

ISSUE 9, 2014
HKD 20.00

ASIAN TRUCKER

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HONG KONG

BUSS-ING IT
Long distance

Coach Trends Tested

IN THE WORKSHOP

**Behind the scenes -
In the Vitasoy truck workshop**

Cover Story :

On the ARN from Hanoi to Shenzhen

REGIONAL TRUCKING

**What the ASEAN Free
Trade Area means for trucking?**

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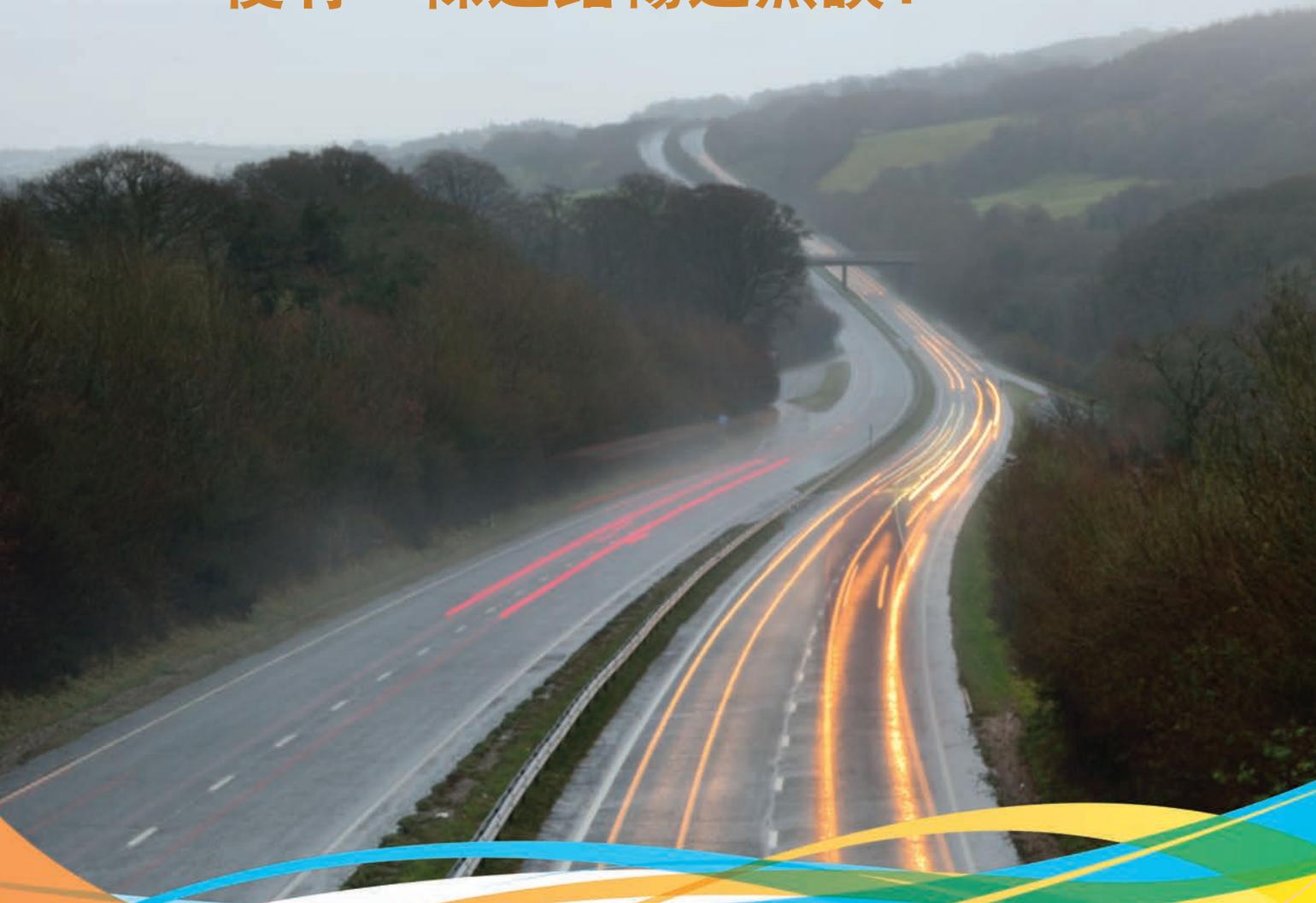
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“天氣再惡劣 梗有一條道路暢通無誤？”



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Saving fuel or burning the midnight oil?



Action packed

The last quarter of this year promises to be an action-packed, high-cetane and thrilling one! Several trucking companies are switching on the afterburner to propel them successfully into the new year. Among them is UD which has just launched a new truck, the Quester in Bangkok. This truck is specifically designed to meet the need of the industry in emerging markets. Joining them is Shell. The energy company lets us gain insights into how their fuels help us to run our businesses more efficient. In another instalment of the seminar series we will learn more about their products. To give you a preview, we followed a fuel scientist for a day to see what it takes to develop fuels.

Take a ride

Our cover story is a very exciting one as it connects to our earlier report on the ARN. When we told him about the ride we took, Devindran immediately responded that he wanted to fulfil a childhood dream by riding along on a truck. A quick phone call later and he was Hanoi bound to ride along with the TNT crews towards Hong Kong. Here in Hong Kong, the Scania Open Day surely was a huge success as a huge crowd joined the truck maker for this event. It was a privilege to be among the crowd and to meet with truckers and fleet owners. More driving took place in Australia where Floyd joined Volvo's FuelWatch Regional Finals. Seems like we are also racking up miles on the ground. For us it is always fun to get our hands on the wheels as it gives us the opportunity to see and feel what it means to be a trucker.

Shifting up

Some of you may already have been briefed by Hemant. We are working on some very exciting new happenings. In order to serve you better, bring you more information and to elevate the standing of the industry, we will be launching a few new platforms for you to communicate with your clients, to engage with truckers and to increase two-way communication between you, our reader, and industry players. I am able to tell you that MIBTC is going to be back! Floor plans are ready and I suggest to contact the MIBTC team soonest to reserve your space if you want to showcase your products, services or company. Besides that, we are planning to launch a multi-language version of our website. Rest assured that will not be all...

Drive safe and always fasten your seatbelt

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The Drivers.



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PUBLISHED BY

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Suites 1801-2, 18/F, Alliance Buildingggg,
130-136 Connaught Road Central,
Sheung Wan, Hong Kong
www.launchpad.com.hk

ARTICLE

All articles submitted for publication become the property of the publisher. The editor reserves the right to adjust and article to confirm with the magazine format. Asian Trucker is a quarterly publication. The publisher will not be responsible for any copyright violation of articles that have been approved by contributing writers.

The publisher accepts no responsibility for unsolicited manuscripts, illustrations or photographs.

PRINTED IN HONG KONG

Omac Production House Limited
Unit B, 13 F, On Loong Commercial
Building 276-278 Lockhart
Road, Wanchai, Hong Kong

Boost your business with a listing on our new website.
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Asian Trucker expands offering



second instalment of the only commercial vehicle exhibition in Malaysia.

In Malaysia the magazine will go bi-monthly as of March 2014, offering readers faster updates, more information and news about the industry. Our team has seen hirings in the editorial team and the sales side has been strengthened.

The big news for many will be the launch of the Asian Trucker Drivers Club. Our own club is aiming at providing skills training for drivers of commercial vehicles. With support from the industry already rolling in, the official launch is slated for February 2014. Once successfully established, the club will also be rolled out into other countries in South East Asia.

Fit NeckIt! anti-siphon devices (ASD). Stop fuel theft.

Fuel Theft is increasing and the transport industry is not keen to acknowledge it. Privately, many operators admit that it is increasingly adding pressure to already tight profit margins. Nobody knows the annual fuel theft cost to the SE Asian Trucking Industry, but it surely runs into many USD 100M's!

Perhaps it's taken by petty thieves, regularly taking 4-5 litres. Because It's easily handled.

Or the professional who knows that the fuel monitoring system is accurate to 5% +/- . For a 400 litre tank that's 20 litres - without the system picking it up. That's a major annual cost if it happens 2/3 times a week!

Then there is the 'welded device' that adds between 10-20 cm's height to the tank neck but stops fast filling of the tank. Perhaps 20 minutes to fill a 400 litre tank? And fuel is regularly lost because of welling & spillage. So longer turn-around times and wasted fuel!

Fitting a NeckIt! ASD's addresses all the above issues. It is quickly fitted (no welding), and allows fast filling with no wastage. With pricing that gives a fast payback.

NeckIt! – the World's best range of ASD's

For more information e-mail us at: contact@fueldefend.asia

Recently launched in Thailand, the magazine is getting good responses with reader writing letters expressing their appreciation for the publication. The second issue is on the way to readers across the Kingdom of Thailand. In this issue we are bringing you some impression from the recently held commercial vehicle exhibition in Bangkok. Meanwhile, MIBTC 2015 announces some 40 % more space. This exhibition is hosted and organised by Asian Trucker and is the

Continental Tire Division Celebrates World Quality Day

16 Continental Tire Division locations worldwide participate in UN World Quality Day

Continental 
The Future in Motion

On November 14, the international automotive supplier and tire manufacturer Continental joined the United Nations' World Quality Day. In a total of 16 locations of Continental's Tire Division around the globe, employees organize events and activities in order to raise the awareness for quality. Under the motto of "Continuously Striving for Best in Class in Quality", Continental employees will get deeper insights into what quality means and how they can actively participate in sustaining and even improving high quality standards.

"Customer satisfaction through premium quality is vital for us in order to achieve the growth and value creation targets that we have set ourselves as part of our Vision 2025. With excellent quality in products, service and supply, we ensure our reputation as a reliable partner for our customers around the world," remarks Claus Petschick, Head of Quality Management for the Continental Tire Division. With its Vision 2025, Continental sets the stage for sustained growth in the years to come. Until 2016, Continental

will invest more than 1 billion Euros in tire plant expansions around the world.

In order to sustain premium quality in products and processes, involvement and understanding of all employees is vital. "Premium quality in products can only be achieved through excellence in all business and production processes. This is where our team clearly makes the difference. Their commitment and determination are an important factor for our way to our Vision 2025," adds Jens Schöning, Head of Quality Management Commercial Vehicle Tires for Continental. With the Quality Day activities in the participating locations, Continental wants to highlight that ensuring quality is not only everybody's primary responsibility, but that it is also an integral part of the corporation's success.

The Tire Division of Continental celebrates the World Quality Day in the week of November 11th in various locations worldwide: Aachen – Germany, Hannover-Stöcken – Germany, Korbach – Germany, Otrokovice – Czech Republic, Puchov – Slovakia, Lousado - Portugal, Timisoara – Romania, Sarrguemines – France, Kaluga – Russia, Camacari – Brazil, Cuenca – Ecuador, Fort Mill – USA, Alor Setar – Malaysia, Petaling Jaya - Malaysia, Modipuram – India, and Hefei – China.

DAF launches the Euro 6 LF and CF Construction

Robust, powerful, efficient and developed for maximum durability



DAF is launching the new Euro 6 CF Construction, specially developed for applications in the building and construction industry that require regular off-road driving. The CF Construction features an increased approach angle and high ground clearance for good off-road capabilities and numerous clever details for maximum availability, low operating costs and class-leading ease of use. The sturdy styling elements on the CF Construction also give the new LF Construction an individual appearance.

