters, fuel filters don’t have a bypass valve for a very important reason. The job of a fuel filter is to protect the injection system – at all costs! Once the fuel filter can no longer take contaminated fuel, it clogs up, pressure builds until it blows. The result: fuel supply can interrupt, even stopping the engine. Free flow of contaminated fuel on the other hand will severely damage the injection system and cause multi-thousand-dollar bills for injection system repair or replacement.

Injection systems can generate up to 5 000bar at the nozzle tip in passenger cars (eg. Volvo V60) and 2500bar in a modern truck common-rail system. With nozzle holes of just around 0.4mm in trucks and 0.15mm in passenger cars, there is literally very little room for particles in fuel.

Hence, filters need to meet OE specs including the right micron, the right filter media, correct collapse pressure and differential pressure. Taking short cuts here can become a quick, very expensive affair.

Filters play an important part in engines to function properly and for our own health (cabin filters | aircon. filters). But how can you determine, if your acquired filter product is of good or bad quality? They all look the same. While telling them apart is not easy there some simple things you actually can do:

Weigh them. If your acquired filter differs vastly in weight from the genuine one, start asking questions.

Break them: turn them, twist them, break them and compare your results. You will find that OE filters will be a lot harder to break than cheap copies, although they look the same or even better.

Sniff them: This sounds odd but can reveal a lot. If the filters are the “same”, why does the scent often differ so much then? Keep in mind there are only a handful OE filter media manufacturers available worldwide.



Original Hengst Filter E82KP suitable for DAF, RENAULT. Top/bottom end plastic discs are heated up to insert the filter media into the plastic to ensure a perfect seal.

Differential Pressure

Filter tests are important to ensure its performance and engine reliability. One of the very important processes each Hengst filter needs to go through is the Differential Pressure Test. In this test the pressure is measured before (dirty side) and behind (clean side) the filter. The gap between both is called differential pressure. If the gap is minor it may be an indication for fluid passing through too fast or even a leak. If the gap is too high, it may be an indication for the micron fibers being too small or some blockage possibly. Both scenarios are not good. Hengst has made it their task to find the best of both without jeopardising overall performance.

Collapse Pressure

Filter tests are important to ensure its performance and engine reliability. One of the very important processes each Hengst filter needs to go through is the collapse pressure test.

In this test the filter is pressurised under simulated working conditions until it blows. The Hengst Stack-Filter for example can withstand one of the highest oil pressures measured in today's engines: 17 bar, the engine oil pressure can build up to 15 bar. All Hengst filters have a safety buffer to ensure its performance.

Size does matter!

Which micron size is best? A question Hengst gets asked often. A common belief is that: "the smaller, the better". However, this is far-fetched. The micron size of a filter very well depends on its intended use. When it comes to the requirements for filters, the different engine oils have different viscosities and different engines have different operating pressures, service intervals, filter space, fluid flow capacity requirements to name just a few.

If the micron is too small, the filter can clog up and blow, if too large filtration is jeopardised. In both cases engines can lose performance or even be damaged.

The difficult task is to find the right filter media for right job. This also requires also a comprehensive knowledge of oil and fuel behaviours under different conditions.



To give an analogy, Hengst likes to compare this with Tea. Is every Tea the same? Each tea has different requirements in regards to water temperature, bag material and time to brew to ensure the best taste.

Hengst works with all fibers necessary to have best filtration results and our benchmark is always OE. **F**



Field Test

Left: Hengst Filter E82KP D36 after a 15 000km scheduled service interval. Filter has darkened but structure and integrity of filter is still in perfect condition; ensuring proper sealing and filtration of fuel until scheduled replacement. Discoloration is a normal occurrence during the filtration process. Right: Inferior filter made in China supplied by a German brand after 15 000km. Structure and integrity is completely lost. Glue to attach plastic ends to filtration material has become brittle resulting in complete separation of both parts and causing fluid bypass. No filtration and filter/glue parts can enter the fuel system.

Petronas Lubricants Got You Covered

With ViscGuard, the Petronas Urania lubricant range is just about everything your commercial vehicle needs.

We have all heard it before, time and time again, of how unscheduled downtime is one of fleet owners' biggest nightmares. They are on a continuous hunt for the best solutions not only to give their fleet the best performance but better protection for their machines and also kind to the environment.

Petronas' commercial vehicle lubricants are developed to deliver superior protection to ensure reliability and optimum performance for heavy-duty diesel-powered vehicles. Commercial vehicles are often required to perform difficult tasks under extreme conditions, therefore requiring premium heavy-duty diesel engine oil formulated and developed to protect hard-working trucks and ensuring the most efficient and dependable performance.

Petronas Urania is developed for outstanding diesel engine performance, formulated with advanced additive technology for total engine protection, enhanced efficiency and performance. The Petronas Urania premium range is an environmentally-friendly lubricant for on and off-highway heavy-duty applications, developed for Low-Ash technology compatible with modern emissions control devices such as Exhaust Gas Recirculation (EGR) and Diesel Particulate Filter (DPF).



Not only that, the Petronas Urania range now also comes with ViscGuard. This range of high quality engine oils are formulated to effectively guard against engine deposits build-up and maintain optimal oil viscosity for longer engine life. Petronas Urania with ViscGuard is formulated with robust oil film to effectively guard against engine's silent killers (engine deposits), preventing abrasive wear and oxidation to maintain optimal oil viscosity. The integrity of the oil is maintained all the way through to the next oil change, safeguarding the truck's most valuable asset, which is the engine.

