

ISSUE 5, 2013
SGD 8.00

ASIAN **TRUCKER**

www.asiantrucker.com

SINGAPORE

**On the Road
with TNT**

**Volvo World's
Largest**

Heavy-Duty Truck Manufacturer

Goldbell

"Distributor of the Year 2013"

Mark Cameron

New GM at Scania Singapore



TO PROVE THAT NOTHING BEATS FUELSAVER AT REDUCING FUEL COSTS, WE EXPOSED IT TO THE MERCY OF THE WORLD'S TOUGHEST CRITICS.

High performance diesel engines are used in mining vehicles for maximum hauling performance, one of the most demanding mining applications. These vehicles, as any mining manager would tell you, can consume enormous amounts of diesel fuel and generate lethal toxic emissions.

So naturally, underground mining scoops and trucks seemed like perfect vehicles to find out exactly how well the Green Genius Fuelsaver™ would fare at saving money on diesel when used in mining operations.



We are fanatical about testing

We tested Fuelsaver not just for a few days, but for thousands of hours. If it sounds a bit fanatical, it is.

So what did this admittedly unorthodox test reveal? Quite simply, nothing the people at Green Genius hadn't already predicted.

When the Fuelsaver was installed in mining vehicle fuel tanks, they had an immediate positive impact on reducing fuel consumption by 5% to 12% (an 8% average), thus increasing the mining company's ROI and their bottom line.

The Fuelsaver also reduced toxic emissions by up to 35%, improved performance, and reduced the need for engine maintenance.

It works to save you money

What does this mean for the transport truck and bus fleet manager? On the highway, transport trucks can drive an estimated 120,000 km a year—that's the equivalent of circling the entire world three times over.

On average, it means fuel cost savings of up to US\$1,900 or RM6,000 per year per vehicle. For truck and bus fleets with 100 vehicles, fuel cost savings can average up to US\$190,000 or RM600,000 per year.

To further ensure even more fuel saving kilometres and maintenance free driving, the Green Genius Fuelsaver™ is guaranteed for up to five years of usage.

After considering everything that went into testing the Green Genius Fuelsaver, it's no wonder the Fuelsaver is the world's only proven "Genius in the Tank".

GREEN GENIUS FUELSAVER™

Genius in the Tank

Automechanika Kuala Lumpur sets **new record** for exhibitor and visitor attendance



Automechanika Kuala Lumpur, Malaysia's leading international trade fair for the automotive industry targeting trade visitors from ASEAN, attracted a record number of exhibitors and visitors when it was held 7 – 9 March 2013 at the Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia.

Automechanika Kuala Lumpur is organised by Messe Frankfurt (HK) Ltd in collaboration with the Malaysia External Trade Development Corporation (MATRADE). It is supported by the Malaysia Automotive Institute (MAI) together with 17 local and overseas organisations.

The biennial show was opened by the Ministry of International Trade and Industry Deputy Minister YB Dato' Jacob Dungau Sagan and attracted 190 exhibitors from 18 countries and regions who exhibited their latest products and technologies in 5,000 sqm.

More than 78 percent of the exhibitors were from the overseas countries and regions of Australia, China, France, Germany, Hong Kong, India, Indonesia, Iran, Italy, Japan, Korea, Pakistan, Singapore, Taiwan, Thailand, UK and the US. The total number of exhibitors showed a percentage increase of 15 percent compared to the 2011 show.

German exhibitor Bizol, part of the first ever European Pavilion, was showcasing its motor oil products to help their local business partner generate new business leads in an expanding domestic luxury car

market. Mr Alex Singer, the company's Sales Manager said: "This show is good for our business because we get a sniff for the market here. I think we can also give our partner the possibility of addressing new market segments that he is not targeting."

Malaysian exhibitor SKI Industry Sdn Bhd, a suspension parts manufacturer, was exhibiting for the third time and Mr Wong Eng Ee, the company's General Manager said: "Shows like this are important so we can expose ourselves to the world. Our production is in the rural area so we have to come to the place where everybody is coming to, to show what we can offer."

Ningguo Feiying Auto Spare Parts Co Ltd from China manufacture brake linings as well as clutch discs and covers and the company credited the show with helping them to break into the ASEAN market. Mr Jeffery Hau, the company's Foreign Trade Manager explained: "The show helped me to open up the Southeast Asian market as I am able to meet buyers from Malaysia, Thailand, Vietnam, Cambodia and Singapore. I've already got three orders."

Local Malaysian visitors included Mr Vaya Tharasan, Managing Director, Micro Auto Service and Trading Sdn Bhd who was visiting the show for the third time. "Shows like this are good for my business because you get more contacts, dealers and distributors and sometimes we find products that are not available in locally. I also want to increase my knowledge and see what's happening in the market."

Mr Paul Lin from Simar HT Marketing, Malaysia added: "This is a good show for me to obtain industry information from leading global and overseas companies and get contacts."

Commenting on the event, MAI's Chief Executive Officer Mr Madani Sahari said: "As vehicles of today continue to increase in complexity with advanced technologies, auto technicians must be made aware and be trained to meet these increasing advancements in the auto industry. The Mechanics Challenge has provided such a platform, as well the opportunity for working technicians to demonstrate their automotive knowledge and problem-solving capabilities by resolving 'real world' repair challenges." The first day of Automechanika Kuala Lumpur marked the inaugural Malaysia Automotive Institute Aftermarket Conference with its theme of Automotive Aftermarket: Towards Sustainability Development.

The Federation of Automobile Workshop Owners' Association of Malaysia (FAWOAM) Annual Convention was held on second and final day of the show. Mr Too Peng Huat, President of FAWOAM explained the format: "We presented a series of management programmes about risk management, and how to properly insurance an automotive workshop. For the consumer conscious there was also a session talking about handling consumer complaints and the Small Claims Tribunal."

Contents

ASIAN
TRUCKER



Cover Story Page 6

4 Editor's Note

COVER STORY

6 Mark Cameron New GM at Scania Singapore

THE HIGH WAY

10 On the Road with TNT

COMING EVENTS

17 MIBTC 2013

NEWS & NOTES

18 Tata Motors Launches First 3-S Dealership in Yangon

19 Scania to Unveil New Concepts, Products and Services at MIBTC

19 DAF Introduces New Euro 6 LF and CF Series

20 China Logistics Group Launches Domestic Trucking Services

20 Fuso Lands Large Orders from Malaysia and Australia

21 Daimler Trucks Posts Record Revenues in 2012

22 Fuso Names Goldbell "Distributor of the Year 2013"

ROAD SHOW

23 Malaysia Truck Fair held in Johor

COMPANY FOCUS

24 Volvo World's Largest Heavy-Duty Truck Manufacturer

30 Volvo Group Singapore Celebrates First Anniversary

PRODUCT FOCUS

26 Lamilux

28 ProViu Aids Manoeuvring Without Risk

BUSINESS

32 An Enduring Partnership

MAINTENANCE

36 The Genuine Difference

BUSES

38 SBS Transit Adds New Routes

38 Tata Motors to Launch MCV Buses

39 Fuso Exports Aero Star Bus to Australia

OVERDRIVE

40 Trucks and Transporter – an Ideal Partnership

The

Drivers



EDITORIAL

Editor

Floyd Cowan

CONTRIBUTORS

Rainer Thiel
Stefen Pertz
Continental

DESIGN

Graphic Designer

Daphne Tan
Eng Chuan

Photographer

Jason Leong

ADVERTISING & MARKETING

Singapore

Floyd Cowan
floyd@asiantrucker.com

Hong Kong

Stefan Pertz
stefan@asiantrucker.com

Malaysia

Nicole Fong
nicole@asiantrucker.com

Website

Kevin Baum
Kevin@asiantrucker.com

CIRCULATION, CONTRIBUTORS & SUBSCRIPTION

info@asiantrucker.com

WEBSITE & E-NEWSLETTER

www.asiantrucker.com

PUBLISHED BY

FCowan Media

2C Upper Boon Keng Road
#29-678 Singapore 383002
T: (65) 6749 3748
F: (65) 6749 3748

Malaysia (HQ)

Asian Trucker Media Sdn Bhd

8th Floor, West Wing, Menara Rohas
Perkasa 9 Jalan P. Ramlee,
Kuala Lumpur 50450
Malaysia
Tel: +60 12 207 5528
Email: nicole@asiantrucker.com

Hong Kong

Launchpad Limited

Suites 1801-2, 18/F., Alliance Building,
130-136 Connaught Road Central,
Sheung Wan, Hong Kong
Tel: +60 1652 9540
Email: stefan@asiantrucker.com

**Boost your business
with a listing on our
new website.**

**Find business or
sell your truck, upload
your events or images
to the gallery.**

**Visit our new website
www.asiantrucker.com
to put your company
on speed.**

Printed by Stamford Press

Asian Trucker is a quarterly publication.

All material in Asian Trucker (print and online) is copyright and no part may be reproduced or copied in any form or by any means (graphic, electronic or mechanical including information and retrieval systems) without written permission of the publisher. The editor welcomes contributions but reserves the right to accept or reject any material. While every effort has been made to ensure the accuracy of information Asian Trucker / FCowan Media will not accept responsibility or errors or omissions or for any consequence arising from reliance on information published. The opinions expressed in Asian Trucker are not necessarily the opinions of, or endorsed by the publisher unless otherwise stated.

Expect the Innovative & Traditional at MIBTC 2013

Expect the Innovative & Traditional at MIBTC 2013

What should you expect when the Malaysia International Bus, Truck & Components Expo 2013 (MIBTC 2013) opens at the Malaysia International Exhibition & Convention Centre (MIECC) in Kuala Lumpur on June 13, 2013? Expect both the traditional offerings from such an exhibition, but at the first ever Exhibition in Malaysia that caters specifically to the needs of the regional trucking, logistics and bus industries, there will be innovations that will make it all the more worthwhile for visitors and exhibitors.

Superb Location

MIBTC 2013 will be held in the superb facilities of the Malaysia International Exhibition & Convention Centre (MIECC) where OEMs, parts and services providers will showcase their products and offerings. So, in this sense, it is very much a mainstream exhibition where visitors will be able to see a variety of products, some of them on display in Asia for the first time. This is an opportunity to see the latest technology in trucking and to have the opportunity to talk to professionals about how it can improve your operations.

It is anticipated that MIBTC will have up to 100 exhibitors showcasing their products in the 6,000++ sqm of exhibit floor, so be prepared to spend some time there.

Networking Opportunity

Another reason you will want to spend a lot of time at MIBTC is because, like all good trade events, this is a great opportunity to network and meet people who are, or could be, important to you. Along with your good self there will be traders from around the world, government officials and delegates from almost every segment of the trucking industry.

With so many people in attendance you might find it difficult to get to everyone you want to meet. As organisers of MIBTC, Asian Trucker are going the extra mile to provide exhibitors and visitors with services that will help you in your networking efforts. One service you can take advantage of is the online registration for business matchmaking. Sign up and register your interest to see specific suppliers exhibiting at MIBTC 2013. A notification will be sent to the respective parties, locking in your interest. In addition, both parties will receive SMS reminders about the meeting as it is easy to get involved in things and forget the time.