The first thing that strikes you about the new CF Construction models is their characteristic design. They display strength, thanks to the distinctive black grille with large louvres and the brand new bumper design, made from galvanised steel for maximum robustness. For the same reason, the covers of the attractive headlights are made from unbreakable Lexan and a 3 mm thick steel plate is fitted under the bumper to protect the radiator. This protective plate can withstand loads of up to 4 tonnes and the lower section folds out to provide a practical and wide step.

The robust bumper is mounted high to create a large 25° approach angle. Combined with a 40 cm ground clearance - thanks in part to the use of 'straight' front axles - this provides excellent driving characteristics on unpaved roads.

Double-drive tandem

The new DAF CF Construction is delivered as a three-axle 6x4 rigid with an 8 or 9-tonne front axle and a 19, 21 or 26-tonne tandem, which makes the vehicle ideal for use in the building sector and timber industry. As a three-axle 6x4 tractor, the CF Construction is exceptionally well suited for special transport applications or for transporting trees or pillars.

The 8x4 rigid provides the ideal base for a tipper or concrete mixer. With twin steered 7.5, 8 or 9-tonne front axles, combined with a 19, 21 or 26-tonne tandem, this rigid provides a high design GVW of 32 to 44 tonnes. All models feature DAF's renowned double-drive eight-rod tandem, which is characterised by its high roll stability and large articulation (270 mm) for high off-road mobility.

Efficient PACCAR engines

Power is supplied by the 12.9 litre PACCAR MX-13 engine with ratings of between 303 kW (410 hp) and 375 kW (510 hp) and the new 10.8 litre PACCAR MX-11 engine with ratings of between 210 kW (290 hp) and 320 kW (440 hp). The average fuel consumption of the PACCAR MX-11 engine is up to 3%

lower than the already efficient 12.9 litre PACCAR MX-13 engine, and the weight reduction of over 180 kilograms results in an even higher payload.

An optional AS Tronic automated gearbox is available with a specific setting for off-road use, with gear shifting strategies specially developed for this purpose. This ensures faster shifting of the gearbox with faster operation of the clutch. Obviously, for the CF Construction also a range of PTOs is available. On versions with the PACCAR MX-11 engine - next to the one o'clock position engine PTO - also a light, 11 o'clock position version is available with a torque of 250 Nm.

New: LF Construction

The LF Construction is available with the 6.7 litre PACCAR PX-7 engine with ratings of between 164 kW (220 hp) and 231 kW (310 hp). Of course, the new LF Construction also boasts the many unique qualities for which the LF is so highly regarded. The DAF LF has the smallest turning radius in its class for maximum manoeuvrability and a low kerb weight to allow highest payload.

DAF will start delivering its new LF Construction and CF Construction from early next year. For applications in which a large approach angle and high ground clearance are of lesser importance, DAF also offers the CF 6x4 and 8x4 models in a version with the attractive exterior design of the standard CF models.

Iveco and New Holland Agriculture Support Action for Road Safety Campaign at WTCC Shanghai Circuit



Iveco and New Holland Agriculture continue their support of the FIA (Fédération Internationale de l'Automobile) "Action for Road Safety" campaign to raise awareness and promote education on safer driving behaviour. They were present at the World Touring Car Championship (WTCC) race meeting

at the Shanghai International Circuit on the 2nd and 3rd of November 2013.

Iveco will drive an Iveco 682 truck carrying the WTCC 'Action for Road Safety' flag on the race lap at the Shanghai race track. As official suppliers of FIA's campaign, Iveco also displayed a Stralis truck, International Truck of the Year 2013, and New Holland Agriculture a T7000 Blue Power tractor, winner of the "Tractor of the Year 2010" Award.

Safety on the roads and in the fields

Safety is a critical issue on the roads, where it is estimated that 1.3 million people die every year in traffic accidents. It is equally vital in agriculture, which is

one of the three sectors with the highest rates of injury and death in the workplace.

Iveco and New Holland Agriculture aim to contribute to greater safety on the roads and in farming through good design and safety features, developing vehicles and equipment that create the best possible conditions for safe operation.

Stralis Hi-Way, International Truck of the Year 2013

The new Stralis Hi-Way, a flagship model in the Iveco heavy range, was recognized last year by a jury as International Truck of the Year 2013 for its characteristics, including its safety features. It will be commercialized also in China in the beginning of 2014.

1-millionth mark topped with FUSO sales in Indonesia

Daimler Trucks continues to rev up sales in export markets in Asia and Africa



Daimler's commercial vehicle subsidiary Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is celebrating a milestone achievement of one million commercial vehicles sold in MFTBC's largest export market Indonesia. The company has been present on the Indonesian market since 1970 and has established itself as the leading commercial vehicle brand in that country. FUSO is the market leader in the overall truck segment with a market share of 45.8 % in the period from January to August 2013.

The FUSO Canter truck is a top seller with a market share of 52.5 % in the light duty truck segment (January to August 2013) in Indonesia and is contributing significantly to the seven-digit sales benchmark.

Dr. Albert Kirchmann, Head of Daimler Trucks Asia and MFTBC President & CEO, congratulated: "One million commercial vehicles sold of our tradition-rich FUSO brand in Indonesia prove that we have the right products on offer for our customers in the country," noting: "Indonesia is a strategically important market for our growth strategy as a country that already ranks third among the largest sales markets for light-duty trucks worldwide."

The markets of Southeast Asia offer a significant long-term market potential. According to external forecasts, an increase of approx. 20 % to 30 % in annual truck sales can be expected for the entire Southeast Asia region until 2020.

Daimler Trucks Asia

MFTBC and DICV work hand in hand under the umbrella of Daimler Trucks Asia. To bolster the presence in growth markets, the two companies are relying on an integrated product range for greater variant diversity and an optimized production network with the truck plants in Kawasaki, Japan, and Chennai, India, as the main production locations. Through the joint activities of MFTBC and DICV in the areas of product development, production and procurement, Daimler Trucks Asia is utilizing the strengths of both companies. Nevertheless, MFTBC and DICV continue to operate as independent subsidiaries of Daimler AG.

Sinotruk wins Innovation Capacity Award

2013 China Automobile & Parts Industry Developing & Innovation Awards", organized by Automobile & Parts, has recently been unveiled. As a result, China National Heavy Duty Truck Group Co., Ltd. (Sinotruk) won the Innovation Capacity Award.

The event was supported by the Shanghai Overseas Exchange Association and the School of Automotive Studies, Tongji University. The review committee consists of experts in the automobile & parts industry, professors from institutions of higher education and senior editors.

Hendrickson releases white paper on AERO CLAD Bumper Technology



Hendrickson Bumper and Trim releases test results in a White Paper proving that AERO CLAD® Bumper technology addresses the industry call for light weight metal material, mirror-like finish, and increased ground clearance while offering fuel efficiencies similar to their plastic counter parts. The independent third party SAE J1321 Type II testing represents Hendrickson's on-going commitment to provide solutions to meet

the needs of today's medium- and heavy-duty trucking industry by continuing innovation in its 100-year history.

In recent years, the trucking industry has become more concerned than ever with increasing fuel efficiencies to address both today's economic needs and growing environmental responsibilities. A common solution to these two concerns has been to reduce weight and increase the aerodynamic properties of the vehicle by shifting from traditional metal bumpers to lightweight plastic alternatives.

However, the durability and maintenance of such plastic bumpers can undermine savings achieved by weight reductions and thus, a need for a light weight metal alternative remains.

Hendrickson Bumper and Trim commissioned two SAE J1321 Type II fuel consumption tests to prove once and for all that a metal bumper could provide the look, durability and ground clearance desired while not degrading the consumption of fuel on a given vehicle. Each fuel consumption test utilized identical vehicles with one variable, a control vehicle with a factory supplied plastic bumper to provide a baseline, and test vehicles utilizing AERO CLAD® bumpers. Two separate tests were run in the spring and fall of 2012; both were run on two popular industry vehicles.

The results of the independent tests concluded that the replacement of the factory bumper with the Hendrickson AERO CLAD® product produced no adverse effect on fuel consumption.

Hino Motors to Enter Two HINO500 Series Trucks in Dakar Rally 2014

Team Aims for 5th Straight Championship in the Under 10-litre Class

Hino Motors, Ltd. (Hino) will be working with Team Sugawara led by Yoshimasa Sugawara to enter two of its HINO500 Series trucks as HINO TEAM SUGAWARA in Dakar Rally 2014, which is scheduled to kick off at Rosario, Argentina on January 5, 2014.

Hino has been developing new racing trucks over a period of 3 years since 2012 with the goal of achieving high rankings in the Trucks category. Dakar Rally 2014 will be the team's third and culminating year of this project. In the previous race, Car 1 became the team's first truck to be mounted with an electronically controlled (common rail) J08C engine. This truck, which has received further upgrades to its output and reliability as Car 2 for the 2014 race, will be driven by Teruhito Sugawara, who is aiming for his 5th straight championship in the Under

10-litre Class and high rankings in the Trucks category.

With a firm eye on how the race is increasingly becoming a high-speed race, Car 1 for the next race is now equipped with an A09C engine, which boasts a larger displacement than the J08C engine mounted on Car 2. The use of a 9-liter engine will be a first for Hino in the Dakar Rally. Dakar Rally 2014 will be the first ever race for this truck, which will be driven by Yoshimasa Sugawara, who holds the Guinness Record for 30 consecutive entries in the Dakar Rally.

As has been customary over the years, the mechanics who support the team during the race have been screened from among many applicants from Hino dealerships nationwide. This year's roster of four includes one mechanic each from Higashi-Hokkaido Hino Motors, Yokohama Hino Motors, and Shiga Hino Motors, as well as one mechanic from the Vehicle Planning & Production Engineering Div. at Hino

Motors. In addition to these mechanics, one engineer will be joining the team for the first time this year from the Engine Engineering Div., Hino Motors to create a bullet-proof team with the capability of prevailing in battles that are being fought on the electronic tuning front; battles that have become increasingly sophisticated in recent years.

HINO is committed to its ongoing involvement in the world's top race, and to share heart-stopping moments with customers and motor sport fans around the world, as well as build the HINO brand.



Highly efficient nanofibers from MANN-FILTER used in commercial vehicles



Commercial vehicles are often exposed to particularly high levels of polluted air. At the same time, the Euro VI standard means that clean air is more important than ever today for commercial vehicle engines. The filtration specialist MANN+HUMMEL has responded to this by using particularly efficient nanofiber coatings for its air filter media. Since September, MANN-FILTER has offered the MICROGRADE A-NF filter medium for new light to medium-weight trucks in the independent aftermarket.

Particularly clean air for the engine even in a particularly dusty environment – MANN-FILTER uses nanofiber technology for such applications. The filter manufacturer currently produces the latest nanofiber-coated air filter media MICROGRADE A-NF for the small and medium-sized TGL

and TGM truck models manufactured by MAN. The Ludwigsburg-based company also supplies nanofiber air filter media for the independent aftermarket for DAF's mid-range CF trucks.

Ultra-fine fibers for high performance

MICROGRADE A-NF media consist of a cellulose carrier material coated with extremely thin layers of ultra-fine polymer fibers. The fibers are invisible to the naked eye. They have an average diameter of 0.15 micrometres or 0.00015 millimetres. This makes them up to 500 times finer than a human hair and up to 300 times finer than the fibers in the carrier material. As a result, the surface on which dust particles can be deposited is much larger, making the filter much more efficient. MANN+HUMMEL has proved this in laboratory tests using fine particles with a diameter of 0.7 micrometres (0.0007 mm). Result: Using the pure carrier material without nanofibers, the filter medium retains 40 percent of all particles of this size. The so-called separation efficiency increases to up to 99.98 percent when filtered through the fine-mesh nanofiber layers. MICROGRADE A-NF therefore filters almost all of even the tiniest particles from the intake air.