Chief Executive Officer of Petronas Lubricants Marketing Malaysia Sdn Bhd, Anton Salleh Hashim, said: "One of business owners' biggest fears is an unplanned downtime as money and reputation are at stake. Our products, through the Lub-Edge Programme, has a direct impact on the total cost of ownership for our customers. We also ensure that our customers keep operating and meet their daily business commitment."



The Petronas Urania with ViscGuard range:

1) Petronas Urania 3000 LS

Designed to effectively guard against engine silent killers (engine deposits: soot, ash, deposits and varnish), preventing abrasive wear and oxidation to maintain optimal oil viscosity. This helps in extending engine life and reduces the total cost of ownership. The Petronas Urania 3000 LS 15W-40 is suitable for Low-SAPs and other heavy-duty diesel applications including modern, high-



output, low emission engines fitted with emission control system (DPF, SCR, DOC and EGR technology), turbocharged and naturally aspirated engines in both on and off highway applications.

Customers will benefit as the Petronas Urania 3000 LS maintains oil at optimal viscosity levels, delivering optimal lubrication to prevent unplanned breakdowns; has excellent control in deposits build-up, delivering optimum fleet's engine performance; effectively combats high concentration of soot build-up, critical to prevent loss of vehicle horsepower; has longer oil drain capability up to the highest mileages recommended by OEMs; reduces acidic levels leads to corrosion, making your fleet engines more durable and longer life; and has outstanding protection with high anti-wear properties to protect engine in severe conditions.

Low SAPS oil is suitable for Euro VI and Euro V heavy duty diesel applications including modern, high-output, low emission engines fitted with emission control systems using DPF, SCR, DOC and EGR technologies. It is also suitable for new and old turbocharged and naturally aspirated diesel engines, both on-highway and off-highway, running on low or ultra-low Sulphur diesel and bio-diesel.

Petronas Urania 3000 LS meets or exceeds the requirement of MAN M3575, Volvo VDS-4, Renault RLD-3, Cummins CES 20081, Mack EO-O Premium Plus and CAT ECF-3/ECF-2/ECF-1-a, among others.



2) Petronas Urania 3000

Suitable for all types of heavy duty diesel applications including modern, high-output, low emission engines fitted with emission control system using EGR technology. It is also suitable for new and old turbocharged and naturally

aspirated diesel engines, both on-highway and off-highway, running on high or ultra-low sulphur diesel and bio-diesel.

It meets or exceeds the requirement of API CI-4, ACEA E7, Global DHD-1, MAN M3275, Volvo VDS-3/VDS-2, Renault VI RLD-2/VI RLD, Cummins CES 20078/20077 and Mack EO-M Plus/EO-N, among others.



3) Petronas Urania 800 (Variants: Urania 800 20W-50 and Urania 800 15W-40)

The Petronas Urania 800 variants are formulated with ViscGuard to effectively guard against engine silent killers (engine deposits: soot, ash, deposits and varnish), preventing abrasive wear and oxidation to maintain optimal oil viscosity. This helps in extending engine life and reduces the total cost of ownership. Both Urania 800 variants are suitable for heavy duty diesel applications including turbocharged and naturally aspirated diesel engines, both on-highway and off-highway, running on high or ultra-low sulphur diesel.

Customers will benefit as the Petronas Urania 800 maintains oil at optimal viscosity levels, delivering optimal lubrication to prevent unplanned breakdowns; effectively combats high concentration of soot build-up, critical to prevent loss of vehicle horsepower; and reduces acidic levels leads to corrosion, making your fleet engines more durable and longer life.

It is suitable for heavy-duty diesel applications including turbocharged and naturally aspirated diesel engines, both on-highway and off-highway, running on high or ultra-low sulphur diesel, and meets or exceeds the requirement of API CF-4.



4) Petronas Urania 500

The Petronas Urania 500 monograde series is formulated for older commercial vehicle diesel engines to help control against wear and control corrosion. It is suitable for older heavy-duty diesel applications including turbocharged and naturally aspirated engines in both on and off highway applications.

Customers will benefit as the Petronas Urania 500 maintains oil at optimal viscosity levels, delivering optimal lubrication to prevent unplanned breakdowns; piston cleanliness and minimising deposits build-up, protects engine from wear; helps dispersing soot, hence reduces soot-induced oil thickening; and good TBN retention effectively neutralising the acidic by-products from combustion.

It is suitable for all types of older commercial vehicle diesel applications and high-revolution turbocharged diesel engines for both on-highway and off-highway and meets or exceeds the requirement of API CF/SF.

Research Facility in Turin, Italy

Petronas emphasises on partnerships, which is the driving force behind its winning formula as they share knowledge, technical capabilities and expertise.

The Petronas Global Research and Technology Centre in Turin, Italy is a physical embodiment of the continued commitment in innovation in fluids technology inspired by collaboration and co-engineering with its partners. Partners include the FCA and CNHi group.

During the official launch of the centre in March this year, Petronas Vice President of Downstream Marketing and the Chairman of the Board of Directors for Petronas Lubricants International (PLI), Dato' Sri Syed Zainal Abidin Syed Mohd Tahir sealed their commitment to further research and development in fluids and lubricants that would reduce carbon emissions which is a primary concern in the industry.