This service is free. Sign up early by sending an email to contact@mibtc.com.my, or call +60 16 521 9540. Do you need part time staff to help you with your booth? That can be easily arranged also.



Job Fair

Another service that adds to the value of attending this great event is that Asian Trucker and ACS AsiaPac are creating an online platform where companies can submit their job offers while job seekers can submit their CVs and their requests to meet with industry players. ACS AsiaPac will then match these and hopefully feed new talent into our industry. Together, both partners will also be approaching Universities and Technical Colleges to generate interest in this job fair. The MIBTC - ACS Job Fair will take place 13 - 15 June within MIBTC.

Excellent Speakers

The Speaker's Series will offer insights, brought to you by international leaders from the industry. Expect to hear from industry veterans such as Scania's Nick Leach, who has an engineering background and has worked for the Swedish heavy vehicle manufacturer for 36 years. Or from Shell's Baljit Singh who holds a degree in Chemical Engineering from the University of Singapore and a Masters of Business Administration from INSEAD. This is an opportunity to learn from the top people in the industry and to share information.

This is going to be an excellent event for the commercial vehicle industry and now is the time that you should be planning to attend.

For more information go to www.mibtc.com.my.



Malaysia International Bus, Truck & Components Expo 2013

馬來西亞国际巴士, 货车及组件展览

13 - 15 JUNE 2013

MINES International Exhibition & Convention Centre [MIECC]
Sri Kembangan,
Selangor, Malaysia

10AM - 7PM daily | Free Entry
[for trade only & registration required]

REGISTER NOW ! to get access to :

- * The Exhibition
- * MITC ACS AsiaPac Job Fair
- * MIBTC Speaker Series
- * Asian Trucker Networking night

PLATINUM Sponsor



SCANIA

SILVER Sponsor



apollo

REGISTER ONLINE NOW for quicker access on the event day.

Organised by



Supported by



Official Magazine



Branding & Communication



Official Media Partner



Official Knowledge Partner



Official Freight Forwarder



Official Hotel



Official Travel Partner



Official Job-Fair Partner



Official Human Capital Partner



Official Contractor



Official Venue



Mark Cameron New GM at Scania Singapore

There is a new man in town and Mark Cameron promises to bring a new openness to Scania Singapore as he builds on an already strong brand image for the transportation solutions provider, writes Floyd Cowan.



From the moment I sat down with Mark Cameron, the new General Manager for Scania Singapore, I knew that openness and inclusion would be among his priorities in building the European manufacturer's brand image in Singapore.

A Clear Direction

Mark moved from behind his desk and took a seat at a low coffee table. "We don't need to have that big desk between us," he smiled, exuding his Australian charm and a feeling of ease. Though just 10 weeks in Singapore at the time of the interview he already had a clear sense of where he was going to take Scania Singapore. And there was no doubt who was in charge.

Considering that Cameron has over 20 years of executive experience which spans sales and marketing, channel management, product management, training and customer

service it should be of no surprise that he would be clear on the direction he would be taking the local operation.

Cameron has been with Scania for 12 years in both country and global managerial roles. He began his time with Scania in Australia before being asked to move to headquarters in Sweden. Prior to his Singapore appointment, Cameron was Managing Director of Scania Tanzania. During his two year tenure, Cameron was instrumental in strengthening the customer service experience and doubling Scania's share of the truck market in Tanzania.



Driving Growth

As a leading Swedish supplier of heavy truck, bus, marine, industrial and power generation engines Cameron, as head of the company's local operations, will be responsible for driving the continued growth and success of Scania's operations in Singapore.

"Mark," said James Armstrong, Managing Director, Scania Southeast Asia, "brings with him an extensive technical background combined with a strong track record in product development and the sales and marketing of Scania products and services. His appointment reflects Scania's ambition to further strengthen our market position in Singapore."

Trucks, Buses & Engines

"We don't just sell trucks, buses and engines," adds Mark. "We offer total solutions for our customers with their profitability in mind. This is possible with our wide range of trucks, buses and engines which offer the highest level of performance, fuel economy, safety and reliability. Our full portfolio line-up is fully backed by superior driving training, highly-skilled technicians and efficient after sales service."



Singapore Challenges

What are the challenges the new GM faces?

"We have a strong brand, we have an excellent maintenance programme and so, to grow our market share, we have to present our offerings to the customer. We have a premium brand, we provide service and support and an excellent operating economy. We see ourselves as a solution provider, meeting our customers' needs by presenting solutions which offer the best overall whole of life costs, thereby reducing our customers operating costs and improving their profitability."

"To do this," Cameron continued after taking a sip of tea, "We have to have a lot of face time with the customers. We sit and talk, and occasionally drink, so that we can build up a relationship with the customer. By understanding our customers' needs, we can tailor solutions that add to our customer's business efficiency and profitability. We see this as a critical part of our business responsibility and the relationship we have with our customers."

Driver Training

What Scania is about, according to Cameron, are the additional services that the global company offers. "We provide a driver training programme to our customers. We teach drivers about road safety, fuel economy and generally about being a good driver. These are things that owners often do not consider when they are thinking about buying a new vehicle." Scania believes that the driver is the single most important asset for efficiency, environment and safety. Skilled and responsible drivers are the backbone of the industry, but often their contribution to society is undervalued.

"It is important to us that our customers understand our total business and everything that we offer such as 24-hour breakdown service and support. Everything must come together."



Developing Relationships

Face time can even include trips for customers to Sweden to show them the inner workings of the factories, to the bauma International Trade Fair in Munich and golf tournaments have proven to be an effective way of developing relationships. "We strive to achieve the preferred brand status and, as we have been in Singapore since the 1970s, many people do understand the value of the brand. With this understanding and recognition it is important for us to ensure that we continue to work with our customers to offer the best possible packaged solution to meet their needs and thereby assist them to maximise their business returns."

As his arrival in Singapore came shortly before Chinese New Year Cameron quickly became familiar with the nature of the festivities and its importance in building relationships. From his demeanour it was obvious that Mark had attended many celebratory parties during that time.

Strong Sales Team

"What is critical," Cameron noted, "is having the right sales staff. Building up relationships goes beyond sales. The after-sales team is equally important to ensure that the customer not only keeps his vehicles on the road and earning him money, but that he isn't forgotten or ignored once the sale has been made."

Having quality products for every need is also vital to a strong performance. From 4 X 2 lightweight vehicles to 8 X 4 heavy weights and everything in between Scania can easily meet local



needs. "We can and do specific applications to meet the needs of our customers. We can customise a truck as much as a buyer wants."

Core Values

This should not be surprising to people who know Scania as this is the first of three core values that the Swedish company has. "The customer is first," Cameron points out. "In everything we do we think about what the impact on the customer will be."

Respect for the individual, from fellow employees, to suppliers and customers, is also part of the Scania value system.

Quality products and protection of the environment are important to the Scania ethos. "We strive to eliminate waste, reduce emissions and in general, be good corporate citizens." These standards are expected of all 80 employees in Singapore – as well as those around the world.

10 Weeks In

Now residing in Singapore, Mark is an enthusiastic new comer to the island state. "It is a very vibrant city," he states. "I love going to Orchard Road, it is a very happening place. The economy is very strong here, and I believe it will continue to be for some time to come. Our products help improve the infrastructure here and I believe that we have a good partnership between ourselves, our customers and the government. We all have the same goal in mind – to run successful responsible businesses in a way that is of benefit to the entire society."

A trucker's life - On the TNT Asia Road Network



Asian Trucker boards a Scania R 380 and rides along with TNT Express crews on the ARN to experience the life on the road when time is crucial and care for material is equally important



“Wow! This is so cool!” Owen Leed, a friend of mine said, when I told him what I am going to do. Owen is involved in motorsports, but what we had planned had nothing to do with racing. What I lay ahead of me was a trip from Kuala Lumpur’s KLIA to Bangkok and onwards to Laos. On a truck. And almost non stop. The entire trip would span more than 3000 Kilometers and take only from Friday morning to Tuesday morning in the wee hours. Some may say “Yeah, but this is what I am doing everyday!”. And this is exactly the reason why we joined TNT on their Asian Road Network: To see what it is like to be a trucker,

on the road and under pressure to deliver goods on time and with a lot of responsibility for material and people.

Interestingly, TNT has chosen trucks for this “product”. While the truck might be the transport modus of choice in Europe, in Asia this concept is relatively new, but is fast growing in recognition and acceptance. Obviously, man and machine are subjected to a lot of stress and the pressure is high when it comes to delivering on time. Picking the right truck is key to success.



Arriving at the TNT warehouse in Kuala Lumpur

A good team is the most important

The stats for the ARN look impressive. However, perhaps the most important part is putting it all together. Selection of the drivers is crucial. It is Friday morning, 6:30 and I am meeting with the first team of TNT drivers. Suppayah Vyravan and Ser Yock Hian will be taking me to the border of Malaysia and Thailand. They have just arrived from Singapore. The ride was smooth and they arrived on time. Just after customs clearance they dock at the TNT warehouse right next to the airport and start unloading. Every step is well practiced and one can see the precision with which the team is working.

Stoppers are applied to the wheels: Safety first! "It is no wonder that we are all working in a team and that we help each other. All of us are part of a profit sharing scheme. TNT allows us to perform and that will be recognised at the end of the year" Vyravan explains. The trailer is loaded and a picture is being taken. This picture will be sent up to the next warehouse to

ensure that the load taken on and unloaded is identical. This photo also serves as evidence in case of damages to the goods

Before the journey continues, the supervisor calls for a briefing. During this briefing the team will report on any issue during the past sector they have driven, what lies ahead and what the load they carry consists of. During this briefing, a number of documents are signed. Drivers have to sign off on the vehicles being road-worthy having inspected them upon arrival. While watching this, it becomes clear that these drivers have more to do than just simply transporting good. They are also responsible for the condition the vehicle is in. Further, they are also brand ambassadors for TNT. Everyone is wearing the same uniform. Spotless ones at that one has to add. If anyone is still thinking that driving a truck is for those that have no education or are not suited of "real work" will have an awakening here.



Unloading at KLIA



Scania R380 and their drivers - The workhorses on the ARN

TNT has put a total of 14 drivers onto the ARN for Malaysia and another 14 for Thailand. In Malaysia, Scania sold 6 R 380 to move the goods, in total 12 R380s had been purchased. Together with 14 trailers across the two countries, these trucks are the workhorses on the ARN. The trucks are all identical, right down to the Michelin Tires. "We have had a lot of discussions about these things with Scania. The tires were recommended as the best ones for this application and you will see them on all the trucks we use on the ARN" I am being told.