The dirt particles attach to the surface of the medium. The advantage of this is that the particles cannot penetrate the cellulose base medium and block the pores there. Long service intervals are therefore a further benefit.

Innovative, patent-pending software

Despite its high separation efficiency levels, the flow resistance of MICROGRADE A-NF is very low. The small diameter of the nanofibers has a positive effect here. The diameter of the fiber is also a key factor in the stability of the fiber mesh and thus in preventing tears and cracks. MANN+HUMMEL has developed specific software for checking and assessing the produced nanofibers. This software can be used to automatically determine the diameter of the fibers using pictures from a scanning electron microscope. This solution is just one of the many patent applications the company has filed with the German Patent and Trade Mark Office (DPMA). Having submitted 114 applications in the past year, the DPMA lists MANN+HUMMEL among the most active domestic patent applicants.

UD launches the Quester - A truck specifically designed for emerging markets



Taking the notion of “providing customers with solutions that fit their needs, UD has launched the “Quester”. This truck was designed specifically for the needs in emerging markets, but we shouldn’t be surprised to see it entering other markets soon too.



validate and industrialize Quester and its associated services”, said Rosenberg. “We have amongst others spent 1,500,000 engineering hours and 65,000 tests hours to ensure that Quester delivers as good in real life as when it was conceived by our skilled engineers”.

Global quality designed for growth markets

“UD Trucks, with a proud tradition of developing high quality trucks for the Japanese market, has for a long time successfully exported trucks across markets in Asia, Africa, Middle-East and South America. However, we have previously never developed products specifically for customers outside Japan”, said Joachim Rosenberg, Chairman UD Trucks. “With Quester, UD Trucks is now entering a new era by introducing an additional truck range – designed especially for growth markets.”



Seven Different Configurations

“One of the most obvious advantages with Quester is versatility. Quester offers users a unique experience of adaptability that is currently not available on the market”, said Taizo Matsuo, Vice President UD Trucks Product Management. Quester offers ideal axle positioning available in seven different configurations - 4x2R/T, 6x2R/T, 6x4R/T and 8x4R configurations for distribution and long haul, and 6x4R/T and 8x4R for construction and mining work. The 6x4R/T and 8x4R are designed for rough conditions and particularly suitable for construction where durability and high reliability are of the highest importance. The 6x2R/T can be provided with a bogie lifting axle which is used to lift the axle in the unloaded condition.

“This truck is a game changer” said Mr. Joachim Rosenberg, Executive Vice President Group Trucks Sales & Marketing and JVs APAC, during the global launch of the new UD Quester in Bangkok, Thailand on 26th August. The all-new Quester is a complete and modern heavy duty truck platform designed to serve a wide range of applications including amongst others mining, construction, distribution and long-haul transportation. Quester is a robust, reliable, and efficient truck range combining the best of global technology and Japanese craftsmanship, sourced and manufactured close to its first targeted customers in mainland Asia.



It is also UD Trucks’ first completely built-up truck range manufactured outside Japan, leveraging expertise from both UD Trucks in Japan and the Volvo Group’s global development resources. “More than 400 full-time experts from different nationalities with different knowledge and experience have been involved to contribute to design, develop,

Launched globally in Thailand, the Quester is a Euro 3 truck and will be available in selected markets only.

As the truck addresses the needs of specific market conditions, it is going to be available in certain countries only (Currently, the truck will not be available in Singapore).





Scania Open Day a huge success

Carnival style event mesmerised the crowds with action packed program and new models on display

Once a year, Scania customers, truck fans and staff gather for the Scania Open Day. Held on 23 November, this instalment turned out to be a huge success. Clear blue skies and empty roads for test drives provided an ideal backdrop for this event. The event was held in the Scania workshop in the Yuen Long Workshop in Lau Fau Shan. Not only were there the latest Scania trucks on display, but also plenty of good food, a kids' corner, lucky draws and competitions. Another highlight was the booth where Scania model trucks were sold.

Among the many who flocked to the event was Wong Kam Man, Chief Operating Officer of Polytex Logistics (Hong Kong) Limited. The company has been in business since the 1980s. He shared with us that he is joining the event every year. His fleet comprises of a total of 35 trucks, out of which Scania's make up 17. Ten of these are 8 x 4s and the remaining 7 are 10 x 4. "We were the first ones to buy the 5-axle trucks. They have proven to be extremely cost effective and provide us with a high profitability" he said. According to him, increasing costs are a challenge for the industry.

"He is going to be a trucker. He likes the big trucks" one mother said while her son played on the kids corner.

"I am very happy!" said Anders Gustafsson, Managing Director of Scania Hong Kong. He further stated that "There have been some 1200 people here today. We invited some 240 students to experience our brand and to increase awareness for the industry





and the possible careers that there are. We hosted some 700 customers with their families and many of our staff also brought along their family members." Groups of 30 students from four different schools each were going through a series of stations whereby they could learn about Scania.

According to Gustafsson, 2014 will be an exciting year as the task at hand is to promote all the new trucks that have been introduced at the event. Not only are there new engines, but new gearboxes, drivelines and interiors that are being introduced to the market. "A innovation is the ready-build concrete mixer. It is ready to go and all fitted to go to work immediately as the body-building is done. This is another model besides the five-axle truck that customers can opt for as ready to use trucks" he explained.

As environmental protection and fuel savings are major concerns for the industry, Scania was showcasing Euro 6 trucks as well as the Streamline aerodynamics packages. According to Gustafsson, customers can achieve up to 8% better fuel economy with Euro 5 trucks using this option.

Joakim Wahlquist, Chief Financial Officer of Scania (Hong Kong) Limited, commented on the success of the event "Great turnout! We have some 30 - 40 % more people attending than last year. That says something about the quality of our products and the standing we have in the market."



New regulation to phase out pre-Euro IV diesel commercial vehicles



The Air Pollution Control (Air Pollutant Emission) (Controlled Vehicles) Regulation was gazetted on October 25 to phase out pre-Euro IV diesel commercial vehicles and to introduce a 15-year service limit for newly registered diesel commercial vehicles.

A spokesman for the Environmental Protection Department said that the Regulation is required to take the proposal to phase out some 80 000 pre-Euro IV diesel commercial vehicles including diesel goods vehicles forward. Non-franchised buses and light buses using an incentive-cum-regulatory approach, with the aim of improving roadside air quality and better protecting public health. Under the proposal, the Government will offer eligible vehicle owners an ex-gratia payment ranging from 27 per cent to 33 per cent of the average taxable value of comparable new vehicles.

"The Regulation will stipulate retirement deadlines for pre-Euro IV diesel commercial vehicles with reference to their respective dates of first registration, namely January 1, 2016, for the most polluting pre-Euro diesel commercial vehicles, and January 1, 2017; January 1, 2018; and January 1, 2020, for Euro I, II and III vehicles respectively. The Regulation also sets a service-life limit of 15 years for diesel commercial vehicles first registered after the commencement of the Regulation to enable timely replacement of diesel commercial vehicles in the long run for better roadside air quality," he said.

"To reduce the number of polluting diesel commercial vehicles, the Regulation requires the owners of the vehicles

concerned to, on each licence application from the respective retirement deadlines or from their 15th anniversary date of first registration, as the case may be, comply with the emission standards applicable to them as if they were first registered on the date of the vehicle licence application. Failure to comply with the requirement may offer grounds for the Commissioner for Transport to refuse to license the vehicles," he added.

Phasing out pre-Euro IV polluting diesel commercial vehicles can reduce vehicular emissions of respirable suspended particulates and nitrogen oxides by 80 per cent and 30 per cent respectively. As well as contributing towards the attainment of the new Air Quality Objectives that will take effect in 2014, the reduction can also reduce by half the cancer risk associated with exposure to diesel engine exhaust fumes.

The Regulation was tabled in the Legislative Council for negative vetting on October 30. Subject to the approval of the Council, the Regulation will take effect on February 1, 2014. After the passage of the Regulation, the Government will seek funding approval from the Finance Committee for the ex-gratia payments as soon as possible with a view to implementing the scheme in the first quarter of 2014. Details of the ex-gratia payment scheme will be sent to the registered owners of pre-Euro IV diesel commercial vehicles before its commencement.

http://www.epd.gov.hk/epd/english/news_events/press/press.html

Asian Logistics & Maritime Conference Attracts Global Audience

Some 1,500 Logistics Providers, Users Take Part in Third Edition

More than 1,500 logistics providers and users from 26 countries and regions took part in the third Asian Logistics and Maritime Conference on November 7th at the Hong Kong Convention and Exhibition Centre (HKCEC). Among them were delegations from Cambodia, Canada, Indonesia, Japan, Macau, Malaysia, Namibia, Pakistan, Taiwan, Thailand and the United States.

Super-Connector

In his conference speech, Hong Kong SAR Government Chief Executive CY Leung said that Hong Kong has long been China's entrepôt and its logistics and maritime hub. "Now we are welcoming more logistics companies to Hong Kong," he said. "The growth of overseas logistics business will enhance our city's role as a super-connector linking the mainland of China and the rest of the world."

Mr Leung added that Hong Kong was "preparing to negotiate a Free Trade Agreement" with ASEAN, and that the agreement "will help to strengthen trade and logistics in our region and add to the competitiveness and efficiency of our supply chains."

ASEAN and e-Commerce

The opening plenary sessions focused on the Association of Southeast Asian Nations (ASEAN) and the implications of growing trade between ASEAN and the Chinese mainland. The session's speakers included Ronald Widdows, Chairman of the World Shipping Council, George Yeo, Chairman of the Kerry Logistics Network and Robert Li, Executive Director, Supply Chain for Asia Pacific, the Lenovo Group.

The second plenary examined the rise of e-commerce and the retail revolution e-tailing is creating. Speakers included Shi Tao, Vice President, Retail/General Manager for Global Business at the

JD.com Group, Scott Price, President and CEO of Walmart Asia and Michele Ferrario, Managing Director of Zalora South East Asia.

Food Movers

The fourth forum, on food logistics, was moderated by Craig Bowyer, Operations Director of Swire Pacific Cold Storage Ltd. Speakers included William E O'Brien, President of HAVI Supply Chain Solutions, and Hang Tian, CEO of China Merchants Americold.

Networking Events

This year, for the first time, the conference included an exhibition. More than 50 exhibitors from 12 countries and regions took part, showcasing their offerings in e-logistics, logistics services and maritime services. Business matching sessions were arranged for our exhibitors. Other conference activities included a networking luncheon and a reception following the afternoon forums.

Logistics Week

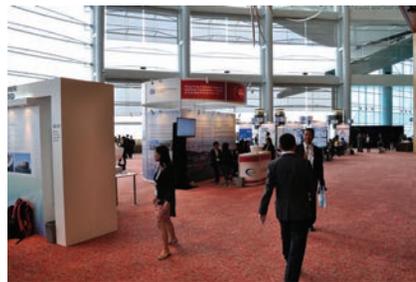
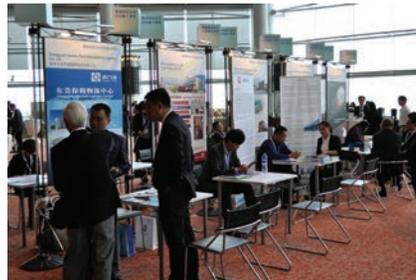
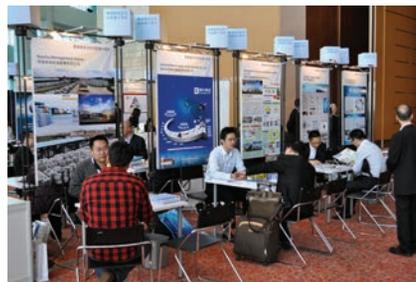
The conference was part of Logistics & Maritime Week, which offered a variety of industry activities and events, including the GS1 Hong Kong Supply Chain Management Excellence Summit.