"Our state-of-the-art technology centre in Turin is the heart of our research and development initiatives around the world. It plays a key role in Petronas' growth strategy, reaching well beyond its original role as a research centre in Europe focused primarily on local needs. We will leverage on this centre to bring global expertise to serve the technological and technical requirements of Petronas lubricants' business in Asia, Africa, Latin America, and North America.

"This will ensure that our customers worldwide have the best level of understanding, support and care that they have come to expect from industry leaders," he said at the event.

Emphasising on the commitment to invest in technology, Petronas Lubricants International Group Managing Director and Chief Executive Officer, Giuseppe D'Arrigo announced their pledge to be the world's leading Technology Solutions partner with a strong commitment to enable businesses to grow. Championing CO2 emissions reduction through their unique approach to technology and co-engineering came up top in their agenda. With that, they will be committing 75 percent of all future research and technology investment behind emission reducing projects. **7**



SCANIA



An Update from Scania's CEO

Henrik Henriksson sees Asia as powerhouse and Malaysia's potential with biofuels.

Scania Group President and Chief Executive Officer, Henrik Henriksson, was in town recently to talk to reporters about Scania's drive for customer profitability through sustainable transport solutions.

Besides sustainability, at the press conference Henriksson, with Scania Group Executive Vice President and Head of Sales and Marketing, Christian Levin and Managing Director for Scania Southeast Asia, Marie Sjödin Enström, addressed other issues as well including their relationship with other brands in the Volkswagen group, competitions and investments.

With Volkswagen Bus and Truck, which has owned Scania since 2015, Henriksson said each brand within the group has different positioning in the market and each is strong and has strategies in different areas. Other brands in the group are MAN, Volkswagen Caminhões e Ônibus and RIO.



Scania Group President and Chief Executive Officer, Henrik Henriksson

"We have different positions which we design ourselves, not by the group, and by our own decisions. Scania runs like an independent company which benefits from being a part of a bigger company, the Volkswagen Trucks and Bus family where we share research and development. The Volkswagen group has many

resources, they are big on technology, which benefits Scania and our customers, and I think that is the most important thing," he said.

When it comes to competing, Henriksson added that although they are in the same big family, they hit each other hard in a healthy competition environment, which is the philosophy of the Volkswagen group.

He saw Scania as a very strong brand which ensures that it benefits from what is good from the group but at the same time preserves its independence and focuses on what is good for the customers.

Scania's Presence in South East Asia

South East Asia is a very important growth area for Scania. According to Henriksson, it was already a strategic choice 20 years ago when Scania set foot in the region namely Malaysia, Thailand and Singapore.

"While we are also now looking at the Middle East and Africa, I would say that the actual powerhouse now is Asia, with the centre of gravity being Southeast Asia. We see great growth potential in Malaysia. Investments are happening here in infrastructure, and Malaysia itself is at the centre of everything," he said.

For the Asian market, the group expects an increase of 40 percent vehicle orders growth for this year, as compared with 2017 sales. The company's average Asian sales was in the range of 20 percent of its global vehicle orders.

Enström said local presence will get a boost with the opening of three service facilities for heavy vehicles in Malaysia in the coming three-year period, to further strengthen sales and services for trucks, buses and power generation engine customers.

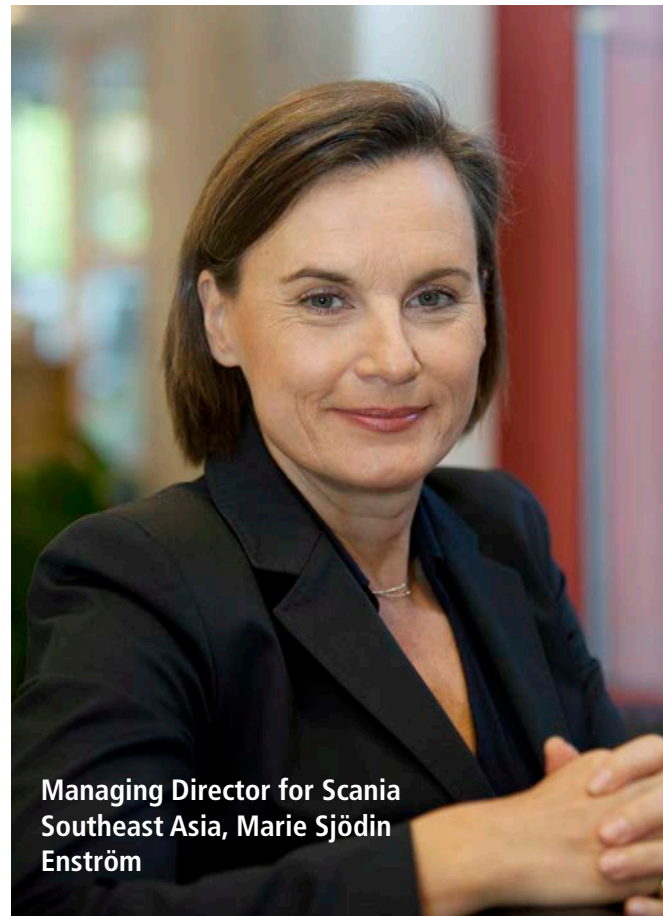
"We are very happy with the bus development and market which we are also dominating. We are getting very good feedback from customers. With the development of MRT lines happening, there will be a need for more feeder buses, so we will continue to work with the operators. Meanwhile, on the truck side, last year we had a growth of 95 percent and with the oil and gas businesses renewing their fleet, we will continue to grow," she said.