Climbing up to the cabin, it becomes obvious why these trucks have been chosen: There is a lot of space and the passenger seat can easily compete with any passenger car. The suspension of the seat is something I will be grateful for over the next days. The Scania on the ARN are exclusively double-sleeper cabs. While one driver pilots the truck, the other one sleeps. After some 4 - 5 hours they swap and after a refreshing sleep in the back of the cabin, the new driver is well rested and alert.

This system has two main advantages. Firstly, the drivers are not pushed to the limit when driving. A steady rhythm of driving and resting ensures that they are fit to manage the vehicle. After a certain time driving, both drivers will rest for a full 9 hours. "In the Singapore hub we have a special area where drivers can shower and sleep. it is almost like a hotel" I am being told while we set the wheels in motion. Secondly, a truck in motion is more difficult to hi-jack and steal the load. Given that TNT is an express delivery company, every minute counts.

Everything is planned to the smallest detail

All vehicles are equipped with GPS and the route is predetermined. So are the stops that the drivers are allowed to take. As soon as we leave the compound, even opening the door of the truck will trigger an alarm and the control centre will call in to check what is going on. Toiled breaks are predetermined along the way. Cameras monitor the inside and outside of the truck, nothing escapes the control centre. The route is planned in such a detail that TNT has worked out which roads offer the best compromise between number of toll gates and waiting time at these stations. Should any delay happen, the drivers have to radio ahead to inform the colleagues about the delay. This may result in goods being reloaded / redistributed or offloaded.

While the two drivers follow their routine, I am watching, taking in what is needed to get the goods across borders. The truck rolls along at a steady speed and our drivers are constantly checking the mirrors. A lot of signalling takes place, even if the truck only moves out a foot or so to overtake a motorbike. As we go up the hills around Ipoh, a lot of space is given for other motorists to weave in and out of the convoy of trucks that have formed. This is nothing you learn in driving school.

Vyrvan is actually retired, having piloted trucks for some 33 years in four different companies. "I love this job and with the new generation of trucks like this one, it is actually fun! So, why not?" he tells me. "We do some seven or eight trips, then we have days off. In total we have 14 days annual leave" Vyrvan goes on. Apparently, TNT is one of the few companies that provide drivers with full benefits and bonus. At the same time, drivers that are not working as part of the team or are careless will find themselves quickly removed from the ARN.



Trucker Tucker

Near Taiping we have the first slightly longer break. We stop to have food and change drivers. As we near the border, it starts to rain. The drivers are now on full alert with decreased visibility and motorists that weave in and out of their lane, obviously not as aware of the dangers of driving in rain as our TNT drivers are.

One night in Bangkok

Some 500 Kilometres later we pass Alor Star and we reach the border to Thailand (Bukit Kayu). While I could use the bed now, this was just the first part of the ride that takes me in one go to Bangkok. We arrive and take a rest while we are waiting for the Thai crew to arrive.

Here the prime movers are being swapped as they cannot go across the border while the trailers continue their journey to Bangkok intact. TNT is the only operator in Asia to deploy integrals for cross border operations. The second team, both Thais, will be taking me to Bangkok in a 18hour ride that will go from here to the TNT warehouse near the old airport - non-stop. As we drive along the East-Coast of Thailand, the sun sets and the two drivers follow the same modus operandi as their colleagues before. Fully briefed and rested, they head up north. The roads are remarkable good. However, there are no lights along most parts of the highway.



First stop on a long trip

The drivers have to be very aware as in some parts of the country people simply ride their mopeds with the entire family of four without light against the traffic. Thongchai Sawat-Oon and Javoon Prasarnwong are experts too and the ride is smooth. If you thought you could make up some time, forget it: the speed limiter is set to 85 km/h. There goes the perception that truck drivers are all little Schumachers.

We stop every 2 hours. Windscreens are being cleaned, tire pressure checked and the vehicle is being inspected. At no time will the vehicle be completely abandoned.

There will always be one driver with the vehicle. "Standard procedure across the entire ARN". I am hungry, but someone don't feel like having locust for breakfast. Following another recommendation from Scania, the trucks on the ARN exclusively use Shell diesel.

As we pass Hua Hin, I am now awake for some 30 hours. The drivers work like clockwork and again, every work-step fits. A final change of driver and we are on our last stretch to Bangkok where we are greeted with slight traffic jam. After unloading the truck is being washed at the yard. The supervisor explains that

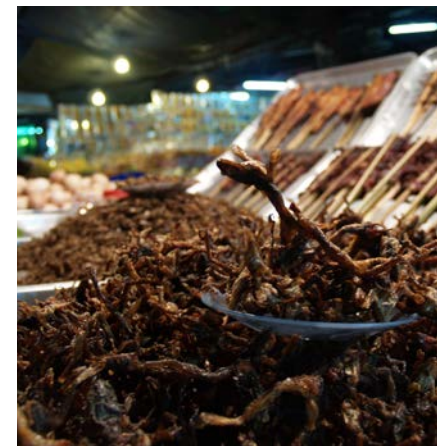


Thai Team taking me to Laos

he insists that this is done on the TNT premises, so that he can be sure that the truck is spotless. Again, these drivers are brand ambassadors. TNT Thailand is also very proud of the fact that they are the 2010 Scania Driver competition.

Good roads, good relationships

After a night's rest, I am back to the TNT warehouse near Dong Muan, the old airport. A different team meets me to go to Laos. This time, a contractor is handling the transport. They are, just like the TNT drivers, operating according to the same strict regulations imposed by the transporter. Under monthly review, they follow the exact same SOPs and the equipment is the same when it comes to monitoring the trip. GPS is installed and a sign on the back of the trailer let's potential crooks know that this is Fort Knox on wheels. The northbound route sees three scheduled departures weekly, which are supplemented as demand dictates. It started as some byloads and has since grown into full container-loads. If you expect bad roads, you are in for a surprise. Surprisingly, only the first hour out of Bangkok is a rough ride. After that, the highway is smooth and well maintained. The usual drive / sleep routine kicks in and as we eat up kilometres, the sun sets. It takes 12 hours to cover the 700 kilometres.



Breakfast not for me

Arriving at the TNT border office to Laos the next morning, the customs seals are broken, goods unloaded and new cargo taken onboard. A final check and the truck is heading across the border. Obviously, the truck is a familiar sight as the border officials greet us with friendly waves. In no time are we across the border. At the bottom of the Friendship Bridge II is a roundabout that feeds vehicles into the right lane as Laos has

left hand drive. Just behind the border, the container will be swapped using a crane and within 30 minutes the truck is back to the border and ready to make the journey back to Bangkok. By the time I am back I have covered over 3000 kilometres in less than 4 days. Just before we got back to Bangkok, a convoy of party buses overtakes us. These had been positioned at a truck stop a few kilometres behind and the passengers were having a party.



The Asia Road Network has operating routes that connect Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam and China. It furthermore connects seamlessly to TNT's global air network offering a wide range of multi-modal delivery services from and to Asia.

With a road network that spans 5,000 kilometres (!!) and over 125 cities, this superior express delivery capability offers many benefits. Via the Asia Road Network, TNT offers clients a transparent all-inclusive pricing. The service is cheaper than air freight and much faster than sea freight. Offering you greater flexibility to control and manage your costs.

Hard work for man and machine

There is little in terms of "Trucker-Romantic". The journeys are governed by time pressure and the need to keep a strict routine. Obviously, with some 20 tonnes in motion and other motorists just driving "like its their grandfather's road", truckers need to be fully aware and alert all the time. Representing a global brand also means that they have to behave accordingly and cannot just drive wild west style. After a few hours it becomes clear that this job isn't easy. Yes, the trucks may have improved and you don't need to double-clutch and wrestle the steering wheel, but it is still a demanding job. But surely, the TNT crew can do it.

As for the trucks, such a long ride clearly shows what matters: choosing the right vehicle and preventive care and maintenance. With TNT's reputation at stake, it would be fatal if a truck would break down in the middle of the trip. For long parts of the ride I did not see any workshops, sometimes not even villages. If one has to bring in a repair team or tow-truck, it will be very troublesome.

I am back to Kuala Lumpur now, but I took a flight to go from Bangkok to Kuala Lumpur. While this might be faster, the scheduling and precision, care and attention to detail reminded me of the ride along the ARN.

The Asian Road Network

Cheaper than air and faster than by sea is the promise that TNT offers. What exactly is the ARN? The Asia Road Network is a day definite road delivery network in Asia. Through this network, TNT can provide the fastest secure door-to-door, customs-cleared express delivery by road.

TNT's Road network runs under strict security - monitored and controlled by live Security Command Control Centre, operational 24/7. Our high quality trucks are secured by global positioning satellite for easy tracking. Our dedicated and experienced drivers are security trained and operate on a point-to-point schedule. You can rest assured that your delivery is in safe hands.

FEATURES	BENEFITS
Integrated door-to-door service	One point of contact for all your shipments
Cheaper than air freight	Significant cost savings
Faster than sea freight	Short transit times - Singapore to Bangkok in just 3 working days
Transparent pricing	Allows you to control and manage your costs
Scheduled service	Allows you to accurately plan and forecast consistently and with full reliability
GPS and enhanced security system	Know your goods are protected 24/7
Track and Trade	Real time visibility of your shipments to give you total control

Above all, TNT is committed to Transported Asset Protection Association's (TAPA) freight security requirements certification throughout its international delivery network. TNT's ARN is also the first operator globally to achieve TAPA TSR (truck security regulations) for an international cross border network. The TAPA FSR certification, an industry recognized standard, provides you with the confidence that we have the established freight security requirements in place to give you peace of mind.

Asian Trucker would like to wholeheartedly thank the entire TNT ARN team that has worked hard to put this trip together. In July we will send Devindran Ramanathan to Hanoi to cover the journey from Vietnam to Hong Kong.