Conference Organisers

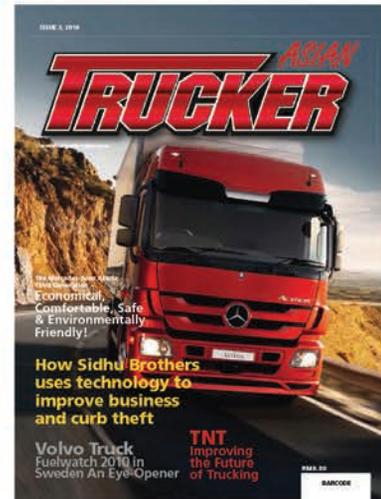
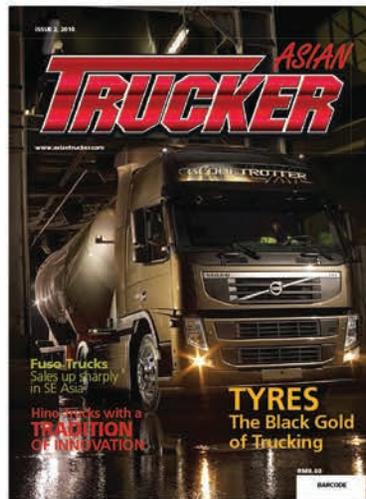
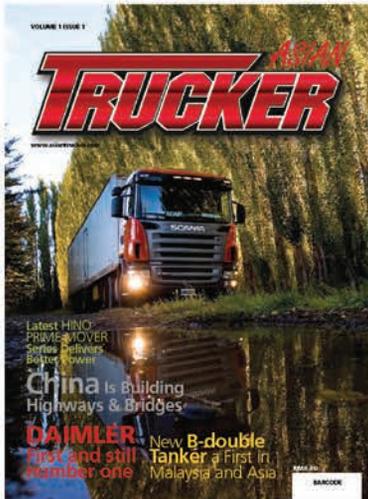
The ALMC was organised by the Hong Kong SAR Government and the HKTDC in association with the Hong Kong Logistics Development Council, Hong Kong Maritime Industry Council and Hong Kong Port Development Council. The conference also enjoyed the support of 19 high-powered honorary advisors.

Asian Trucker

We are proud to be involved in this event as media partner and many participants took the opportunity to meet with us to discuss issues around trucking.



訂閱表格



個人/公司資料

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Schaeffler Solutions Offer Longer Life

There are thousands of parts that make up a commercial vehicle and if anyone of them fails it will create problems for the owner. Schaeffler Automotive Aftermarket goes beyond looking at repairing a single part as an answer to their problems, they have a more eloquent solution.



“We go beyond just selling tapered roller bearings,” says Ramdas Cherupara, Vice President Schaeffler Automotive Aftermarket (SAAM) Asia Pacific, “we offer solutions.”

Crucial Innovations

Schaeffler – with its product brands LuK, INA and FAG has been a pioneer in the automotive industry from its earliest days – in the case of FAG, well over 100 years. The inventions of its three brands have been significant. In the 1860s FAG invented the ball bearing and INA, formed by brothers Wilhelm and Georg Schaeffler in 1946, took this development one step further by producing the Needle Roller Ball Bearing.

Cherupara, who joined SAAM, Asia Pacific as Vice President in June 2012, explains that Schaeffler is comprised of two divisions: Automotive, which is currently 73% of the group’s business and Industry which constitutes 27%. “Currently,” the VP explains, “23% of Schaeffler’s global business comes from Asia.

Areas of Growth

Prior to joining Schaeffler, Cherupara held diverse roles and managerial positions in the Automotive industry in Asia, USA and Germany for the past 22 years. Since June 2012, he has successfully led the operations of Schaeffler Automotive Aftermarket in the Asia Pacific region which includes China, India, Japan, Korea and the ASEAN countries. He is now based in Singapore.

Regarding the Aftermarket segment, which the company has been in since the 1970s, Cherupara says that SAAM has the products; it has a competitive price, availability and quality. “There is no debate about this, but what we do is go beyond that. We offer solutions.”

Simplifying Processes

In the Commercial Vehicle (CV) segment Schaeffler’s focus is on European OEMs, such as Volvo, but they are also seeing growth with Japanese companies who are becoming strong global partners.

One area where Schaeffler and Volvo work together is with the patented FAG Repair Insert Unit (RIU). In the Volvo sector three FAG RIU designs allow for the repair of 20 hub types in over 700 different Volvo CV models. The multi-use application requires less warehouse space and considerably facilitates the ordering process.

Solving Problems

Using the example of the FAG RIU, Cherupara illustrates what he means by offering the customer “a solution”. “A shop can buy all the parts needed to do repairs, but it may not work optimally because the mechanic has to put everything together with the right grease at the right amount. We offer a solution. The solution is the FAG RIU, a pre-assembled wheel bearing unit that is comprised of two tapered roller bearings, lubricated for life and sealed, and fixed after assembly by a securing ring.

“This solution is sealed with all the right parts in the right place, the special heavy duty grease and the right amount of it. It is very easy for the mechanic to put the two parts together correctly. He doesn’t need to worry about a large number of parts and the grease. It is not only easy, but it is quick, taking much less time than the conventional way of doing this.”



The LuK RepSet SmarTAC 430 mm (pull-type) – an even higher performance, longer-life repair solution for selected heavy-duty applications. It consists of a clutch disc, a clutch pressure plate and conventional release bearings.



On the ARN from Hanoi to Shenzhen



Asian Truckers sent Devindran Ramanathan to travel TNT's ARN from Hanoi, Vietnam to Shenzhen, China. Early this year Stefan Pertz travelled from KLIA in Malaysia to Ayer Hitam to Bangkok and then into Laos via the Friendship Bridge 2 that was featured in Asian Trucker issue 13. Devindran returned with many insights into regional trucking

I grew up in Ipoh (the Malaysia mining town that tin helped build) in the 70's. My home was just off the busy Tiger Lane (now Sultan Azlan Shah Road), then a main trunk road linking cities and towns like Kuala Lumpur, 200km to the south to Penang in the north.

Those were the days before the North South Expressway was built and the road fronting my house was the main Federal Route for all traffic and commerce plying their trade from the Malaysian-Singapore border in the south to the Malaysian-Thai border in the north.

Often light and heavy trucks would choose to park overnight for light repairs and rest across from our home. The shade and safe distance from the busy junction was probably the reason. Timing wise, I guess most drivers, if they were driving solo, would have needed a break, considering a trip from KL to Ipoh or Ipoh to Penang would have taken at least five hours for these heavy commercial vehicles.

My mum would often take pity on the drivers and would send me to offer them a hot drink and biscuits. Thinking back, perhaps that's why many familiar faces must have chosen the front of our home for their ideal truck stop. When the drivers were free to talk, my conversations with them mainly centred on where they were coming from or travelling to and what cargo they were carrying.

At night, when I lay in bed troubled by the noise they made repairing their trucks, I use to wonder what their daily life was like; what they ate, if their seats were comfortable for the long haul and how long were they going to be away from their families.

Hanoi to Shenzhen

When Asian Trucker asked if I would be interested in participating in a road trip on a truck, I immediately jumped at the opportunity. I was even more thrilled when told I would be completing the Hanoi to Shenzhen leg of the Asian Road Network (ARN) hosted by TNT. Stefan Pertz had earlier completed the Kuala Lumpur to Laos journey (AT Issue 13).

ARN is an integrated road delivery service which is available in Asia. With their tagline "Cheaper than air freight and faster than sea", ARN trucks operate on routes connecting Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam and China with cost efficient offerings.

I boasted to Stefan that I used to service Volvo prime movers during my college holidays in the UK and was impressed by the level of driver comfort and technology in these vehicles. Mind you, those were the days when tachographs were state-of-the-art tools. Stefan cautioned me about getting my hopes too high on the comfort part as a passenger.

Dinesh Kanapathy, the Regional Operations Manager of ARN was in constant communication with me prior to the trip and provided me with all the necessary names and travel details to ensure my journey went smoothly.



Watching Trucks go by

Many may remember Stephen Bishop's popular song It Might be You in the 1982 film Tootsie, with the lyrics of "I've been passing time watching trains go by." Now substitute "trains" for "trucks" and you may conjure up an image of me as a little boy watching trucks going by.

Hanoi Delays

I arrived in the afternoon at Nai Bai International Airport on August 1, 2013 for my journey scheduled for the following morning at 4:00am from the TNT My Dinh depot on the outskirts of Hanoi.

The TNT team recommended staying closer to the depot, at the Grand Plaza Hotel located 40km from the city and approximately 7km away from the My Dinh depot. I contacted Mr Nguyen, TNT My Dinh Freight Manager to inform him that I wished to recce the route to the depot as I wasn't going to be taking a chance on the taxi driver losing his way at 4:00am the next morning.

I grabbed a cab to TNT Hanoi's office, just 15 minutes away to meet Mr Nguyen. With a big welcoming smile he informed me immediately that my departure, scheduled for the following morning was postponed a day due to custom difficulties experienced by the truck from China. The truck from China was scheduled to swap the complete trailer with our Vietnam truck at the border the following day.



A Buzz of Activity

I was told to expect an email to this effect from their County Manager later in the evening. While at the depot, the Freight Manager gave me a quick tour of the facilities to witness activities of warehousing to distribution. In total, TNT has 12 trucks which are sub-contracted, but totally managed in-house.

There is a buzz of activity with pickers and packers processing consignments and paperwork to match the smooth physical flow of the goods throughout the country, both inbound and outbound.

"When you consider that the objective is to provide high quality freighting service at attractive prices, the total distribution

concept needs to be understood by all the employees in the organisation" Nguyen explained.

I returned to the hotel before dark and walked around to the nearby shops to locate my first local treat. Slowly savouring the steaming hot bowl of Beef Pho noodles for dinner allowed me time to mull over the fact that I had the entire following day to roam Hanoi. I mused about how the delay would affect my plans once I arrived in Shenzhen.



Good Morning Hanoi

It's been raining the entire night as I arrive at the TNT My Dinh depot at 4:00am; the security dogs are first to be alerted of my arrival. I am shown to my truck and the staff on duty beats the doors of the somewhat post war looking American Freightliner with a 6X4 tractor unit capable of hauling up to 40 tonnes. The drivers slept in the sleeper cab the entire night after loading their consignment the night before to ensure we were quick to get out of the city before morning traffic set in.

I immediately choose to "ride shot gun" (an early American term to claim the front passenger seat beside the driver) while the other driver sat in the sleeper compartment as we departed the depot. We cleared the security checkpoint upon showing proof of our consignment documents. Three hours cruising out of Hanoi morning dawns amidst the purring of the Detroit & Cummins engine, trucking an 18 tonne pay load to the Vietnam-Chinese border.

Ease of Driving

The interior of the cab has seen better days, but what seemed most important was the driver's ease of handling the truck with all the necessary comfort features laid out around him. To our driver, having to reach his can of Red Bull and the closeness to the air horn lever seemed to be the most important accessories to keep him alert. At the end of the day, a safe and comfortable driver is a productive driver.