Apart from the vehicles, Henriksson added that Scania will also continue to invest in its financial services operation. "It is very important for us to be able to offer a total solution for our customers including vehicle services, financing, insurance and so on," he said.

Sustainability

"Scania wants to drive the shift towards a more sustainable transport solution," Henriksson said. "We have to make sure we bring down the co2 emissions from the transport that we provide to the world."

He acknowledged Malaysia's potential and opportunity to produce and use local biofuels, both biogas and biodiesel produced from palm. "Besides shifting to biofuels, we are



**Managing Director for Scania
Southeast Asia, Marie Sjödin
Enström**

also working on how to bring down the fuel consumption of normal diesel through driver trainings. We can use the fleet management connection to identify which drivers need to be trained, to bring down the fuel consumption.

"At Scania, 10 years ago we could say that customers can fill up on whatever they like but now we are saying that it is not good enough. We can help you find sustainable fuel wherever you are in the world," Henriksson added.

There is also a lot of demand and pressure from the customers of Scania's customers. "Big companies these days have a sustainability agenda and they need to fulfil it and that is driving the change all over the world whether you are transporting people or goods, logging or forestry.

"You cannot run a business that is unsustainable anymore because no one will buy your products and services, or invest in you, and no one wants to work for you because the young generation will not want to work for a company that is unsustainable," Henriksson concluded.

For more on Scania's drive towards sustainability, go to www.asiantrucker.com. 



BluJay Offers Unique Solutions for the Supply Chain Industry

BluJay Solutions, a provider of supply chain software and services, recently named Katie Kinraid as General Manager APAC. Asian Trucker talked to her about the challenges and opportunities in this market.

In July 2017 Katie Kinraid was appointed General Manager APAC for BluJay Solutions, a provider of supply chain software and services that are powered by the world's first Global Trade Network. Kinraid was previously Global Head of Strategy for Blackbay, the leading mobility-enabled solution provider that BluJay acquired in April 2017. With 12 years of last-mile delivery and cross-functional leadership Kinraid brings valuable experience to the role.

Strengthening Relationships

Kinraid oversees sales, marketing, and general administrative roles in the Asia-Pacific region. In addition to its APAC-region offices in Australia, China, Hong Kong, India, Japan, New Zealand, and Singapore, BluJay has offices around the world. "I look forward to leading BluJay in the APAC region strengthening our customer relationships



and forging new ones as more companies look to optimize their supply chains with a world-class provider," says Kinraid, who is based in New Zealand.

Global Presence

BluJay Solutions delivers supply chain software and services to retailers, distributors, freight forwarders, manufacturers, and logistics service providers. Kinraid notes, "In APAC we have over 500 staff, which makes up a significant proportion of the company. We work closely with our customers to understand the needs of each individual APAC country that our solutions will be deployed in. Kinraid continued. "Some of our APAC clients include: Yusen Logistics, Sankyu and Crane Worldwide Logistics, Hankyu Hanshin Express and K Line Logistics."

Kinraid says that what makes BluJay distinct is its unique suite of technology products. "Our products

are at the core of what we do, and each product works together to complement the other. For example, our Transport Management System (TMS) for Shippers product can be paired with MobileSTAR to drive better results.

“We pride ourselves in our ability to work across borders. We offer solutions that allow customers to implement a common approach across very distinct countries, yet our products also allow customers to understand and support local differences. Our aim is to create a singular cloud platform that the market can connect to and understand, rather than having diasporic technologies that clients are confused about investing in.”

Mobility is Critical

“Mobility is critical for the supply chain and logistics sector – people need to be connected anytime and anywhere and having a mobile solution allows us to track and trace the whole process. We use mobility at BluJay to help deliver an end-to-end supply chain offering that connects people regardless of location – creating true visibility across the journey. It allows us to communicate with users in the field if things change, for example a change in the middle of a delivery process.”

MobileSTAR is powered by BluJay’s logistics application framework and is a flexible platform able to integrate with all BluJay products. It enables customers to share shipment and driver information with partners up and down the supply chain.

Ease of Use

The platform is designed for ease of use. It lets customers take best practice process flows developed from years of experience and use these to deliver enhanced business values to operations. The flexibility of the platform allows customers to pick and choose the functionality relevant to them, while allowing them to modify them to their own processes.

This means faster and more flexible deployment, and the ability to change while in the field. For example, once a solution has been used it can easily adapt to driver requests, market changes, peak processes and more – it’s a solution that can flex with the business without excessive costs of changing solutions. MobileSTAR typically takes less than 15 minutes for drivers and users to get up and running with the application, and changes can be pushed to the field in minutes, allowing customers to respond quickly to any issues.

APAC CHALLENGES

Asked what the challenges of doing business in APAC are Kinraid responded: “At first glance, APAC appears as one of the most exciting regions on the globe and it has barely reached its potential for Internet adoption, e-commerce growth and general digital adoption.

“According to Bain & Company research, the Philippines send more texts than any other country on the planet. However, despite the consumer adoption of technology in communication, the region only has 3% online retail penetration (excl. China).