Scania R 380 - The hero of the story

Model	R380 LA6x2 MNA with Opticruise (CKD)
Type	Forward Control, Right Hand Drive, 6X2
Capacity	Front Axle Weight, Max 7,500 kgs Rear Axle Weight, Max 20,000 kgs Gross Vehicle Weight, Max 27,500 kgs
Axle Distance	3,100 mm
Engine	SCANIA DC12 17, six-cylinder in line, 4-stroke, liquid cooled, direct injection diesel engine with exhaust driven turbocharger and intercooler of "air to air" type. Equipped with EMS and unit injectors type PDE. Swept volume 11.7 litres. Max output 380 hp (279 kW) at 1900 rpm. Max torque 1900 Nm at 1 100-1300 rpm. Emission level EURO 3. FMS - Fleet Management System (Preparation) Heavy duty cooling system. Mechanical temperature controlled fan. White smoke limiter. Noise level 84 dB(A), according to ISO 362.
Gearbox	Scania GRS905 1 2-speed range-splitter, synchromesh gearbox with fitted with Opticruise gear system.
Opticruise	System for "Automatic Gear Shifting" on manual gearboxes. The clutch pedal only needs to be used when starting and stopping the vehicle. In automatic mode the system selects the most suitable gear, and shifts when it considered it necessary. The Scania Opticruise is also equipped with downhill speed control and Hill Mode gear shifting which is used for climbing hill of more than 5% gradient.
Steering Axles	SCANIA AM740/N. Rigid beam of I section, drop-forged, tempered alloy steel.
Drive Axles	SCANIA AD1300/TAG AXLE AS900. Pressed steel housing with magnetic oil filter plug. Central gear R780 with final gear ratio 3.42 : 1 c/w Differential Lock.
Wheels	Ten (10)wheels rim size 9.00" x 22-5" c/w one spare wheel.
Tyre	295/80R 22.5 Radial Highway pattern (Tubeless type)
Fuel Tank	200+ 200 litres aluminium tank c/w lockable fuel cap
Steering	Fully adjustable 4-spoke safety hydraulic power steering.
Brakes	Direct acting full air brakes with independent circuits for front, rear, parking-emergency and trailer circuits. Spring type parking brake acting on two rear wheels * Exhaust brake, foot switch operated. * Automatic slack adjuster. * Air Drier * Load Sensing Valve * ABS, Anti-lock Brake System * TC- Traction Control * APS- Air Processing System
Suspension	Front - Heavy duty parabolic leaf spring (2x32) suspension c/w shock absorbers and Anti Roll Bar. Rear - Heavy duty Air suspension of 2-bellow type c/w shock absorbers and Anti Roll Bar.
Electric System	24 volts with two 12 volts batteries connected in series capacity 180 Amp/H and Alternator 80 Amp/H.
Instrumentation	Long curved dark grey dashboard with all instruments and controls within easy reach from driver. Trip computer with engine hour meter. Tachograph, 1 day, 2 drivers, km/h, SIM, rev. recording. Cruise control, with switches in steering wheel. Speed limiter: Max speed 85 km/h.
Cab exterior	* 4-point mechanical suspension of cab * Tinted windscreen * Electric window winders, driver and passenger side * Spherical mirror driver and passenger side * Mirrors with air deflectors
Cab	SCANIA CR19N Sleeper Cab. Cab structure in welded steel with galvanized sheet steel panels. Front parts and mudguards are manufactured from non-corrosive compound materials. Cab Is approved according to the Swedish Road Traffic Safety Board. The cab is heat and noise insulated. With laminated windscreen glass. Door windows of tinted type. External sun visor, cab heating and defroster system. Roof and wall panels with textile. Door panels with textile.



MIBTC 2013: More than just a commercial vehicle exhibition



Inaugural exhibition set to wow exhibitors and visitors with substantial program

Naturally, one can expect industry players to showcase their latest products and promote innovative services. With several exhibitors from outside Malaysia, the exhibition also earned the suffix "international". The organisers have not stood still since revealing the plans to host this expo. Meanwhile a substantial program has been put together and there will be plenty to see and do for everyone participating, either as delegate or as exhibitor.

Asian Trucker ACS AsiaPac Job fair



Human Capital Connection

Having surveyed the market, literally every company in trucking or related fields is looking for talent. To address this issue, we will host a job fair during MIBTC. You may visit our website to post your job offering or CV. At MIBTC we will partner with Human Capital Connection to match up as many job seekers as possible with companies looking for staff. Human Capital Connection will also provide workshops and Devindran Ramanathan from ACS AsiaPac will be manning our booth to run this sub-show within MIBTC. Once MIBTC 2013 is over, Human Capital Connection will continue to work on the matching up of candidates. Currently, a nationwide promotion campaign is aimed at students that are about to enter the workforce. Any professional fees for finding staff will be negotiated directly between employers and Human Capital Connection.

Asian Trucker Networking Evening

You may have scouted the exhibition for two full days, but still haven't had enough time to speak to the people you need to see. Or you have simply missed each other. Join us on June 14th between 6pm to 9pm for the Asian Trucker Networking Evening. We will be serving cold drinks and finger food while you make new connections and close deals. Here is your chance to meet industry leaders and the people that you may have missed at the exhibition.



Business Matchmaking

To facilitate that you meet the people you have to see and to manage appointments, we are offering a business matchmaking service. Totally free and with no obligations. All you have to do is to register online (on www.mibtc.com.my) and make appointments with the suppliers you want to meet. There will be reminders sent out to ensure that both parties show up for the meeting. Register today to ensure that you get in front of the manufacturers and service providers you need to see.

Sign Up Here
for Business Matchmaking

Other activities include our speaker series and the remote controlled truck racing. With only a few days to go until MIBTC 2013 we encourage you to register early and to mark the dates for Malaysia's largest, international commercial vehicle exhibition.



Tata Motors Launches First 3-S Dealership in Yangon

(Yangon) On April 7, 2013, Tata Motors, along with Apex Greatest Industrial Co. Ltd. (AGI), launched its first fully integrated 3-S Commercial Vehicle Dealership in Yangon, Myanmar. The new dealership offers Sales, Service and Spare Parts facilities for its full range of Commercial Vehicles.

The vehicles launched and displayed at the function range from the Tata Ace, Tata Magic, Tata Super Ace along with five different fully built applications in the SCV Range, Tata LPT 407, Tata LPT 613, Tata LPT 1116, Tata LPK 1615, Tata LPT 1618, Tata LPT 2116, Tata LPT 2123 & Tata LPK 2523 in the Truck range and the Tata LP 407, Tata LP 613, Tata LP 913 & Tata LPO 1924 RE SLF in the Bus range.

The new 3S facility was inaugurated by Mr. U Win Myint, Hon. Minister of Commerce, Myanmar, Mr. R. T. Wasan, Head - International Business, Commercial Vehicles Business Unit, Tata Motors, Mr. U Kyi Thein, Chairman - Apex Greatest Industrial Co. Ltd., Mr. U Tint Lwin, Founder, Lwin & Swan Group & major shareholder of AGI, Mr. Sailas Thangal, Commercial Counsellor & Charge De affair - Embassy of India in Myanmar and Mr. Rudrarup Maitra, Regional Head - South Asia & Far East, Commercial Vehicles Business Unit, Tata Motors.

"This is a historic moment for us at Tata Motors and AGI," stated Mr. R. T. Wasan, "which reaffirms our commitment to our customers in Myanmar. Today, Tata Motors can offer a comprehensive range of commercial vehicles which provide superior value to our customers in Myanmar. We already have over 400 Tata vehicles on the roads of Myanmar and it is an important market for Tata Motors. We plan to launch two more

dealerships in Yangon and will continue to introduce our world-class facility in the major cities of Myanmar."

Mr. Rudrarup Maitra added, "This new dealership is an impressive 9,000sqm facility that has a 10 bay workshop and ample space for display and work bay expansion. Apart from the Spare Parts Warehouse, the Vehicle Showroom and Display Area, it also has a modern training facility for sales & service technicians. Both, Tata Motors - AGI Yangon 3S dealership, along with the assembly facility at the Heavy Truck Plant in Magwe, will further enhance the brand experience and engagement of our customers in Myanmar."



DAF Introduces New Euro 6 LF and CF Series



DAF Trucks has unveiled its new, versatile Euro 6 LF and CF truck models and the new, innovative Euro 6 PACCAR MX-11 engine. The Euro 6 LF and CF have been developed for maximum transport efficiency, market-leading low operating costs and optimum vehicle performance.

"The launch of the new LF and CF vehicles and the launch of the new XF model last year provide a complete range of exciting Euro 6 vehicles," stated Harrie Schippers, DAF president. "These new Euro 6 vehicles and engines represent the largest, most comprehensive development program in DAF's 85-year

history."

Euro 6 CF will start production in mid 2013 and has been developed for a wide number of applications, ranging from regional transportation to heavy construction. The Euro 6 LF is designed for distribution and urban delivery and will begin production in the fourth quarter. These Euro 6 models feature a durable, lightweight chassis, fuel-efficient drivelines, an enhanced aerodynamic exterior and spacious interiors.

The reliable, fuel-efficient PACCAR MX-11 engine will be available in DAF's Euro 6 CF and XF vehicles this fall. The MX-11 is a 10.8-liter engine with power outputs ranging from 290 to 440 horsepower and a torque range up to 1,500 lb.-ft. The MX-11 adds to the existing PACCAR engines available for DAF's Euro 6 vehicles, ranging from the 4.5-liter PACCAR PX-5 engine to the state-of-the-art 12.9-liter PACCAR MX-13 engine.

Scania to Unveil New Concepts, Products and Services at MIBTC

(Kuala Lumpur) Scania Malaysia will unveil its comprehensive Total Solutions offering to the local transport and engines industry at the Malaysian International Bus, Truck and Components Expo 2013 (MIBTC). Scania's Total Solutions encompass the full product range from trucks, buses, to engines, while its services include maintenance and repair as well as Scania credit facility.

This year, Scania has gone further with Scania Streamline, the name of Scania G- and R-series long-haulage trucks that are optimised for low fuel consumption, featuring new low-drag looks and full air deflector kits. Scania Malaysia will showcase the G-series for customers to get a first look at this newly launched truck. Scania Malaysia will unveil its engines product range at the exhibition. Engine-by-engine, the new range has been designed for higher strength and durability.

"Scania's Total Solutions is about ensuring success for our customers so they could achieve maximum profitability. We do so by providing the finest products and services that result in

fuel economy and maximum uptime through premium services that offer tailor made solutions to customers," said James Armstrong, Managing Director for Scania Southeast Asia.

Henrik Henriksson, Executive Vice President in charge of sales and marketing added, "Scania has invested a lot of ingenuity and know-how in perfecting the truck range for Euro 6 and we are very pleased with the results. We note with pride that our Euro 6 engines use less fuel than their Euro 5 predecessors. Scania's long-standing focus on fuel economy pays off handsomely and our customers can rest confident that we do our utmost to keep them competitive in the transport business."

"The MIBTC 2013 is a great opportunity for Scania to unveil new concepts, products and services to our customers in Malaysia and also within the region," said Ian Tan, Marketing and Communications Director for Scania Southeast Asia. "The showcase will surely provide more and complete ideas and solutions for our customers' needs."

China Logistics Group Launches Domestic Trucking Services

(Shanghai) China Logistics Group, Inc. an international freight forwarder and logistics management company, is partnering with a major domestic trucking company to launch China Logistics' own domestic trucking services to select locations and customers in China.

China Logistics will initially offer the services through a small fleet of trucks leased by the company from the major domestic trucking company which will be dispatched from its Shanghai headquarters. The service will first be offered to clients in geographic areas that are in close proximity to a small number

of international freight forwarding ports serviced by the Company. China Logistics intends to build its fleet and expand routes to a number of ports along the eastern seaboard of China. Management believes this strategy will enable the company to better service key international freight forwarding customers while expanding its gross margins through the integration of land and ocean based logistical operations.