The rain and winds intensify throughout the journey and this is confirmed in the local Vietnam English newspaper which I brought along from the hotel. The paper warned residents in northern Vietnam to prepare for floods as Tropical Storm Jebi was continuing to gather strength and due to hit East China Sea that day.

I couldn't believe my luck as I was going right smack into the eye of the storm as portrayed in the newspaper diagram of the predicted storm path.

As we completed the final part of the Vietnam leg, I get to see the richness of the soil, rice fields and the many river tributaries crossings as we approach Lan Son, less than 40km from the border.

Gateway to China

Due to its ideal location, it served for centuries as a gate-way to China as well as the path of several invasions including the site of three French defeats during the colonial war in the late 19th century.

Rain began to beat heavier as our driver decided to have breakfast in Dong Dang, on the Sino-Vietnamese border, which is 14km after Lang Son (the last major city before China). Just three kilometres to the east of Dong Dang is the Huu Nghi (Friendship) border where we seemed to be heading for the container exchange. As long as living memory can testify, this gate has been a major point for the exchange of goods between Vietnamese and Chinese.

It was a bowl of hot noodles for me with a cup of hot tea with our drivers and other local truckers at a road side eatery. As the rain got heavier, the drivers exchanged advice, amidst deafening thunder and lightning, saying it would be a good idea to move on to our destination before the roads become impassable due to anticipated landslides and floods.





At the "Friendship Border"

Our truck quickly moved through the heavy downpour to the TNT border office where I alight, bid farewell to my Vietnamese truckers and I am welcomed by the lovely Ms Ngoc from the TNT border office holding an umbrella. Much of my time here, a six-hour wait for the China Truck to cross over to the Vietnam side of the border for the trailer exchange was spent chatting with Ms Ngoc who spoke good English.

Ms Ngoc explained how TNT operates in this region through the three road hubs in the country; one each in Hanoi, Danang and Ho Chi Minh and the fleet size. She also explained in greater detail about the truck departing from China that had an issue with the customs system and which caused the one day delay. The system was only backed up and running the next day.

What added to the delay was that since there was going to be an exchange of containers, and it now being Saturday, the Chinese customs only allowed exports of general cargo for a limited time only between 3:00pm and 5:00pm. The mornings are limited to imports of perishable cargo, hence our delay!



It was apparent that country specific rules and regulations, custom documentations, clearance, swapping of containers are rife with challenges, despite the best efforts by companies like TNT. Delays beyond their control cost money and at times like these, customer service levels must prevail besides the incurred additional cost.

Managing International Road Freight

Witnessing how TNT manages their international movement of goods by road earned my total admiration. It requires a thorough knowledge of documents as well as know-how about country specific laws and practices, policies and procedures on the physical distribution of goods being transported.

Keeping up-to-date with changes is no easy management task, dates can change as I experienced, and staff at various border offices have to work towards a common goal.

Ms Ngoc handed me the cargo manifest which seems complicated paperwork to an ordinary person, but herein contains the critical information on road freighting to the consignor and consignee and the listing of various products due to many Chinese destinations.

Some goods are semi-finished electrical items carefully transported by road for the cost effective frontier crossing and door to door delivery. It's all about the right load, to the right international destination, at the right time, at the right price. The importance of road transport can hardly be over-estimated.

Ms Ngoc explained that as the storm was rather unusual, that I would not be in a position to go to the yard to witness the container swap. Instead she suggested we have lunch at a nearby town and I should make my way across the passenger immigration as the Chinese TNT staff was awaiting my arrival on the other side.

Ni Hao!

I intercept the Chinese truck as it comes off the Ping Xiang integrated free trade control. The Chinese truck clearance was non-bureaucratic and fast from both border check point to immigration control.

As it was still raining, I am quickly whisked into a Sinotruk Howo 4X2 tractor for our overnight journey across two provinces along with our container from Hanoi. Neither the driver nor his assistant spoke English so it was going to be a challenge again.



After a 30 minute drive, the driver signaled in international sign language that we would be stopping for dinner. Everyone seemed to know everyone as it is a frequent stop for local truckers before getting on the inter-province highway. I realized we spent longer than usual as the drivers were determined to ensure I enjoyed some of the best cooked local Chinese cuisine.

"On a normal journey the drivers have KPIs and they are measured on arrival times and departures of the line hauls. Our tolerance is 15 minutes from scheduled arrivals and departures," Dinesh informed me through my email enquiry after the trip.

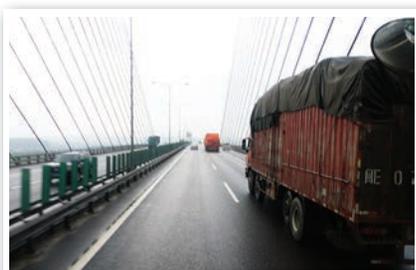
Several off-duty truckers who enjoyed my company later convinced me to try their local brew despite me trying to bluff them that I was here to also spend some time behind the wheel of the truck, which they easily realised was not true.

Fuel Type	Vietnam		China	Malaysia	
Diesel	RM	3.41	RM 3.79	RM	1.90
RON 93	RM	3.76	RM 4.11	RM	2.10
	(RON92)				
RON 97	RM	3.83	RM 4.46	RM	2.80
	(RON95)				

exchange rate @ 30/Sep/2013



"Devindran is a 23-year "young" veteran in the Malaysian automotive industry and has held several senior management positions. He is now the principal of his own company, ACS AsiaPac Sdn Bhd focusing on Aftersales Training, Consulting and raising the overall image of the Aftersales stakeholders. For information on upcoming programmes, log on to www.acsasiapac.com"



I'm off at Guangzhou

As I reminisce about this more than 1000km journey in a taxi to my destination in Shendu, I look back with a tinge of melancholy of the bond I had developed with the truck drivers. They were ever so courteous and wonderful hosts. Ultimately they ensured that not only the truck, payload and driver were safe, but their guest was looked after and cared for.

Coordination and good communication is vital when handling international freighting operations as you're as good as your weakest link and that one weak link can thwart the entire supply chain process.

The journey raised my respect for humanity, machine and the environment. When a parcel is delivered to our door step, how many of us are privileged enough to appreciate the enormous work that goes on in the background by such companies as TNT to get that package to you quickly and cheaply.

Driver Change

As it got dark and was still drizzling, we set-off and immediately got on the G7211 Nanyou Expressway by passing Ping Xiang, a county-level administrative division of mainland China.

I am quick to doze off after the local Chinese wine and am frequently awakened during driver change every 3-4 hours. "Driver change is governed by local statutory requirements and TNT's internal health and safety regulations" Dinesh stated.

We travelled by nightfall through the mountainous terrain of Guangxi's province, in the far south of China. Many rivers have cut valleys through the mountains. Most of these rivers form the tributary basin of the West River.

The roads are smooth and lay-by rest areas are most adequate to refresh us as we continue our journey by-passing Nanning in the night on the G80, Guangwu Expressway.

Into Guangdong Province

When morning comes, we are just going through Guangdong province, the most populous province in China with over 100 Million people. Located in the southern part of the country, our truck soon crosses the scenic Jinma Bridge which is a major bridge in the expressway from Zhaoqing to Guangzhou. Here the rivers still play an integral part in the transport channel in the Pearl River Delta.

We're now on the G15 aka the 2nd Ring Road travelling around the city heading towards Shenzhen, another three hour journey.

I am unable to continue my journey to Shenzhen and opt to be dropped off in the outskirts of Guangzhou, the third largest Chinese city and southern China's largest city. As of the 2010 census, the city had a population of 12.78 million.

What the ASEAN Free Trade Area means for trucking?



About 55 percent of Asia’s total trade was conducted within the region in 2012, up from 45 percent 10 years ago. We also see the Free Trade Agreements being signed between countries in Asia as a positive development for the future. Currently the number of exporters using the FTA’s is small but growing.

The ASEAN-China FTA will provide a boost for trade in the region and should help ease delays at Customs particularly on the road borders where we see the most potential for growth in trade.

Within Asia, bilateral trade corridors involving China and India will be the fastest growing sectors – leading the way for Asia (excluding Japan) to make up roughly one-third of the world’s total economy by 2020, double the region’s current levels.

Agility sees import demand from emerging markets in Asia increasing as consumption develops to become an important growth engine for the region. All the analysis we are seeing suggests that there will be considerable growth in disposable income levels, and increased urbanization throughout Asia. A dramatic increase in middle class wealth across Asia is expected.

The establishment of free trade across ASEAN by 2015 is also a key factor higher intra-regional trade. The recently published Agility Emerging Markets Logistics Index, now in its fourth year, China ranked number one and Indonesia at number five and Malaysia at number eight and were among the top performers Asia in the overall Index rankings.

There are indications that the region’s dependence on established trading blocs is diminishing as consumer classes across the region grow and internal and intraregional trade becomes more important. Confidence in Asian markets was evident among the trade and logistics professionals survey. They selected Intra-Asia trade as having the greatest potential for growth.

Elsewhere, survey respondents pointed to Indonesia, Vietnam, Bangladesh, Thailand, Malaysia and Pakistan as Asian countries poised to become major logistics markets.



Agility's Established Trucking Network Across Asia

Agility has a long established comprehensive network across Asia including India, China and all countries in South East Asia. Having this presence in the region with our own offices and local staff means that we have considerable reach into local markets where we generate business opportunities.

The company offers international daily trucking services covering China and Southeast Asia, and they view these routes as offering the most growth potential. For example, manufacturing clusters have now been established in Vietnam, and more recently in Cambodia as a result of improved road access to the Thailand and China borders.

Combined with this Agility has a global network, which for customers in South East Asia means they can deliver to their customers anywhere in the world.

Agility has the expertise and experience of working in emerging markets and is able to manage transportation challenges effectively on the ground.

Providing in-country logistics services the company offers cross border trucking that connects all the major economies in South East Asia including Indochina. The network has also been extended into Southwest China through Kunming and Southern China.

Demand for land transportation is growing as economic corridors are developing along the major road networks as trade expands between countries in South East Asia.

Given that some of the emerging markets in Asia face issues with infrastructure, including port congestion, lack of air freight capacity and poor development of rail infrastructure, trucking has become a viable alternative.

Cross-border road freight is proving increasingly attractive to customers because of improved shipper transparency and security, and the ability to offer trucking as part of a multimodal solution or as a time-definite door-to-door service. The mode also offered more flexibility than air on cut-off times and a speed advantage compared to ocean.

Manufacturing clusters are setting up along the highways taking advantage of the improved road access to the growing number of consumers in the region.

For example Agility is trucking electronics components by road from Vietnam to Shenzhen by road. The cost is cheaper than air and the transit time is quicker as the shipment is transported door-to-door.

Every region has its challenges, but in ASEAN the lack of a contiguous highway network adds time and cost to most shipments. This is improving but given the number of countries with infrastructure challenges it will take time.

There is a need for improved customs procedures in order to reduce waiting times at borders, this will support an increase in shippers using international trucking services. If there are improvements to the highway network connecting Southeast Asia and into China and border services improve, the time differential between trucking and air freight between major cities would become negligible and the cost of trucking would significantly lower.

In ASEAN trucking also offers additional options to air and ocean and makes it attractive in the region. Some of the local markets are capacity constrained, in particular, at certain times of the year, and trucking gives providers an option to offer a road/air or road/ocean options.

The ASEAN FTA is hopefully the way forward to removing the trade barriers that inhibit cross border growth.