“When looking at this market, it’s important to note that due to the speed in which technology has developed, consumers have not taken a traditional technology path, and in fact have leap-frogged a whole era of digital adoption, skipping computers and laptops to go straight to mobile phones and tablets.

A Complex Market

“In Thailand, 85% of consumers not living in major metropolitan hubs use mobile devices for online purchases, but despite these obvious growth indicators and the allure of the overall market, there are considerable complexities to the Asia Pacific market.

“Looking at the emerging Asian countries of India, Indonesia, Thailand, Vietnam, Malaysia and China, they have relatively low rankings in the World Bank’s ease of doing business and are directly impacted by an immature supply chain infrastructure, high energy and ICT costs, longer delivery lead times and transportation restrictions. The complexity of customs within APAC is a contributing factor to the ease of doing business. There is no unified customs process across the 50 countries that make up the region. Due to the variance in economies, the application of a unified approach is difficult to foresee at this stage, however the ASEAN Economic Community does acknowledge this and has set out objectives to integrate and simplify customs and visa processes between countries.”

Challenges are Opportunities

Kinraid believes you must be mindful of the many different cultures you work with. “Working with different cultures and people who have different traditions shouldn’t be seen as a challenge, but as an opportunity to connect with like-minded people. We are all trying to solve the same business problem – just in different countries.”

Despite the challenges the market is continuously growing and changing – especially in transport. “Our opportunity is in educating the market on the benefits of technology and how investing in certain products will save them time and money in the long run.

“Our advantage is that we are a global company that has established itself in areas such as the US and UK. We’re able to look to our colleagues for learnings and lessons and apply them to what is happening on this side of the world. We also can proactively get involved in the key issues affecting the industry at a global level. Through working as one global team we can know the problems intimately and ensure our products are constantly evolving to meet these challenges, whether its tax changes or customer processes.” **T**

Bridgestone and SBS Transit's Partnership Through the Years



SBS Transit is a business with the highest of standards, which Bridgestone Tyre Sales Singapore has been able to meet for more than 20 years.

SBS Transit and Bridgestone Tyre Sales Singapore have a long-standing relationship that began back in the 1990's. Over the years, the business growth has been significant and today Bridgestone Tyre Sales Singapore is one of SBS Transit's leading suppliers for tyres. SBS Transit is a leading bus and rail operator in Singapore. SBS Transit aims to provide world-class public transport services which are caring, reliable, safe and secure. Today, the company operates more than 200 bus services with a fleet of about 3,000 buses.

High Standards

SBS Transit maintains very high procurement standards and requirements for its suppliers. Several product tests have to be conducted before a supplier's products can be shortlisted. Bridgestone Commercial Truck & Bus tyre R192, which was specifically developed for urban bus operations, is one of the products that fulfilled SBS Transit's stringent standards. Over the years, the R192 tyre has undergone several improvements and continues to meet the everchanging and stringent requirements of SBS Transit for public transportation in Singapore's demanding urban conditions.

Strong Commitment

Apart from the quality of Bridgestone's commercial tyres, Bridgestone Tyre Sales Singapore's strong aftersales support team is always ready to provide technical or operational support to SBS Transit. Bridgestone Tyre Sales Singapore maintains a minimum of two months inventory of R192 tyres for SBS Transit, so that replacements are always immediately available.

During a natural disaster in Japan, the production of the R192 commercial tyres was affected. In order to avoid any impact to SBS Transit's operations, Bridgestone Tyre Sales Singapore's two months inventory served as standby stock until the factories in Japan were back on-line producing tyres.

Delivery Priority

Bridgestone Tyre Sales Singapore also places priority on all SBS Transit's deliveries. All orders are processed and delivered to the highest standards and within the agreed timeframe or earlier. In addition, all authorisation procedures and safety requirements are adhered to during delivery.

Lastly, all Bridgestone Tyre Sales Singapore invoices are accurate in meeting SBS Transit's standard practices. The billing process is clear and efficient, with all queries handled promptly and efficiently. **F**

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Continental's Smart Factory in Penang

Digitalisation and connectivity are the aims of having Continental's Penang Plant, Continental Automotive Components Malaysia Sdn Bhd, transformed into an advanced state-of-the-art smart factory.

The EUR7 million transformation will take two years to complete.

With new technologies, global competition in manufacturing is rapidly increasing. Driving towards Industry 4.0, Continental's future smart factory will be more flexible, connected and robotised for better yield, and faster action insights. They also aim for a more efficient material handling, and supply and logistics that seamlessly integrate emerging paradigms and technologies.

The EUR7 million (RM31.5 million) investment will also see the warehouse space and facility enhanced, and the Research & Development office will be extended to accommodate more engineers.

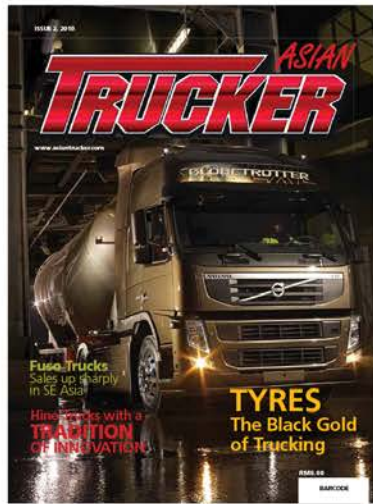
Dr Hans-Jürgen Braun, Senior Vice President and Head of 30 Central Electronic Plants worldwide at Continental said the new facility will further enhance quality and agility supporting the market requirements which not only strengthens the base for Continental's business growth in Malaysia. "It also demonstrates our strong confidence and commitment to our local customers and business partners. This is aligned with our vision and mission for Operational Excellence in our Global Manufacturing Network," he said at the ceremony.