"We are very excited to launch this new service on a limited basis," stated CEO Danny Chen "and look forward to a progressive rollout of trucking services to compliment our freight forwarding

business. We believe that trucking services is a critical component to the growth of our business as we offer our clients a turnkey shipping solution from their factory to the port of loading giving them the certainty of knowing that we are not relying on a third party to ensure delivery. Additionally, by combining this service with ocean freight forwarding we believe we can reduce expenses and expand margins to significantly enhance our future bottom line results as we look to build the value of our company for its stockholders."

Fuso Lands Large Orders from Malaysia and Australia



(Kawasaki) Mitsubishi Fuso Truck and Bus Corporation (MFTBC) started 2013 with a favourable orders position in the export markets of Malaysia and Australia. The current large orders for a total of 650 light-duty Fuso Canter trucks and medium-duty Fuso Fighter trucks underscore the company's commitment to sell 200,000 commercial vehicles per year in international markets in the medium term.

"With large orders like these we are sustainably reinforcing our export business in important markets," emphasized Kai-Uwe Seidenfuss, MFTBC Senior Vice President of Sales and After Sales Fuso.

"Our broad-based sales network in over 150 countries and our strong sales partners are the best prerequisites for tapping into further market potential in our export countries."

Fuso won a large order from the waste disposal provider SWM (Southern Waste Management). With 474 Fuso vehicles already in customer use, SWM is expanding its Fuso fleet by 466 new medium-duty Fuso Fighter trucks to a total of 940 commercial vehicles. This makes SWM into Malaysia's largest operator of Fuso trucks.

StarTrack, Australia's largest freight and

logistics company is supplementing its existing fleet of 3,000 trucks with 185 new vehicles of the light-duty type Fuso Canter. StarTrack has relied on the quality of the Fuso brand for quite some time. In 2011, the company established itself as operator of the largest fleet of hybrid vehicles on the Australian continent. The "green" fleet consists of several dozen Fuso Canter Eco Hybrid commercial trucks. StarTrack's fleet of conventional and alternative-drive vehicles processes over 1.2 million shipments throughout Australia each week and thus relies to a particularly great extent on trucks with efficient fuel consumption.

Daimler Trucks Posts Record Revenues in 2012



(Stuttgart) Daimler Trucks substantially increased its sales and revenues in 2012 while generating good earnings. One factor that will help strengthen Daimler Trucks this year is the Daimler Trucks #1 initiative, which is expected to generate positive effects amounting to €1.6 billion until the end of 2014.

After many truck markets posted strong sales increases in the first half of 2012, all core markets saw demand increase more slowly or even decline in the third and fourth quarters. In Europe, the sovereign debt crisis led to a marked decline in purchases. Economic constraints limited demand in the NAFTA region to the procurement of essential replacement vehicles. Although reconstruction activities caused an upswing in Japan following the earthquake, this development slowed considerably in the course of the year.

In spite of these difficulties, Daimler Trucks succeeded in

increasing revenues and unit sales, with growth occurring in particular in Asia and the NAFTA region. Revenues rose by 9% worldwide, to €31.4 billion (2011: €28.8 billion). The division sold 462,000 vehicles, or 9% more than in 2011. Sales in Asia rose by 21% to 164,000 vehicles (135,000).

“We’ve done relatively well in a difficult situation,” says Andreas Renschler, the Daimler Board of Management member responsible for Daimler Trucks and Buses. “We substantially increased sales and revenues despite volatile markets, thus demonstrating once again that we are properly positioned. That’s because our global presence enables us to offset the effects of weak markets more effectively.” The division’s EBIT amounted to €1.7 billion, which was around 9% lower than in the prior year, due to lower sales in Brazil and Western Europe as well as scheduled expenses for the current product offensive.



Fuso Names Goldbell “Distributor of the Year 2013”

Singapore’s Goldbell Group has received a respected annual award for comprehensive excellent performance.

(Kawasaki) Mitsubishi Fuso Truck and Bus Corporation (Mitsubishi Fuso), one of Asia’s leading commercial vehicle manufacturers, has recognised Goldbell Engineering Pte. Ltd. (Goldbell), Singapore, as its international “Distributor of the Year 2013.” The annual award goes to the international distributor with the strongest overall performance in the preceding year in market share, aftersales and new vehicle revenue and brand presentation. Goldbell was singled out for having the Best Parts and Sales Performance, Quick PQR reporting, Special Achievement for FUSO business and Special Fleet Conquest.

Market Leader

Fuso has been the market leader in Singapore among Japanese truck brands for five consecutive years since 2008. Goldbell once again achieved number one market share in 2012 which was particularly supported by its outperforming aftersales business and reinforced sales activities supported by comprehensive use of sales & marketing tools such as iPads, which have been introduced at their front-line since 2011.

“We are proud to recognise Goldbell as our ‘Distributor of the Year 2013,’” said Mr. Kai-Uwe Seidenfuss, MFTBC Senior Vice President and Head of Sales & After Sales. “Fuso has a strong global network of distributors, which provide our customers with excellent service and superior product ownership experience. Goldbell has always proven to be one of the best distributors for Fuso, and we look forward to the continued relationship.”

Sheer Professionalism

“In comparison with significantly larger markets like Indonesia and Taiwan,” stated Arthur Chua, Director and Group General Manager, “Goldbell in Singapore may not be the largest

contributor of sales to Mitsubishi Fuso Trucks & Buses. But we are definitely one of the most professional. Over the past 30 years in business, we have constantly improved ourselves, and maintained sales market leadership in the commercial vehicles industry.

“This year, we aim to revolutionize the way commercial vehicles are sold in Singapore, the GM continued, “at the same time possibly creating a positive influence over distributors across the globe. Today, Goldbell has grown to become the largest provider across the entire suite of commercial vehicle ownership options – leasing, pre-owned, and new vehicle sales. More importantly, we have adopted a value-add apps model which will allow our customers to realise that staying with Goldbell will prove the best choice in the long run. In short, the best provider for anything on wheels.”

Mr Chua added, “We sincerely thank MFTBC for their strong support over the years.”

Established Award

The “Distributor of the Year” Awards has been presented since 2007.

Established in 1980, Goldbell Group has grown to be a 360° sustainable business dealing with leasing and distribution of both new and pre-owned industrial vehicles comprising commercial vehicles, specialised vehicles, material handling equipment, aviation support equipment and construction equipment with business operations spanning across Asian region with presence in China, Malaysia and Vietnam.



Malaysia Truck Fair held in Johor

On January 12 – 13, 2013, the Johor Lorry Operators' Association (JLOA) held the Malaysia Truck Fair to raise money for the Association. Simpang Renggam Member of Parliament, Liang Teck Meng was the guest speaker at the two day event held at Sutera Square, Sutera Mall, Skudai in Johor. The Association offered 34 exhibition spaces for original equipment manufacturers, parts, accessories, lubricant suppliers as well as services to the industry.

Mr Jong Foh Jit, President of the Pan Malaysia Lorry Owner's Association, that supported the Fair, spoke at the opening ceremony about the issue that truck owners in Malaysia are facing. "The highways in SE Asia are considered among the best in the world," he stated. "There are more powerful trucks available, but they are not allowed on the roads in Malaysia." He also touched on the issue with overloading of trucks, which has become a pressing issue for owners in Malaysia.

Guest Speaker Mr Liang Teck Meng stated that in the past few years he has been in close contact with the truck owners and the Association. "They throw me a lot of questions," he stated. "They are a very united organisation. This exhibition," he continued, "is a great opportunity for the people to come together at one time and it gives them the chance to learn about the many brands that are offered in Malaysia."

Major companies such as Volvo, Scania, Man, Fuso, Daimler, Hino and Shell participated in the two day event. After the opening ceremony, which included a Lion Dance, a buffet lunch was served. The many dignitaries present toured the grounds and got a close up look at the many products being offered.

In the afternoon Product & Service Networking was held.



东风汽车集团股份有限公司与沃尔沃集团公司 Signing Ceremony of Dongfeng Motor Group Co., Ltd. and AB Volvo

建立战略联盟签约仪式 Strategic Alliance Establishment



Volvo World's Largest Heavy-Duty Truck Manufacturer

Volvo to become world's largest heavy-duty truck manufacturer following strategic alliance with Chinese company Dongfeng Motor Group

AB Volvo has signed an agreement with the Chinese vehicle manufacturer Dongfeng Motor Group Company Limited (DFG) to acquire 45 percent of a new subsidiary of DFG, Dongfeng Commercial Vehicles (DFCV), which will include the major part of DFG's medium- and heavy-duty commercial vehicles business.



Combining the Best

At completion of the transaction, the Volvo Group will become the world's largest manufacturer of heavy-duty trucks. "This is a very exciting venture that will combine the best of two worlds, strengthening the positions of the Volvo Group and Dongfeng and

offering excellent opportunities to both parties," says Volvo's President and CEO Olof Persson. "Combining Dongfeng's strong domestic position and know-how with the Volvo Group's technological expertise and global presence will offer DFCV excellent potential for growth and profitability in and outside China."

Completion of the transaction is subject to certain conditions, including the approval of relevant anti-trust agencies and Chinese authorities. The purchase consideration amounts to RMB 5.6 billion. The ambition is to complete the transaction as soon as possible and completion is expected to take place within 2013.

Nissan Repurchase

The transaction with DFG follows the recent agreement between DFG and Nissan Motors, in which DFG purchased the medium- and heavy-duty commercial vehicle operation from the joint venture DFL (owned jointly by DFG and Nissan Motors). The major part of the repurchased commercial vehicle operation will be included in the new company,

Dongfeng Commercial Vehicles (DFCV).

According to the agreement between DFG and Volvo, Volvo will acquire 45% of Dongfeng Commercial Vehicles for a total amount of RMB 5.6 billion, subject to adjustments, to be paid on closure of the transaction. Payment of the purchase price will increase Volvo's net debt by approximately SEK 6 billion. The Volvo Group is the world's third largest manufacturer of heavy-duty trucks with 180,000 units sold in 2011. Dongfeng was the second largest producer of heavy-duty trucks in 2011, with total sales of 186,000 units, of which approximately 142,000 units were produced by the part of the company that will be included in DFCV.

A Clear Strategy

"We are pursuing a clear strategy to achieve our vision of becoming the world leader in sustainable transport solutions," says Persson. "With this agreement in place, we take a crucial step toward reaching a number of our key strategic objectives such as size and growth in Asia."



In 2011, DFCV reported net sales of approximately RMB 39 billion (pro forma) and operating income of approximately RMB 1.2 billion (pro forma). DFCV has approximately 28,000 employees and sold 142,000 heavy-duty trucks and 49,000 medium-duty trucks in 2011 (pro forma).

For the first three quarters of 2012, DFCV's net sales amounted to approximately RMB 22 billion (pro forma) and operating income to approximately RMB 0.3 billion (pro forma). During the same period, 81,000 heavy-duty trucks and 35,000 medium duty trucks were sold by DFCV (pro forma). At the end of the third quarter of 2012, DFCV had net financial debt of approximately RMB 500 million (pro forma).