The major problems that exist are both bureaucratic and infrastructural and common in frontier and emerging markets. But cross border delays are common, poor infrastructure also means there can be delays on the road.

Agility is fully engaged at every level with the Customs departments in Indonesia, Vietnam and Thailand, with an aim to improve cross border processes and procedures.

Delays are also factored into the schedule and there are contingency plans for most eventualities to ensure supply chain integrity for our customers.

Agility has opened a representative office in Myanmar and there are many opportunities for Agility as the company opens up.





About the Agility Emerging Markets Logistics Index

Agility Emerging Markets Logistics Index looks at the world's most dynamic economies and the forces powering them. It ranks 45 major emerging markets and identifies the attributes that make them attractive for investment by logistics companies, aircargo carriers, shipping lines, freight forwarders and distribution property companies. Together, the Index rankings, analysis and survey of 375 industry professionals provide a basis to compare individual countries, weigh their strengths and weaknesses, and gauge their near-term prospect.

Other Sources

UOB Singapore – The Rise of Intra Regional Trade in Asia



Bus & Truck13, BITEC, Bangkok Thailand, 7 - 9 November



Trucks, trailers and in one hand: Global

Some jobs require more than one application.



GLOBAL CV & Equipment Pte Ltd, registered in Singapore, but active regionally, is dedicated to the development and marketing of heavy duty trucks, construction machinery and special trailers to customers around the world.

Heavy duty trucks for the toughest jobs
For the trucking segment, Global CV & Equipment has chosen Beiben as a reputable heavy duty truck for its customers in the transportation sector, logging and mining operations. These trucks are produced

in strict accordance with the best vehicle design philosophy, advanced technology and feedback from customers for improvements from experience over the years. This way, all the truck's safety, stability and comfort are guaranteed. This truck offers good performance with high power, high torque, good dynamics and large loading capacities.

At present, a heavy duty truck series, special propose truck series, chassis truck series for oil field and fire fighting, and many other models, are available. With its own R&D

capability, Global CV & Equipment has developed a new model of dumper truck and truck tractor with stronger carrying capacity, reaching up to 100T payload and above. All the trucks strictly meet compliance regulations and have passed the test of the National Truck Quality Supervision and Inspection Centre. With safety, stability, high efficiency, environmental friendliness, and energy saving, these trucks have been in a leading position in the heavy duty truck industry.

construction machinery CV & Equipment

This company may have all the answers



To support the sales and marketing network, Global CV & Equipment also takes the after sales service very seriously and are setting up stockists in each country. They stock inventory for big fleet customers to fully support the performance and reliability of the trucks.

According to George Lee, Managing Director of Global CV & Equipment, "The goal is to make Global CV & Equipment P/L the most reputable name among heavy duty truck suppliers in the region and to meet the demands of customers who expect nothing less than the best in business."

It ain't that heavy with a Doll trailer

Initially, Global CV & Equipment started business dealings by selling Mercedes truck

spare parts to logging customers. Customers also requested help to supply other logging and mining equipment spare parts. Global CV & Equipment has taken over the task of promoting Doll products to the Asia Pacific market. Lee says "Doll has four core products: Logging, Heavy Haulage, Mobile-Highlift loader and after sales service. Doll logging equipment is very popular not only in Malaysia, but in Indonesia where logging industries are still strong and require much more logging equipment for Mercedes, Renault trucks. Doll products are also popular in Papua New Guinea and Africa."

To respond to a slowing down of logging in some of the countries, Doll started to promote their heavy haulage equipment to Asian markets a few years back. This heavy

haulage equipment entered the Asia market with the first unit of T4H telescopic hydraulic steering trailers sold to CFW Enterprise Sdn Bhd Malaysia. Mr Stanley Ng of CFW Enterprise is very happy to have the unit. Most of the over height cargo and lengthy cargo the company moves is hauled using this trailer. Now CFW Enterprise is negotiating with Doll for another model which will help in their operation. Ng has high confidence in Doll engineering products.

In addition to the logging and heavy haulage trailers, Global CV Equipment is also promoting Doll Mobile equipment; the highlift loader for airport ground support. Doll highlift loaders are sold to major Asian countries as well as European and Middle East countries.

UD's clean sweep with Johnson Cleaning Services



Heavy duty and non-stop work requires reliable trucks. The biggest UD fleet in Hong Kong is hard at work to ensure cleanliness.



It is the infrastructure that keeps Hong Kong going. And it is Johnson Cleaning Services that keeps that infrastructure clean. Day in and day out, 24 hours a day and 365 days a year. The business operates in three shifts and with depots all over Hong Kong. This is a tough job as city traffic with a lot of start-stop operation is demanding on the vehicles. The business, which runs a fleet of over 50 MCVs, has become the largest UD fleet in Hong Kong as they depend on these trucks to get the job done. The average truck's age is about ten years.

The fleet comprises of road sweepers and washers, tippers as well as trucks that are equipped with cranes. Trucks can have crews with up to five members, requiring the vehicles to have crew cabs. In Hong Kong's narrow roads it is crucial to have small turning circles.

"What we need are vehicles that are easy to maintain and for which it is easy to get spare parts" says Kevin Ip, Manager, Administration Department. He further says that "The Swire 24-hour breakdown service is most impressive! With the possibility to fix trucks there and then, we minimize downtime. And let's face it, in any operation involving trucks, there will be break-downs."

According to him, spare parts are widely available, the trucks are easy to repair and thus save money in the daily operation. In order to ensure that the governmental contracts are being fulfilled, several trucks are on standby, in reserve.

Like many others, Ho Ming Kit, Senior District Manager, also states that it is hard these days to find drivers. "It is not that simple. You don't just sit inside the air-conditioned cab all day. Our drivers also need to get in and out to help the crews and to be hands-on". A trend that he sees in trucking is that the trucks are now built around the driver. He says "Comfort of the driver is important and needs to be taken into consideration. For our operation, we don't need the full specs, however, as our staff spends full eight-hour shifts in and around the vehicle, its comfort needs to be considered."

Naturally, competitions like the Volvo Fuelwatch are of interest to the business and the management is considering sending in drivers for the next instalment. Recently, several drivers have completed driver training courses by Swire Motors. Ip explains that "You need to do that. In order for a truck to run perfectly, you need to know what all the buttons are for, what the effect is of switching on or off certain features."

About the UD Driver Training

The UD driver training programme aims to optimise driver skills, resulting in reduced fuel consumption, safer driving and better total performance by getting the most out of UD trucks and drivers. The programme is made up of 3 sections, classroom instruction (basically focus on vehicle knowledge and safe driving rules), one-to-one on-road driving tuition and driving assessment. Swire Motors has appointed a driver trainer to dedicatedly conduct the classroom instruction and driving tuition, which collectively takes three hours each time. In the meanwhile, improvement course can be provided on request. Upon the completion of the first two parts, driving assessment will be scheduled every two weeks. Only a driver passes the assessment twice can he receive a certificate.

Quite a few UD customers, including Johnson Cleaning, have benefited from the driver training programme. A group of well-trained drivers can make a great difference to the business.

Behind the scenes - In the Vitasoy truck workshop

The truck fleet's well being is Jo Tang's first and most important priority. We have a look behind the scenes of his workshop in Tuen Mun.

Used for the delivery of delicious drinks, Vitasoy has a fleet of 110 trucks out of which 47 are UD. They even have a UD coach! "Look here, we have trucks sporting the four different brand names of this make: Nissan, Nissan Diesel, UD and UD Trucks" Tang points out on a listing with all details of his impressive fleet. The oldest truck in the fleet was delivered in 1996. Nine of the trucks are fitted with refrigeration units.

As we step into the workshop owned by Vitasoy, we notice that there is a large storage room. "We perform easy maintenance in-house. Sometimes, Swire Motors After Sales is working with us hand in hand to find the best, the cheapest and easiest solution. One time, we managed to find a way to carry out repairs that would result in 90 % of savings. And we had a number of vehicles where this applied. This is how true partnership works!" he claims. While the management considers purchasing prices of the vehicles, Tang is more concerned about availability of spare parts. Apparently, common UD parts are available everywhere.

While his colleagues may have difficulties finding drivers, he has the same issue with mechanics. He explains that "Nobody wants to do this kind of job anymore. Youngsters don't want to get their hands dirty". The impressive workshop in Tuen Mun sports 10 bays and has been in operation for over four years now. In total, 17 mechanics and two supervisors ensure that the trucks are all taken care of. Tang himself studied Mechanical Engineering and has been with Vitasoy for some 12 years. "This is what I like!" he says as he picks up a screwdriver to fix a screw on a mud guard.

Regular maintenance takes one day per truck and on a colourful board, all the trucks coming in for repairs, fixing or glancing over are listed out. According to Tang, times are changing. Nowadays, there are a lot more electronic problems with trucks and diagnostics are needed. This requires a different skill set than it did a decade ago.

"We are very happy about the decision Volvo has made to enforce the Hong Kong market. It was an exciting time when Swire took over from the previous distributor. Naturally, there were some issues, but now things are running smooth. And with some seven million dollars worth of spare parts, we now rest assured that the fleet will move. Besides, prices have become more competitive".



No Fuel Wasted on Volvo Trucks' Watch



Floyd Cowan went to Brisbane, Australia for Volvo Trucks Asia Pacific Championship where he not only report on the professional drivers, but had the opportunity to drive a truck as well.

For the second year in a row an Australian has won Volvo Trucks Asia Pacific Fuelwatch Championship. Grant Morice was the most fuel efficient of the 13 drivers who had travelled to Australia from 10 countries in Asia Pacific to compete in Volvo Trucks Asia Pacific Fuelwatch Championship 2013 October 22 - 23 at Brisbane Australia. In the inaugural APEC championship in 2012 Chris Sanders comfortably won the On Road title.

Good for Everyone

"It's great, really great," said Morice after his win in the new Volvo FH16 6X4 with gross combination weight of 40 tons. "I loved coming here, and I'd like to say thanks! It's just great what Volvo does. Fuelwatch is good for everyone. It's getting the word out for saving the environment and its saving companies money on fuel."

Youngki Park from Korea triumphed in the off-road event driving a Volvo FMX 8X4 with a gross vehicle weight of 21 tons. Park and Morice will go to Gothenburg, Sweden to compete in the 2014 global finals that was announced by Joachim Rosenberg, Executive Vice President Volvo Trucks, during the APEC competition.

Many Benefits

"We know how important fuel efficiency is to our customers' business," stated Christophe Martin, President Volvo Group Trucks in Asia Oceania. "With Fuelwatch we address this need and show how the right driving habits can dramatically lower the fuel consumption of a truck, and hence save costs," he

stated at a press conference. "Therefore, Fuelwatch is not just a competition, but rather a competence development effort. It benefits the drivers by improving their skills, it benefits our customers by contributing to the bottom line, and it also benefits the environment by decreasing the carbon footprint. That's why, with Fuelwatch, everyone is a winner."

During this annual competition, drivers navigate Volvo trucks along a course with the winner being the one who uses the least fuel. The on-road course twists and dips for 5.8km around the rolling hills of the Mount Cotton Training Facility located 30 minutes outside of Brisbane. The course must be completed within 14 minutes 30 seconds before penalties are incurred. The off-road route was a challenging 4.2k and so no time limit was set.