Continental Penang Plant aims to transform towards industrial digitalisation that will empower its business to meet and exceed the challenges of the modern market. The future smart factory will have one continuous shop floor that ensures more efficient people access and process flow, with reduced production space to strengthen cost efficiency. The optimised production layout will enhance the manufacturing capacity and leave more space for the plant to receive more new businesses.

Luciano Oliveira, Managing Director of Continental Automotive Malaysia Sdn Bhd said the transformation will provide for long term viability, with more innovations and digital solutions in the future. "With the expansion, more jobs will be created. The R&D office will see to an increase of another 150 engineers by 2020," he said. He added that production will not be affected by the transformation, which is also why it will take two years to complete. **F**



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Electric Vehicles Summit Comes to Singapore

(Singapore) Electromobility is dominating executive agendas. Governments in Southeast Asia see it as a cleaner and more efficient way to roll out public and private transportation so are investing time and money in next generation charging infrastructure and leveraging public-private partnerships for vehicle OEMs and technology providers.

To aid strategic conversations, senior public and private stakeholders across the value chain including government, vehicle OEMs, power and utility companies, infrastructure providers, battery and energy storage providers, and transport companies will be gathering at the inaugural Electric Vehicles Asia Summit in Singapore from July 31 to August 1, 2018.

The two-day conference will focus on government e-mobility roadmaps, public-private partnerships, charging infrastructure developments, and live use-case studies within Asia to accelerate e-mobility.

“This is not yet another technology-driven event which focuses solely on EV technology and components. Rather, it’s an event focused on

enabling and accelerating the EV ecosystem and electric mobility frameworks in Singapore, Malaysia, Philippines, India, Thailand and Hong Kong.” – Joshua Lim, Conference Director, Electric Vehicles Asia Summit

Industry leaders sharing their strategic insights on EV challenges and opportunities include:

- Dr. Mohd Azman Zainal Abidin, CEO, Malaysian Green Technology Corporation (Ministry of Energy and Green Technology)
- Franck Vitte, Managing Director, BlueSG
- Alex Mastrovito, Head of Sustainable Transport, Scania
- Edmond Chan, Senior Systems Engineering Manager, CLP Power Hong Kong
- Vijay Sirse, CEO, Red Dot Power
- Rommel Juan, President, Electric Vehicles Association of the Philippines
- Pang Mei Yee, Vice President, Innovation, Solutions Delivery and Service Management, APAC, DHL
- Vivek Vaidya, SVP, Intelligent Mobility, Frost and Sullivan



Alex Mastrovito, Head of Sustainable Transport, Scania



Vivek Vaidya SVP, Intelligent Mobility, Frost & Sullivan

Andreas von Wallfeld named Head of Marketing, Sales and Services

(Stuttgart) Andreas von Wallfeld (47) has been named Head of Marketing, Sales and Services Mercedes-Benz Trucks as of May 1, 2018. He succeeds Till Oberwörder (47) who started his new assignment as Head of Daimler Buses on April 1, 2018.

“Andreas von Wallfeld is a recognized sales and marketing expert,” stated Stefan Buchner, Head of Mercedes-Benz Trucks. “Thanks to his cross-divisional market experience, he will prepare our global sales, marketing, and aftersales organization to deal with the challenges of the future. In the past four years he has headed the sales and marketing activities of Mercedes-Benz Cars in Germany with great success. Together with his team, he played a major role in the cars division’s achievement of sales records. Andreas will apply the wide-ranging marketing know-how he acquired as Head of Brand Experience Communication Mercedes-Benz Cars.”



Andreas von Wallfeld

Volkswagen Truck & Bus and Hino Motors Enter Partnership



(Tokyo) Hino Motors, Ltd. and Volkswagen Truck & Bus GmbH have signed an agreement aiming to build a mutually beneficial strategic long-term partnership on eye-level. Both companies will explore each other's capabilities to cooperate in logistics and traffic solution research, existing and new technologies as well as in procurement. The evaluation of technology cooperation will focus on conventional powertrains, hybrid and electric powertrains, as well as connectivity and autonomous driving systems.

A joint Alliance Board has been set up based on the SCFA to discuss the direction of the long-term and eye-level partnership. The Alliance Board comprises the CEOs from both companies as well as additional senior management representatives. By joining forces in a strategic partnership, Volkswagen Truck & Bus and Hino Motors will be able to expand their global footprints and get into a superior position to tackle the challenges of the industry. **T**

Tata Motors Launches Three New Commercial Vehicles

(Kuala Lumpur) Tata Motors, along with its authorized distributor DRB-HICOM Commercial Vehicles Sdn. Bhd. (DHCV), has launched the Tata Super Ace and the Ultra range of commercial vehicles in Malaysia. These vehicles have been designed for the modern commercial vehicle customer, with superior performance, world-class cabins, high load carrying capacity and flexible body-load configurations.