Leading Position

The AB Volvo holding in DFCV is expected to be reported as an associated company and consolidated in accordance with the equity method, one-line consolidation, within the Trucks segment. During 2012, the Chinese market for heavy-duty trucks totalled approximately 636,000 vehicles, while the

corresponding figure for the medium-duty market was 290,000 vehicles. DFCV occupied a leading position in China in both the heavy- and medium duty segments, with sales of 102,000 heavy-duty trucks and 45,500 medium-duty trucks, corresponding to market shares of 16.1% and 15.7%, respectively.

"China is the world's largest truck market with a total market for heavy trucks equivalent to the European and North American markets combined," says Persson. "The partnership between the Volvo Group and DFG will strengthen DFCV's already strong position in China and provide the company with the right conditions for successful international expansion."

Economies of Scale

The partnership with DFG not only provides the Volvo Group with ownership in the largest heavy-duty and medium-duty truck manufacturer in China, but also offers excellent opportunities to achieve economies of scale in terms of sourcing, development and production for

the Group's truck operations. There are a number of areas in which cooperation is planned between DFCV and Volvo, such as engines and powertrain components, product platforms and purchasing.

"In Dongfeng, we have a partner that we know well, having worked together for several years, and with a management team and a product range that we really appreciate," says Persson, Volvo President and CEO. "Joining forces will provide clear benefits for both parties and the right conditions to develop DFCV into a competitive and successful international truck manufacturer with healthy profitability. This partnership will enable us to significantly strengthen the Group's position, both in and outside China," says Persson. "With DFG as a partner, we can improve our position in the increasingly important Chinese market and become more internationally competitive by virtue of the Chinese volumes."

7 Board Members

The DFCV management team will consist of eight members, with Volvo nominating four of the eight members and Dongfeng the remaining four. Dongfeng will nominate the company's Managing Director, while Volvo will be responsible for nominating the Chief Financial Officer. The Board of DFCV will comprise seven board members and it has been agreed that the Volvo Group will account for three places and DFG four.

The transaction is subject to certain conditions, including approval of relevant authorities. The ambition is to complete the transaction as soon as possible and completion is expected to take place within approximately 12 months from the announcement on February 7, 2013.



Lamilux: **High-tech** materials for **future lightweight** design

Carbon- and glass-fibre-reinforced composites for commercial vehicle construction – LAMILUX presents automotive standard composites at MIBTC 2013.



LAMILUX Composites Anti Slip Floor



LAMILUX Composites CV Roof

Carbon- and glass-fibre-reinforced composites are smoothing the way for tomorrow's green, energy-efficient mobility. As highly sturdy, resistant, yet very light materials, they offer a wide range of potential uses in trailer construction, thus accelerating the global trend towards lightweight designs for commercial vehicles. Whether they are featured as outer and inner face sheets in side walls and roofing or as extremely resilient floor covering, LAMILUX composites are used across the surfaces of almost all essential body sections which give vehicles their stability. Europe's leading manufacturer of fibre-reinforced composite sheeting, LAMILUX, will be providing a

comprehensive, detailed insight into the variety of materials and applications that it offers at MIBTC Show in Malaysia between June 13 and 15. (Booth A104).

As a result of their light weight combined with optimum stability and resistance to UV light, corrosion and weathering, fibre-reinforced composites far outperform conventional materials used in commercial vehicles, such as aluminium and sheet steel. These high-tech materials can be used as inner and outer sandwich face sheets on side walls and are also ideal in their numerous variants for use in roofs and floors.



New momentum for lightweight truck body and trailer construction

With LAMILUX High Strength X-treme Carbon, LAMILUX is the first manufacturer worldwide to produce carbon fibre-reinforced composites (CFC) with a width of up to 3.20 metres in a continuous flat sheet manufacturing process. This composite optimally meets the requirements of lightweight design as a material featuring optimum strength and resistance combined with a very low mass per unit area. The potential of this material lies mainly in the construction of walls and roofs on lightweight truck bodies and trailers. CFC is up to 50 per cent lighter with a tensile strength three or four times greater than that in steel or aluminium.



LAMILUX fibre-reinforced composites can be produced to feature highly glossy, sealed surfaces and feature optimum resistance to UV light, weathering and corrosion.

Light, robust materials for all sections of vehicles

The fibre-reinforced composite LAMILUX High Strength has been specially developed for extreme commercial vehicle applications exposed to very high mechanical loads. Thanks to its resistance to hail storms and UV light, and its low heat expansion, it is eminently suitable as large-scale roof sheeting. The material's optional transparent property allows daylight to stream into vehicle body and trailer interiors, highly useful when loading and unloading.

With its GRP material LAMILUX Anti Slip, LAMILUX focuses on flooring in commercial vehicles. It unites the advantages of fibre-reinforced composites and low mass per unit area with a universal product feature which is extremely beneficial for the transport industry: anti-slip protection. Quartz sand or granite granulate is applied to the surface of this extremely robust resin and glass-fibre composite during the lamination process, ensuring the product achieved top ratings regarding its anti-slip properties (up to Class R13) when tested in accordance with DIN 51130.

Robust even when subjected to a strong frontal force

The composite LAMILUXplan High Impact has managed to combine the design advantages of three structural materials for commercial vehicle construction. Used as the inner and outer face sheet in side walls, this material features the impact resistance

and surface finish of coated metal facings. It also possesses the low thermal conductivity and elastic deformability found in thermoplastic materials while offering the high resistance to UV light, weathering and corrosion of thermosetting polymers. Thanks to its extremely impact-resistant behaviour and tensile strength, LAMILUX High Impact is even able to withstand the effects of strong frontal forces, such as those encountered when loading and unloading.

About LAMILUX Composites GmbH

LAMILUX Composites GmbH has been producing fibre-reinforced composites for about 60 years. This medium-sized company is Europe's leading producer thanks to its technologically advanced continuous manufacturing process, large production capacities and wide product range. LAMILUX supplies customers around the globe in a wide range of sectors, such as the construction industry, the automotive and recreational vehicle industries, refrigerated store room and cell construction and many other industrial sectors. In 2012, LAMILUX and its 600 employees achieved a turnover of 158 million euros. The family-managed company is based in Rehau, Bavaria.

ProViu Aids Manoeuvring Without Risk



A new innovative camera system by Continental will make driving easier and safer for truck drivers.



Continental presented ProViu, a unique camera-based all-around surveillance system for special and construction vehicles at Bauma 2013 in Munich. With this innovative system for risk-free manoeuvring and electronic viewing of the blind spot – the system has already been released for field testing – Continental is once again catering to megatrends in the vehicle industry as a whole.

With ProViu, not only is the safety of the driver, vehicle and other road users improved; this camera-based assistance system also enhances the efficiency of vehicle operation because manoeuvring with it takes less time and results in a lower risk of damage, less downtime and reduced repair costs. Moreover, the Continental camera-system is a further step towards improved information and data exchange between driver, vehicle and infrastructure.



4 Cameras

The heart of ProViu, four microcameras mounted on the outside of the vehicle, which thanks to fisheye lenses and high resolution, sweep the complete sides, rear and front of buses and trucks. As in a television director's control room, an electronic control unit merges these four digital, high-resolution camera images on a display – automatically optimized for contrast and brightness – in the cockpit giving the driver a bird's-eye view of the vehicle, as it were.

Live, in real time, and at the push of a button, Continental provides an all-round view from different angles. At a glance, thanks to Continental 360-degree monitoring, the driver can see objects in the so-called blind spot, the area that is not covered by the wing mirror and, in the case of construction vehicles, is often large enough to conceal pedestrians, bicyclists and even entire cars.

Complete Visibility

Wall projections, corners of buildings and other vehicles are immediately visible, and the vehicle driver can manoeuvre safely in critical situations, in dense city traffic, at narrow loading ramps, in cluttered factory yards, or at bustling building sites.

The system enhances safety even when the vehicle is standing still, as it can be configured to be permanently active; this means that even while parked the driver can keep an eye on the vehicle and cargo just by glancing at the monitor.

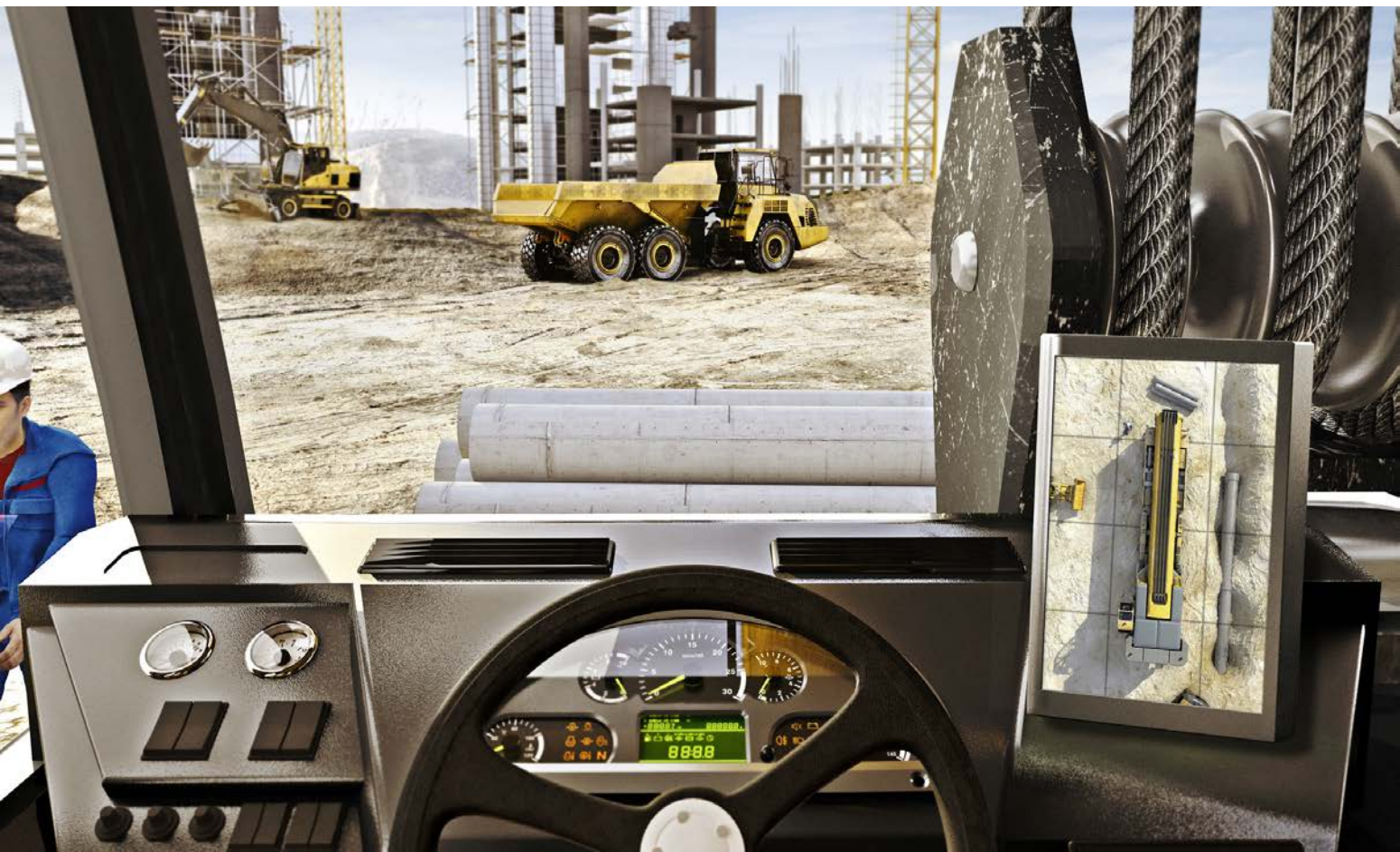
Camera Control

For the panoramic view of the vehicle, users can choose between two display modes: At the push of a button it switches between 2D and 3D representation. In two-dimensional mode, the driver's view is focused on the immediate surroundings, whereas in the 3D mode the relations and elevations of the surroundings, as well as other road users, are more easily recognizable.