Training Day

Day 1, October 22, 2013, was for driver training and practice. Ian Sinclair, Product Director of Volvo Trucks Asia Oceania, welcomed the drivers, owners and media to the and introduced them to the facilities. In addition to the two FH trucks to be used in the competition a B Triple was on display with its three trailers making it 36m long and capable of carrying 90 tons. Participants could take a ride in the truck, but not drive it. "Fuelwatch is not just a competition and it is not just about saving fuel," Ian stated. "It is also about driving safely and smoothly. It is about the core values of Volvo of quality, safety and protecting the environment."

Per Hanson took to the stage to begin the briefing stating that 65% of the fuel used by a vehicle was used for powering it and there are no discretionary options for reducing fuel consumption. However, the remaining 35% is determined by other factors. "There is a huge difference in fuel consumption based on how we drive the vehicle," Per explained. There are internal factors, such as keeping the vehicle properly serviced, and external conditions such as snow and route planning. "In reducing that 35%," Per continued, "the most important factor is the driver."



Fuel Saving Tips

Most often drivers want to get from A to B as quickly as possible over the shortest route, but for fuel economy that may not be the best approach. Per ran through 11 points that could help reduce fuel use such as not overloading a truck, braking, changing gears and reducing idling.



"Try not to stop," he advised the drivers. "When we walk we look 6m ahead, but when we drive we don't switch to driving mode and continue to look at what is immediately ahead of us. For a bad driver everything comes as a surprise. You should be looking ahead so you can anticipate what is going to happen. Once you stop it is a huge effort to get the vehicle moving again. You've seen a strong man pull a vehicle. I could never do that because I couldn't get it started, but once it is going I could step in and pull it. The truck has a lot of kinetic energy that keeps it moving even after the power is not engaged."

Braking is Crucial

Braking at the right time is also critical to fuel savings. When cresting the hill the foot should be taken off the accelerator before reaching the top and the vehicle will continue over the hill and down the other side under its own momentum, saving on fuel.

"Driver attitude is very important. Taking care of yourself is as important as taking care of the vehicle. Get some rest, get some exercise and eat well. Exposure to training will also benefit the driver."

As in all Volvo presentations and events there is an emphasis on safety. In many Asian countries safety is crucial not just to the driver, but to his family as well. Most often the driver is the sole breadwinner in the family and his loss can have dire effects on them.





Malaysian Champ

When Zamri Abdullah Rahman, the Malaysia Fuelwatch Champion 2013, began driving 23 years ago he had a different perspective on the professional than he does today. Before becoming a driver he worked as a clerk for Eon Distribution where he talked with the drivers who came in. "I met lots of drivers and they told me of their experiences driving. They went to many places, and I, as a clerk, was desk bound."

Under his own initiative Zamri took driver training and got a job as a driver with Eon and then switched to MISC driving containers, based in Port Klang. In 2009 he joined Consortium and when the position came up to be a driver trainer he applied for it and got the job. Again, under his own initiative, he went outside the company to get driver trainer and now teaches the Consortium's new drivers three days a week.

With the constant upgrading of technology in today's automobiles Zamri frequently takes refresher courses. He passes his knowledge on to the drivers and he does their assessments. "I don't drive anymore, but I take long trips with drivers. I go with them to assess them on long drives."

More Challenging

Asked what changes he has seen over his 23 year career he says, "It is actually harder to be a truck driver now than it was before. Now you have to learn all the new technology and know how to use it. You have to learn many things which you didn't have to before."

Emphasising the importance of education he explains: "The new trucks have better fuel economy now, but if you have a driver who drives like it is an old truck then it doesn't matter how much new technology you have, it won't perform any better than an old truck."

Zamri says what he likes about being a driver is that it broadens your horizons. "You keep updated on what is happening and drivers like to share information. When you start you are young and brash. As you get older you get more experience. I enjoy sharing that experience with young drivers to help them improve they way they drive. I think that one of the most important things I tell them is to drive with patience. They will be safer and they will save fuel."





Passion for the Programme

"The passion for this event amongst our staff is massive," explained Mats Nilsson, President Asia Oceania Sales, Region Malaysia. "We are all very proud to put on this event where we can share our vision and our passion with our customers."

The event is truly a win-win situation for Volvo and its customers. "By training their drivers how to reduce the amount of fuel they use we can save our customers a great deal of money. Consider that if a fleet owner has a 100 trucks and he was able to save just 10% on fuel costs that would have a significant impact on his bottom line. There is a potential to save even more than that."

To determine the Malaysia Fuelwatch champion competitions were held in six locations around Malaysia with roughly 500 drivers taking part, "which shows how much importance owners are putting on this," Mats states. "Fuelwatch helps to create a stronger relationship between Volvo, the drivers and the owners. We've been asked by some companies to hold a Fuelwatch competition just for their company."

Winners

While ultimately the goal is to sell more trucks, having a bit of fun is also part of the event. "You are all winners, just by being here," Christophe told the drivers – a theme that was repeated by all the Volvo management.

I was surprised how easy it was to drive the FH16, which ultimately got me into trouble in the truck. It was easy to get it up to speed, but not so easy to manage the first downhill corner at that speed. I hit the brakes hard and was the only one to leave rubber on the track. On my second drive I didn't repeat that mistake and improved my fuel consumption by over 11%.

A gala dinner was held to announce the winners and present them with their trophies and 'cheques' to Sweden for the global championship. The dinner was followed the next day by a factory tour, at Volvo and Mack Trucks Wacol Plant, lunch at a Gold Coast restaurant overlooking the beach and a trip to Currumbin Wildlife Sanctuary where some had the opportunity to feed a kangaroo. How much more Australian can you get than that? Well, dinner at the Outback Spectacular enjoying The Spirit of the Horse, a live performance that celebrated Australia's history and culture.



A Day in the Life of a Fuel Scientist



We accompanied a Fuel Scientist for a day to find out more about how fuels are being made and how science plays a role.

Here at Asian Trucker we wanted to find out more about how fuels are being created and what it takes to produce the best possible Diesel for your truck. Loke Ean Bee allows us insights into his daily work.

8:00 Reflections on the way to work:
What is it that a Fuel Scientist is trying to achieve?

My colleagues and I may be based here in Malaysia’s Shell technology centre, but we share a common mission with our colleagues around the world to help develop innovative fuel technology that can help make a positive and tangible difference to our customers. It was a proud moment for all of us at Shell Malaysia when we introduced Shell FuelSave to the market.

While we operate at the cutting edge of fuel innovation, it’s also a source of great pride for me to be part of a 100-year heritage of scientists who have contributed to the development of some of the most advanced fuels in the world. We know all fuels are not the same, which is why we are committed to making better fuels for our customers and their vehicles.

Personally, I like to take off the lab coat, and get out into the field to explain to customers the benefits of Shell FuelSave 95 and Shell FuelSave Diesel – it’s also an opportunity to share fuel-saving tips on how to get the most from the fuel.

Aside from my primary role as a fuel scientist, I am also involved with helping to communicate our messages across Malaysia – to local businesses and to everyday consumers like you and me. Gradually, we want to help more drivers and fleet managers to make their fuel last longer, which makes financial sense.



Ir. Loke Ean Bee
 Fuels Group Manager - East Shell Global Solutions, Malaysia

Loke is currently the Shell Fuels Group Manager- East. He is responsible for leading the Fuels Marketing Technology R&D and technical services for Asia Pacific and Middle East. Loke’s work experience included fuels product R&D, product launches, fuel specification development, air quality issues, alternative and future fuels, fuels and lubricant technical services and quality assurance. He has also represented Shell in various technical committees and forums in the region.

Over the last 25 years in the company, Loke has held leadership and senior technology positions in Shell. He was the Global Technology Manager for Premium Gasoline from 2007 till 2010, where he managed the R&D programme for Shell V-Power gasoline worldwide. He joined Shell Global Solutions in 2000 where he was cross-posted to Shell Technology Centre Thornton, England as the Assistant Lubricant Business Group Manager and Singapore in 2002 as Fuels Manager. While working in Shell Malaysia from 1988 till 2000, he has worked as Fuels Technical Manager , Technical Sales/Services Engineer and Safety Inspector in the Marketing and Sales organisations.

He joined Shell Malaysia in 1988 after graduated as a Chemical Engineer from University of Malaya. He has a MBA degree from Heriot Watt University in Edinburgh. He is a British Chartered Chemical Engineer and Malaysian Professional Engineer. He was the Chairman of Chemical Engineering Technical Division of Institution of Engineers, Malaysia from 1997-1999.



9:30 What is most important for fuels used for commercial vehicles?

Shell FuelSave Diesel is our regular priced fuel designed to last longer per tank. It is one of our breakthrough fuels and Shell's most advanced fuel-economy Diesel. Shell FuelSave Diesel is designed to ignite and burn more effectively, helping to produce more efficient combustion in your engine. It is also designed to help protect against the build-up of deposits. Our instantaneous fuel economy formula in Shell FuelSave 95 and Shell FuelSave Diesel is designed to improve fuel efficiency from the very first tank. Internal Shell tests with heavy-duty engines used in road transport vehicles have shown fuel savings of up to 3% compared to regular diesel without the fuel economy formula. Customer trials have confirmed these results and in some cases, higher fuel savings were achieved.

11:00 Law abiding scientists: addressing legal issues that need to be considered in the composition of fuels?

Our products have to comply with relevant fuel specifications and standards. During the development process, fuels will also be rigorously assessed against Shell's extensive no-harms testing protocols and quality requirements. Only when we have a new formulation that fully meets the applicable specifications, is fit-for-purpose, meets our no-harms and quality requirements, with technical performance claims fully substantiated, do we make it available for Shell customers at the forecourts.

11:30 Testing the fuels we create

To develop fuels that go beyond the minimum specification requirements and that are designed to deliver performance benefits, we need to first understand how best to combine those materials produced at the refinery with other ingredients to produce technically advanced formulations such as Shell FuelSave Diesel. Before we bring a new fuel to our customers, Shell scientists run rigorous tests on the fuel in the laboratory and on rolling roads with real trucks. When we tested Shell FuelSave Diesel in cars, the tests included an extensive programme conducted by independent engineering specialists, using the same official European test cycle that is used to measure the 'official' fuel consumption figures shown in vehicle manufacturer advertising and handbooks. The tests conformed to standard industry-recognised fuel economy measurement procedures and were audited by the BSI Group (British Standards Institute). Our knowledge and dedication helped to develop the fuel technology, which is found in Shell FuelSave Diesel.

14:15 Why is it called a "Science"?

As a scientist, I collaborate with my peers around the world to identify innovative ideas that can help develop or support a product. Once an idea is passed over to the laboratory, then the testing begins. The team starts off with simple experiments and then, as the fuel formulation becomes more successful, the scale of testing expands from test tubes to bench engine tests, vehicle testing and on-road fleet testing and market trials. Shell scientists and engineers then apply their research experience to manipulate the formula further to create advanced fuels that are designed to work and interact with the engine to help deliver different benefits.

16:30 Planning: How long does it take for a new fuel to be created (from idea to pump)?

There is no single answer to this question. The length of time taken to develop and deploy a particular Shell fuel technology varies from product-to-product and formulation-to-formulation, and is dependent on multiple factors, including the desired performance, technical challenges and complexities of the development process. To put it into context, if we were to start this process with a clean sheet of paper and develop a new formulation technology designed to meet specific performance needs, based – for example – on learning from customer research, this could take a long period of time. There will also be continuous and on-going background work, seeking out new ideas, looking at emerging and future vehicle and engine technologies and laying the foundations for future generations of fuel technology. In Research and Development, our work is never complete. What I want to convey is that we are constantly seeking the next innovation, the next breakthrough, and ways to make our fuels even better for our customers and their vehicles – we always strive for excellence. It is my job as a scientist to work with the wider Shell group to introduce new fuel formulas into Shell retail sites around the world and bring products to life. As fuel development can take a number of years, it is very rewarding to see ideas materialise and then talk to customers and explain to them first-hand about Shell's latest generation of fuels.