The Tata Super ACE is a 1 ton mini-truck from Tata Motors, for inter-city and intra-city transportation solutions. Optimally powered by a 1405 cc diesel engine, combined with a new body design and cutting-edge technology, the Tata Super Ace will offer customers with an opportunity to start their dream business with a very small investment.

Based on a combination of world-class performance parameters, with enhanced levels of durability and reliability of the ULTRA platform, this range will enable Tata Motors to set new benchmarks in the Intermediate commercial vehicles space in Malaysia. A combination of driver comfort, high load carrying-



capacity and safety, along with best life-cycle cost, makes this new offering from Tata Motors, versatile for various applications.

The Ultra 814 offers enhanced levels of durability and reliability on the ULTRA platform. It is powered by new generation NG 3.0 Lt CRDI engine coupled with next generation transmission. Available in 4.5T Payload with highest body option of 5.5M, Tata Ultra provides customers complete flexibility, for varying business requirements. All these together make the ULTRA 814 a reliable asset and the most efficient solution for optimum business profitability.

The ULTRA 1014 offers faster turnaround time and enhanced profitability for any goods carrying business, making it an ideal work-horse for movement of materials across distances. The driveline of the ULTRA 1014, has the latest NG 3.0Lt engine with an output of 140 HP, a new-generation transmission with aluminum casing – the 6 Speed - G-550 overdrive gear box, with cable-shift mechanism and axle technology, with reduced weight, ensures superior performance and greater fuel efficiency for varied payloads. The longer wheelbase of 4530 mm makes Tata Ultra the perfect Business Utility Vehicle, suitable for varying business applications such as FMCG, white goods etc. **T**

Lower Speed Means Fewer Road Deaths

(Paris) A new report by the International Transport Forum confirms that lower speeds make roads safer. The study examined how the road safety performance in ten countries changed after they changed speed limits or introduced automatic speed cameras on a large scale. All the cases indicated a strong relationship between speed and the number of crashes: An increase in mean speed was accompanied by a higher number of crashes and casualties. A decrease was associated with fewer crashes and casualties. In no case did an increase in mean speed coincide with fewer crashes or casualties.

These results confirm the existing scientific evidence that speed has a direct influence on the occurrence of traffic crashes and on their severity. According to a widely used scientific formula, every 1% increase in average speed results in a 2% increase in all injury crashes, a 3% rise in fatal and severe crashes and 4% more fatal crashes. Thus, reducing speed by a few km/h can greatly reduce the risks of and severity of crashes.

The report recommends to: reduce the speed on roads as well as speed differences between vehicles;

- set speed limits based on the Safe System principles, i.e. at a level that humans can survive without dramatic consequences in case of a crash;
- introduce compensation measures where speed limits are increased; for instance, stricter enforcement or a safety upgrade of the road infrastructure;
- use automatic speed control to effectively reduce speed.

Working towards a Safe System, the authors propose as reasonable speed limits:

- 30 km/h in built-up and residential urban areas where motorised vehicles and vulnerable road users share the same space;
- 50 km/h in other urban areas with intersections and high risk of side collisions;
- 70 km/h on rural roads without a median barrier and a risk of head-on collisions.

The report notes that lower driving speeds generally improve citizens' quality of life, especially in urban areas. They also reduce emissions, fuel consumption and noise. **T**

Scania's Sales Rise



Henrik Henriksson, President and CEO of Scania comments on the company's Interim Report January–March 2018: Scania's net sales rose to a record high SEK 31.1 billion and earnings in the first quarter amounted to SEK 3,315 m., which gave an operating margin of 10.7%. Higher vehicle and service volume contributed positively while a less favourable market mix, higher production costs for running double product ranges and continued constraints in the supply chain impacted earnings negatively. Demand for trucks in Europe remains very good due to the positive economic situation. The trend in demand in Latin America is positive, mainly driven by the continued recovery in Brazil. In Eurasia, the trend in demand is positive, due to Russia where order bookings are very strong. In Asia, demand remains at a high level, mainly due to Iran. Demand for Buses and Coaches in Europe continues to be strong.

For the second consecutive year, Scania's new generation trucks were victorious in the 1000 Point Test – Europe's most comprehensive comparative test for trucks. The new Scania truck was top-rated in the categories of cab, driveline and performance, fuel consumption and in cost and payload. Scania also received the Green Truck Award again – a special comparative test with fuel consumption in focus. Since the new truck generation was launched during autumn 2016, Scania has come out victorious in practically all comparative and individual trade press tests. Low fuel consumption of course not only reduces costs, it is also connected with increased energy efficiency, lower CO2 emissions and improved sustainability. **T**




Ken Lee CEO Asia
Pacific DHL Express

DHL Wins Best Logistics Service Provider – Express

(Shanghai) DHL was conferred Best Logistics Service Provider - Express for the 29th time at the 30th Asian Freight, Logistics and Supply Chain Awards (AFLAS) held in Shanghai, China. The awards come as DHL continues to invest significantly in the Asia Pacific region, to constantly improve its offerings in integrated logistics and boost customer satisfaction. The AFLAS are the only Asian logistics awards to be decided by customer votes alone, giving them a well-earned reputation as an authority on customer sentiment in the logistics industry.