For even better visibility, the driver not only can change the perspective but also control individual cameras to get a yet more precise view of critical areas in tricky driving situations. With the optimal overview provided by this new system, Continental improves both the safety and efficiency of commercial vehicle operation. Manoeuvring is faster and loading and unloading times are shortened. There are fewer accidents, shorter idle and downtime, lower costs for damage and repair, as well as reduced risks for the parked vehicle and its cargo.

Commercial Use

In cars, camera-based systems as park aids are fairly widespread in higher vehicle classes, but Continental has now developed a system specifically tailored for use in trucks, buses, agricultural and construction vehicles. The developers have taken into account not only the different proportions of such vehicles they have paid attention to simple integration in vehicle production. They have also made allowance for the changed spatial relations in the cockpit and the usually much tougher operating conditions in commercial use.





Volvo Group Singapore Celebrates First Anniversary

Volvo Group Singapore celebrated its first year anniversary event with the theme "Celebration of our Success, Appreciation for your Support".

Volvo Group Singapore commemorated its first year of success by showing a gesture of appreciation to customers and business partners on November 30, 2012.

Strong Support

A celebratory dinner at the company's facility welcomed 160 customers and business partners. A pre-dinner cocktail reception allowed guests to see the Volvo Truck and UD Truck alongside their respective engines and transmissions, epitomizing its multi-brand dealership.

In his address to the guests, thanking them for their support during the first year of business, Mark Gabel, General Manager, Volvo Group Singapore stated: "There are three main reasons for our success. The first is that we have the most fuel efficient trucks in Singapore. Secondly, we are able to provide each customer with a customized transport solution and finally we provide strong aftersales support."





Event Highlights

The highlights of the dinner included a video on the people behind the dealership, presentation of congratulatory token to the Singapore's contender who was placed second in the Fuelwatch Asian Finals off-road competition 2012 in Australia. Mr. Lim Gim Hiap, from Soon Lee Heng Trading & Transportation Pte Ltd, represented Singapore in the off-road finals driving the Volvo FMX 8x4 (I-shift) loaded tipper truck.

Scale models of both Volvo Trucks and UD Trucks were presented to key Volvo Truck customers.

Guests were treated to a four course fusion meal with the backdrop of entertainment by a well-known local singer-songwriter, Tay Kewei.

Networking Opportunity

Mr. Patrick Pereira, Managing Director, YTL Cement stated, "The function was very well organised and went very smoothly. It gave me the chance to meet the people behind Volvo and their Singapore success. It was also an excellent opportunity to catch up and network with fellow industry leaders."

Volvo Group Singapore has been in business for just over one year and currently, every fourth newly registered heavy duty truck in Singapore is either a Volvo or UD Truck.





An Enduring Partnership

When Scania launched in Singapore its first customer was Huatong and 18 years later the enduring partnership is still going strong

Huatong, established in the 1980s, has had continued growth and success in a highly competitive industry driven by their ability to keep operating costs in check and coupled with a strong relationship with Scania Singapore.

Extensive Recognition

Huatong provides civil engineering and logistics services to numerous industries, including construction, marine, and petrochemical, in Singapore and across the region. Ever since its establishment in the 1980s, Huatong has consistently differentiated itself from competitors with its expertise, quality customer service, ethics and dependable services.

Headed by its industrious Managing Director, Mr Lee Chin Tiong, Huatong has achieved numerous awards over the years and has been featured in national newspapers.

With the arrival of Scania Singapore it seemed natural that this industrious company would see the European truck manufacturer as a partner that would help develop business.

Quality and Reliability

"What attracted Huatong to purchase our first Scania truck – the Scania Prime Mover 50

Ton in 1994 – is the excellent quality of the product," said Group General Manager Jimmy Chua with a smile.

"With the industry facing increased labour costs in Singapore, other elements such as fuel efficiency and vehicle uptime become very critical. Fuel makes up about 30 percent of our business cost, therefore using premium, fuel efficient Scania trucks keeps Huatong in good stead. We save about 20 percent in fuel running costs, thanks to Scania."

From 10 Scania trucks, Huatong has increased the fleet to 150 Scania trucks. Besides trucks, Huatong has also been utilising a wide range of Scania products. The most commonly used Scania vehicles by Huatong are: Scania Prime Mover 150Ton G420CA6X4MNZ, Scania Prime Mover 250Ton R620CA6X4ESZ, Scania Prime Mover 200Ton R143EL6X4Z, Scania Lorry Crane 50TON P380CB8X4MHZ, Scania 62.7 tonne Prime Mover P380 CA 4X2 MSZ, Scania 55 tonne Prime Mover P310 LA 4X2 MHZ and the Scania 25 tonne Lorry Crane P340 CB 6X4 MHZ.

Exceptional Workmanship

The vehicles were tailored to suit the specifications that Huatong requires for various applications. Mr Chua noted that even though each piece of a Scania vehicle is different in its own right, every piece has exceptional workmanship and fulfils the requirements in terms of quality and delivery.

Huatong has a service maintenance contract in place with Scania. Regular servicing ensures maximum vehicle uptime, and to date, vehicle breakdowns are a rare occurrence. This in turn allows the company to provide their customers, such as the Port Authority of Singapore (PSA), with the assurance of reliable haulage and delivery transport services

Huatong began providing transport services exclusively on Scania trucks to PSA on a 24-hour basis in 2012. This year PSA is doubling their business with Huatong.

Solid Reputation

Mr Chua highlighted how Scania has always been the brand associated with many good stories in the industry. The solid reputation of Scania is further strengthened by the fact that it is not just the products, but also the services that are delivered without fail, every single time. A total solutions-based approach by Scania benefits Huatong in terms of ensuring uptime.

“The reliability of the Scania products,” Mr Chua elaborated, “and the fast response time of its service staff over many years are the factors that give us continuous confidence in the brand.”

Huatong also commends the 100 percent repair and service

programme provided by Scania that has been both efficient and prompt in responding to the emergency calls of the company. They encourage Scania to continue this service, which is a great option to asset owners such as Huatong.

Working With The Best

“We, at Huatong, give Scania our 100 percent recommendation and that itself, is a testament to our strong belief and support of the brand. Scania should indeed be the brand of heavy transport vehicles that the industry should look out for,” said Mr Chua.

With Huatong at the top of its game, Mr Chua describes it as “definitely a pragmatic company. We understand that to go far, we first need to strengthen our key components. Only when they are strong will we get the attention of the rest in the industry.”

With this in mind, Huatong ensures that every aspect of the company is in top shape – all the time. They make it a point to take care of their manpower, equipment, and most importantly, their customers. They respond efficiently whenever the need arises.

Market Leader

Huatong has evolved from a one man-one machine operation to being one of the market leaders in the industry. A distinguished company with more than 500 employees and 700 pieces of equipment and vehicles on the road, every decision made by Huatong is closely scrutinised and even imitated by others in the trade.





"When Huationg decides to purchase certain equipment, other businesses take the lead from us and obtain it for their companies as well. While this is definitely flattering, it also gives us a "positive stress" to make the right decisions for the company."

Big Achievements

While others might name a list of awards as their biggest achievement, the most fulfilling success for Huationg is their ability to provide a stable and comfortable working environment for their staff of 500 employees.

Proactively involving their employees, Huationg gives numerous training and upgrading opportunities to their staff. This definitely helps them stay relevant in times of change. Efforts like these are done in the hope of further motivating employees to perform better and be more self-driven in their everyday tasks.

Huationg believes that satisfied employees ultimately translate into happier and stable families in the long run. "When we provide a great working environment for our employees it not only impacts them, but also impacts their families as well. They then enjoy what they do and secure a stable income for their loved ones at the same time," he says.

Every Employee Counts

To spread the message that every employee counts, Huationg uses occasions such as company gatherings, dinners and corporate functions to inspire their staff. There, the management will share the goals and aspirations of the company so that everyone can move forward towards a similar objective in the future.

Only after their success in managing their manpower does Huationg count their next achievement – the string of awards under their belt. Amongst those are the Safety Milestone Award presented by Shell and the Meritorious Defence Partner Award by the Ministry of Defence (MINDEF). The latter is especially meaningful to the company as it demonstrates how Huationg has fulfilled their corporate responsibility to the nation over the years.

Continuous Progress

Despite numerous achievements over the years, Huationg never rests. "Here, we are never stagnant in what we do. We learn about different methodologies and safety standards, even from our very own clients. We also continuously upgrade and associate ourselves with the finest in the industry – like Scania."

Sharing the same philosophy of 'continuous improvement in product and service offerings', Scania and Huationg are set to be beneficial partners for many more years to come.



The Genuine Difference

The short-term cost-cutting of truck maintenance can lead to higher long-term costs. Ensuring that the truck is well-maintained by a qualified technician, together with using genuine service and parts, is vital for all truck operators.



3 Core Products

UD Trucks recently introduced “the UD Solution” in Singapore which is made up of three core aftermarket products: UD Genuine Parts, UD Genuine Service and UD Genuine Service Agreements.

According to Filip Van den Heede, Aftermarket Commercial Director of UD Trucks Asia Oceania, UD Solution gives customers a competitive edge through improving uptime, fuel efficiency and improved resale value.

Skilled and Qualified

For most truck operators, it is part of day-to-day business to ensure that trucks are always maintained to be in top condition to perform. This requires skilled and qualified technicians who truly know the vehicle, parts and what level of service to perform. This is especially so for Euro 4 and Euro 5 trucks which require an electronic diagnostic tool for servicing. This means having your truck serviced at the right place, with the right tools, is critical to secure the vehicle’s condition and uptime.

Filip Van den Heede explains: “Servicing trucks by yourself

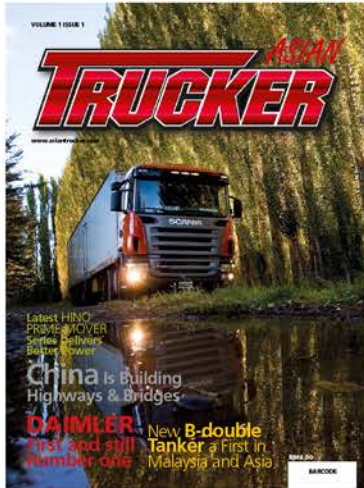
could take up a lot of time and investment. If you would like to focus on your core business, genuine service agreements deliver a complete maintenance plan with several benefits. Service agreements not only help you to keep your trucks’ condition at an optimum level, but also help in managing cash flow, giving you a fixed monthly cost with no surprises. If the cost and schedule for maintenance is predictable in advance, it allows you to focus much more on your core business with total peace of mind.”

New Distribution Centre

In order to serve to customers in South East Asia, UD Trucks has recently opened a regional spare parts distribution centre, located in Singapore. This means UD Trucks are serving their customers in Singapore with higher availability and shorter lead-time than ever before.

For more information on UD Trucks visit <http://www.udtrucks.com.sg>

Subscription Form



PERSONAL/COMPANY DETAILS

Mr/Mrs/Mdm/Ms :

New I/C No :

Company :

Address :

.....

Tel no (O):..... (HP):.....

Email :

I hereby enclose RM Cheque..... being made payable to **FCowan Media**

4 issues SGD28 6 issues SGD40

Mail/fax this form to:
 FCowan Media
 2C Upper Boon Keng Road
 #29-678 Singapore 383002
 Fax: (65) 6749 3748



SBS Transit Adds New Routes

Commuters in Singapore can expect less crowding and better bus frequencies with a total of 41 bus services improved between January and March 2013 under the on-going Bus Service Enhancement Programme (BSEP). Commuters will also benefit from greater connectivity with the introduction of three more new bus services by June.

Eight new bus services have been rolled-out since the launch of BSEP in September 2012. By end March 2013, a total of 93 bus services have been improved with 143 new buses added on the road. New buses have been added to 41 bus services with heavy ridership in the first quarter of 2013. This adds 460 more weekly bus trips.

Mr Chua Chong Kheng, the Land Transport Authority's (LTA) Deputy Chief Executive said, "We have made good progress on the BSEP with more than 140 new buses added since September. In order that more commuters can benefit, we are accelerating the BSEP implementation programme. By the end of this year, another 190 new buses will be on the road."

Vice President of SMRT Buses Ltd, Mr Tan Kian Heong said, "As part of our fleet renewal and expansion plans, we have purchased 200 MAN A22 buses and 40 Mercedes-Benz Citaro O530 buses. More than half of these buses have been delivered."

The bulk of BSEP enhancements are expected to be completed by end 2014. Together with the 250 buses that the PTOs will add to their fleet at their own cost, these 800 new buses will amount to a 20% increase in bus fleet by 2016.

LTA will put up six more new City Direct routes for tender by private bus operators. This will bring the total number of parallel bus services up from eight previously announced under BSEP to 14, with nine to be operated by private operators. Tenders for these new City Direct services would be progressively called for from the third quarter of 2013 and launched from early 2014. Details of these routes, including the towns they will serve, are

being worked out, and will be shared when ready.

Tata Motors to Launch MCV Buses

Tata Motors has developed a line-up of world-class buses for the MCV market. The company showcased two new applications for intercity transportation and staff transportation at the SIAM International Bus & Utility Vehicles Show, at Greater Noida. Other new technologies on display included the luxurious Divo Coach, Semi Deluxe Starbus Ultra Contract Bus, the all new Starbus Ultra for school application and an ambulance based on the Tata Venture platform.

Upgrading the Market

According to Mr. Ravi Pisharody, Executive Director, Commercial Vehicles Business Unit, Tata Motors, "The MCV market is traditionally dominated by chassis sales, but Tata Motors is all set to change this trend with our newly designed and company built MCV buses. The two buses that were on display are an effort to upgrade the market to a much more superior product quality in their respective sub-segments. These buses are specially designed for their intended application with an aim to provide a company built options. As leaders in the commercial vehicle market, we always look forward to bringing new products to market and this move is a step in this direction."





The new MCV buses are fully built offerings catering to both AC & Non AC contract and intercity applications. The world-class body has been built as per international standards by Tata Motors Marcopolo Limited, on proven Tata LPO 1618 and LPO 1512 chassis, which are known for their reliability and superior performance. The light weight body improves vehicle performance while still keeping the durability and strength aspect intact due to the superior body building process technology adopted from Marcopolo, Brazil. These buses are built on the improved Ex range on MCV buses which promises superior mileage, best operating economics and enhanced safety standards.

Hallmark of Luxury

Front Engine Luxury AC Intercity Coach- 45-Seater: This coach is a hallmark of luxury when it comes to intercity and elite

staff transportation. This smart coach offers the advantages of superior body building technology with plush interiors and sleek modern exteriors. With individual AC vents, luxurious push back seats and ample luggage space, it meets all long distance travel requirements. Built on the reliable 180 HP Tata platform, it comes with various advanced features like hydrodynamic retarder, air suspension, overdrive gearbox and tubeless radial tyres.

Luxury Non AC Staff Bus - 41-Seater: This is a luxury staff bus designed on the MCV platform to cater to elite staff and tourist transportation. With luxurious push back seats, and features such as wide gangway, flat floor inside saloon, separate driver partition and pleasant interiors, it surely is a treat for the passengers.

The two new buses will soon be launched in the market, in a phased manner.

Fuso Exports Aero Star Bus to Australia

(Kawasaki) Mitsubishi Fuso Truck and Bus Corporation (MFTBC) has announced it will start export and sales of its large city route bus Aero Star for the Australian market. This milestone represents a leap forward in the company's overall efforts under its 5-pillar growth strategy "FUSO 2015," marking a historic moment to start export of completely built-up large buses out from Japan.

The transport bureau in Sydney Australia has started a pilot project to test Fuso Aero Star large city route bus. The official sales contract is expected to conclude around June 2013.

"The start of export of our Aero Star large city route bus for Australia, marks an important step forward for our global bus operations," said Mr. Hiromitsu Hashiguchi, MFTBC Director and Head of Fuso Bus Unit. "Our Rosa small bus has well established its presence and acceptance in the Australian market, and we strongly believe that our class-leading environmentally friendly Aero Star will do the same. Overall, we are determined to expanding our bus export business based on market demand and requirements."





Rainer Thiel

Trucks and Transporter – An Ideal Partnership

Rainer Thiel looks at new development in vans and their importance in a city's distribution network.

Business is booming. The sales quantity of vans, from a small city van up to a big van with a shipping volume of up to 20 cubic meter or 1100kg deadweight is rising, and with good reason. For one, things aren't so bad in the real economy, even considering the financial crisis. There is a rapid growth in population, thanks to continuing urbanisation, which in return raises the demand for food and consumer products. In a global and work-sharing world, this demand can only be satisfied by a functioning logistics supply chain.

Distribution

In territorial states, huge distances have to be bridged in the most efficient manner possible. This can be done via railroads, flexible long distance haulage or a combination of both. Heavy-goods vehicles transport an increased volume of goods, either using containers or being stowed individually, which is then distributed to their customers. City states, like Singapore or Hong Kong, which feature a big harbour can, of course, do mostly without this long-distance transport. But still, they too have to distribute and collect all sorts of goods for their customers.

This cooperation of long-distance haulage and vans and, to a lesser degree light and medium trucks, usually works through distribution centres, which are settle at peripheral areas in between the cities. The reason is plausible: because of this, there is much less noise, pollution and CO2 emission that would otherwise afflict urban traffic. Banishing heavy-goods vehicles out of city centres helps to ensure a rapid flow of traffic.

A Real Challenge

The smooth distribution of goods and wares in the cities is an enormous organizational challenge. For example, as much as 20 vehicles are needed to distribute the freight of a 40-ton-juggernaut, depending on the weight class. It's easy to imagine that only a big vehicle fleet is capable of maintaining cities and metropolises via inner-city arterial roads. This does of course include the transport capacities for a wide array of services.

Examples of city logistics include courier, express and parcel services, Patient Transport Ambulance, passenger transport and the transportation of perishable goods, such as fruits and vegetables. This distribution follows customer demand. An excellent recent example for this is the stark rise in online-shopping via the Internet. Here, the expectation of fast delivery is directly connected to the process of ordering goods.

Attractive Value

Experience shows that the average driving performance of vans is roughly 100km per day. The number of uses of a van sets their economic use as well. Compared to commercial vehicles, vans have the advantage of using important vehicle parts of the passenger car development, directly or in modified form.

High production numbers guarantee low development costs and thus an attractive initial value. This allows many small and middle companies to add their own transport mobility in the first place, which is essential for the organization of their processes. Cost constrains lead to making the renewal of vans a valid and interesting business model. The full depreciation of the first few years allows for a financially rewarding pricing of these remade vans.

The development trends of vans follow logically those for passenger cars. Thus, fuel-efficient combustion engines, hybrid drive and electric vehicles are currently in the developers focus.

New Developments

One example is Iveco Magirus, who offers the Daily Elektrik, a 3.5-ton van with a maximum speed of 90 km/h and a mileage of 100km per day. Charging the batteries takes eight hours and their weight reduces the total weight of the vehicle by roughly 500 kg. As the batteries are costly (the priciest version can be had for 100,000 euro) a high demand is not to be expected.

In selected European markets, Mercedes offers the Vito E-CELL, which has a maximum speed of 80 km/h, a mileage of 130 km per day and a charging time of five hours. These are developments, which point in the right direction, but are still far from being economically profitable.

Toyota is focusing on developing concepts for vans which aim to combine the standard requirements set on vans with the comfort of a passenger car. There is quite a bit of development in the van market.

Designing Cities

Last, but not least, long-term traffic concepts for cities have to be designed in a way so that they take the future needs of the heavy-duty distribution trucker industry into consideration. The growth of cities means that the present day peripheral distribution centres will be inside the cities of tomorrow.

One has to start thinking about intelligent solutions for the transport infrastructure, which brings the systems' strong points together. They need to be able to cover large areas of a city logistically combined with the ability to make quick deliveries.

**Put your
business on
free speed.**

Advertise in Asian Trucker.

ASIAN TRUCKER

An ad in Asian Trucker reaches the best, the brightest and the most successful decision-makers in the road transport business in Asia today.

Contact us today on +60 16 521 9540 or stefan@asiantrucker.com to speed up your business.

www.asiantrucker.com





UD TRUCKS



UD Genuine Service Agreements – the freedom to focus on your business.

At UD Trucks, we ensure your trucks operate with maximum efficiency. Because we provide UD Solutions which now offers UD Genuine Service Agreements – a complete service package that services your truck with the most efficient service routine and scheduled preventative maintenance plan, all with UD genuine parts. UD Genuine Service Agreements, for the freedom to go about your business – moving freight.

“Road to Your Success”

UD Trucks Corporation
12 Tuas Avenue 10 Singapore 639136
www.udtrucks.com.sg