"We are humbled to be named the Best Logistics Service Provider - Express for the 29th time," said Ken Lee, CEO, DHL Express Asia Pacific. "We believe our customers see

the real value we bring to them as we continue to invest in our people and infrastructure to deliver quality service such as the expansion of our Delhi Gateway and Central Asia Hub. These awards clearly demonstrate the trust our customers have in us – we have worked hard to earn their trust and will continue to outperform the competition to exceed customers' expectations."

Wu Dong Ming, CEO of DHL Express China, said, "Winning this award is testament to the strength of our extensive international network and we are honoured by the win. We are constantly enhancing our infrastructure and air connectivity to deliver the best quality and customer experience every day." 

PALFINGER Expands Its Comprehensive Range of Assistance Systems with the Innovative Mext and Weigh

PALFINGER has recently introduced two innovative assistance systems. MEXT and WEIGH integrate mechanical extensions into the overload protection system and weigh loads directly on the crane to further increase efficiency. Both functions can be easily activated by the crane operator via the radio remote control PALcom P7.

MEXT monitors mechanical extensions

MEXT allows one or even two mechanical extensions to be monitored by the crane's sensors and integrated into the overload protection system. Despite the long reach of PALFINGER TEC cranes with up to nine hydraulic extensions on the crane boom and six hydraulic extensions on the fly jib, further mechanical extensions on the fly jib

can be useful or necessary. After the operator has selected whether one or two mechanical extensions are being used, the crane's performance is adapted to the maximum load capacity of the extension. Thereby, additional external sensors are not necessary anymore.


WEIGH – weighing loads

The option WEIGH allows crane operators to weigh the load directly using the crane, thereby getting an overview of the positions to which they can lift the load. After applying the tare function, the load can be lifted and weighed. Using WEIGH, the crane operator knows which positions the crane can reach before the load is lifted, meaning that the crane operation can be made even more efficient. Another advantage is that the WEIGH function provides a



better overview as it allows the data of the last ten weighing operations to be stored.

Availability

The new systems MEXT and WEIGH are now available for the three heavy-duty cranes PK 135.002 TEC 7, PK 165.002 TEC 7 and PK 200002 L SH and for all other TEC 7 models. 



What Makes a Profession?

Stefan Pertz makes a case for more training and education for drivers of commercial vehicles.

Sure, practice makes perfect, but there must be some sort of a minimum set of skills you have to have in order to be considered to be a 'Professional'. In the case of truck drivers, we call it a profession and the people driving trucks are 'Professional Drivers'. Now, just how did they become pros at their job? Coming from the German schooling and education system, it was a long ride before I could be considered a professional. There were 13 years of school (excluding Kindergarten as we learned how to socialise there, not calculus) followed by three years vocational training. Later on, I added another four years to obtain two degrees. Yet, I still wouldn't say that I am a top journalist.

Wide Scope

Considering the task facing commercial vehicle drivers, I am always surprised when I hear that a one-week training on the job seems to satisfy most employers. A driving licence seems to be pricey if you need to pay for it yourself, but it doesn't seem to take up years of training or practice. When we interview professional drivers, they always tell us that driving is just one part of the job. Drivers have to deal with people, clients, suppliers, authorities and so on. When exactly does the training happen to equip drivers to handle these situations?

Level of Professionalism

If we contrast that to other jobs, it can get bizarre. "Did you have to study for that?" is a question sometimes used to insult the capabilities of a person performing a specific task that is seen as menial.

Sometimes I wonder what gives people the right to call themselves professional. For instance, I see bank tellers dressed sloppily and not being able to perform standard tasks without guidance from a manager. It kind of scares me when a bank teller doesn't know how to handle my money.

Or, when I receive a media invite that read: It gives 'Company Name,' Malaysia great pleasure to invite you to the launch of 'Company Name' Global Report: Death Sentences and Executions 2017. WOW! And this is from Public Relations professionals that have to have a degree, years of experience and an excellent command of the English language!

I get at least a dozen press releases and invitations for things that have nothing to do with commercial vehicles. I am invited to the launch of baby strollers, I get invites to interview CEOs of companies making pet food. Remember, these people have degrees and are called professionals. I have a little training in the area of public relations. The first thing you learn is that you need to ensure that the content is relevant for the media you are sending the release to. Now, would you continue to employ a driver that keeps delivering goods to the wrong destination?

Beyond the Call of Duty

Being professional means more than just having a degree. It is the way you handle things, how you interact with people. A simple note to say that you have received an order form, or that the goods have been delayed, may avoid panic. I enjoy working with people that are pro-active in problem notification. Things do go wrong. And that is the moment where professional conduct is rewarded by clients and suppliers alike. Sitting next to our commercial drivers, I would argue that their conduct also reflects on the standing of the company they work for and the entire industry. I know it can be hard to find a parking space and that it is already annoying to eat in your vehicle, but is it really necessary to park on a pedestrian crossing? What sort of image is that giving?

Making it Stick

One advantage other professions have going for them is that degree and training programmes are identical. If you hire an accountant that has gone through a certain career and training, you know what you can expect. And the title Bachelor of Mass Communication tells an employer exactly what the candidate should be able to do. This is unfortunately not the case in our industry. A driving licence seems to only indicate that someone has earned the legal right to drive a commercial vehicle. However, we don't know anything beyond that. It may not be necessary that truck drivers have degrees, but I think a uniform and comprehensive curriculum would make sense. Perhaps, if we put our drivers through a rigid and extensive training programme, that involves more than how to start the vehicle, they too would be regarded as professionals? **T**

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