Long-distance Coach Trends Tested

MAN Effizienz Blog Redaktionsteam on posted this article on MAN Truck and Bus' website. While the story takes place in Europe, the results of the study are certain to impact bus travel in Asia.



Perfectly organized: digital check-in in at the central bus station in Munich

6.20. Coaches from different lines are waiting at daybreak, at Frankfurt am Main bus station. The market for coaches is booming and a number of new providers are coming into the market. Yet, travelling long distances by coach is still new and providers and passengers are still learning about what is needed to make it a good experience.

Understanding Passenger Needs

At MAN we want to know and understand more precisely what passengers would most like to do on the trip, what their expectations are in terms of media usage and concerning the buses in general. This is why a specially equipped NEOPLAN Cityliner was on a four-week special mission.

“It’s very important for us to engage in a direct dialogue with providers of coach services and with passengers so that we can recognise the trends in long-distance coach travel early,” explained Heinz Kiess, the initiator of the project at MAN. “Our objective is to offer coach operators vehicles with exactly those features that passengers expect. The focus of passenger interest is on reliability and ticket price, but also on comfort. Passengers want to be pleasantly and sensibly occupied while on board.”

Expanded Media Offerings

There are various media offerings on board to be tried out on iPads which passengers can borrow. One of the partners in the test was the publisher Burda who offered a continually updated selection of popular magazines that could be read in digital form on the tablets. Also available were travel guides from publisher Mair DuMont, which can be read on the iPad and are coordinated with the sites along the route.

On the day of our test run, demand for digital reading matter is heavy and the iPads are out on loan almost the whole time. During the test, stewardess Albina Oskina distributes the tablets in exchange for a deposit. However, technical solutions which could handle the tablet devices in bus are also conceivable.



Media offerings are stored on tablets and on a server on the coach

Reading Options

Reading offers like this can easily be stored on a server on the coach and be downloaded very quickly by passengers onto their own devices by WiFi. It goes almost without saying that coaches provide stable Internet access by WiFi free of charge –in comparison with rail and air travel, this is a unique selling point. A QR code at every seat guides the user to the media offering without any typing being necessary.

Technically far simpler, but not able to update itself is the on-board book box. Experience so far is, passengers have been keen to take advantage of this – it’s uncomplicated, and the books and magazines are, in general, returned after reading.



On-board Catering

No one needs to take lukewarm tap-water along on a coach trip: beverages are available from the driver straight from the Cityliner’s refrigerator at the very fair price of 1.50. Not only that, but there’s also a specially designed (by Frenzel) snack dispenser installed above the rear door of the test vehicle stocking breakfast and lunch boxes.

What makes this special is that the boxes are supplied by Lufthansa caterer LSG Sky Chefs. “The idea behind this is to enable coach operators without catering logistics of their own to offer on-board refreshment, which is a little bit more upmarket than usual,” is how Heinz Kiess describes this aspect of the coach test run.



A selection of snacks for those in-between times

Across Germany

The Cityliner's trip takes it right across Germany: starting in Frankfurt at 06:20, then Heidelberg, Heilbronn, Stuttgart, Tuebingen and Stuttgart, arriving in Munich at 15:10. Here, driver Steffen Paul takes over the wheel and I'll be on the go with him for the second part of the day. We start from Munich at 15:40, then it's Stuttgart Airport, Tuebingen, Stuttgart Airport again and back to Munich. Time of arrival, 23:40.

Driver Steffen Paul checks passengers in on a tablet PC. Travelling by coach is more similar to flying than going by train, seats are guaranteed when a passenger is booked in. Generally, passengers seldom come late. "If passengers fail to check in on time, we keep an eye open for them, but in the interest of those passengers who were punctual we don't wait for more than two minutes after our scheduled departure time. In the end we have to arrive punctually at the various pick-up points and at our destination."



Efficient Embarkation

The interim stops see passengers boarding and alighting within a matter of minutes: we arrive at the Stuttgart Airport terminal at 18:23, four minutes later we're already on our way again. Only another 30 kilometres to our destination, the main

railway station in Tuebingen, where we arrive precisely as scheduled at 18:55.

Just how does one manage that? After all, traffic jams can happen at any time. The drivers are familiar with the routes and alternative options. On long hauls, a satnav for up-to-the-minute traffic reports is in operation. Buffer times are built into the last stops on each route.

Down Time

23:40. Back in Munich, arrival at the central bus station. Here in Munich it takes just a couple of minutes for travellers to change to the suburban rail network.

Bus driver Steffen Paul has another short stage ahead of him – because the coach is on the road again with its next passengers at 07:00am the next day, he hands it over to the service team at the Autobus Oberbayern depot in the north of Munich. Around midnight, the interior cleaners take over, while the pump attendant fills the fuel tank and tops up with AdBlue. Then the Cityliner's locking system flashes. Work is over for a few hours.

Umwelt Energieverbrauch

Coaches in regular service on long-haul lines are in operation almost around the clock and their annual mileage is enormous: after 12 months the odometer shows around 300,000 kilometres. The coach is a particularly eco-friendly means of transport: At average capacity passengers are travelling on board the luxury coach in the test at only 20 to 25 grams of CO2 emissions per kilometre.

Coaches are permitted to travel at 100 km/h. At cruising speed, the 440hp engine provides the necessary propulsion at an efficient 1,200rpm. Electronic assistance systems, such as adaptive cruise control and the lane guard system, support the driver on long distances.



23:40. Arrival at Munich's central bus station

Staying Flexible

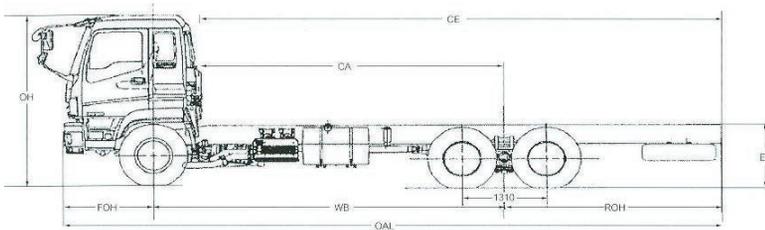
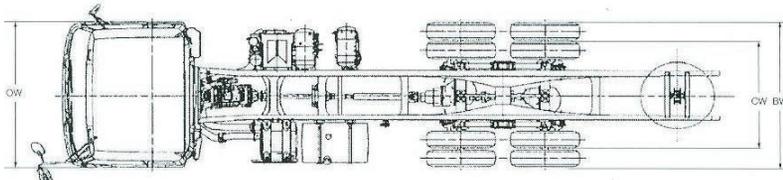
How flexible is coach travel? The different providers offer completely different terms for cancelling and changing bookings. My ticket tells me that I could have cancelled my trip up to 24 hours beforehand for a fee of three euros – money back at the click of a mouse. This makes the coach more flexible than plane or train.



Punctual to the minute: interim stop at Stuttgart Airport



CYZ52RX-7S/CYZ52RN-7S/CYZ52SX-12SG/CYZ52LD-7S/CYZ52ND-7S



Dimension

Model	OALW	BF	OH	ROH	CE	CA	OW	AW	BW	CW	OH	HH	EH
											Approx	Approx	Approx
CYZ52RX-7S	102405	4801	4003	3608	0404	6802	4902	0652	4801	8502	9702	55	1130
	4032	16	55	1323	17	1849	88	19	87	31	17	10	44
CYZ52RN-7S	102405	4801	4003	3608	0404	6802	4902	0652	4801	8502	9702	55	1130
	4032	16	55	1323	17	1849	88	19	87	31	17	10	44
CYZ52SX-12SG	106655	7001	4003	5658	4654	9002	4902	0652	4801	8502	9702	55	1130
	4202	24	55	1403	33	1939	88	19	87	31	17	10	44
CYZ52LD-7S	7650	4300	1400	1950	5450	3500	2490	2065	2480	1850	2970	2551	130
	3011	69	55	77	2151	38	98	81	98	73	1171	04	4
CYZ52ND-7S	8080	4730	1400	1950	5880	3930	2490	2065	2480	1850	2970	2551	130
	3181	86	55	77	2311	55	98	81	98	73	1171	04	4

Unit : mm , inch

ENGINE

NMR 5.2 ton : 150ps
 NPR 5.5 ton : 155ps
 NPR 7.5 ton : 155ps
 NQR 9.0 ton : 190ps

EGR SYSTEM

Exhaust Gas Recirculation (EGR) mixes fresh air and exhaust gas into the cylinder. This lowers the maximum combustion temperature and reduces emission level.

DPD SYSTEM

Diesel particulate defuser (DPD) is a regenerating after-treatment device that collects particulate matter emitted from the engine by means of a ceramic filter and efficiently burns PM.

COMMON RAIL SYSTEM

Electronically controlled Common Rail fuel injection system allows fuel to be injected with more accurate timing and enhances fuel-efficiency.

VGS SYSTEM

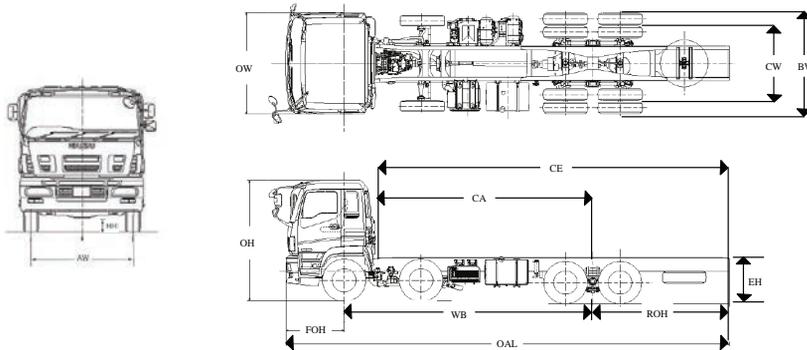
The Variable Geometric System (VGS) is an adjustable mechanism in the turbo entry area maximizes low-speed torque and acceleration, boosting fuel economy and reducing particulate matter.

SMOOTHER Ex

The new smoother Ex automatic transmission (options) through automation of shifting operations, smooth and responsive driving is now possible for everyone.



CYH52TX-7S / CYH52TX-12SG



Dimension

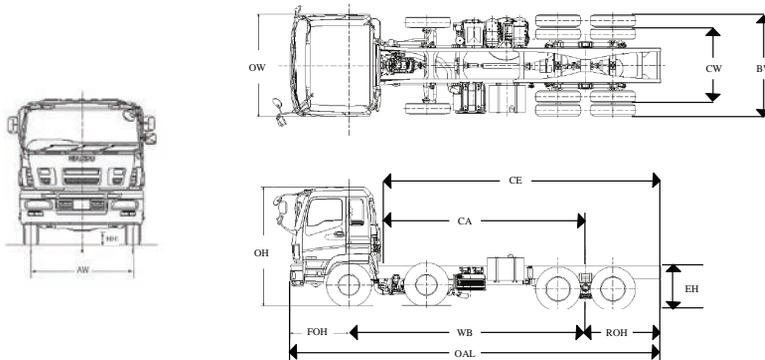
Model	ORL	WB	FOH	OH	CE	CA	OW	AW	BW	CW	OH	HH	EH
											Approx	Approx	Approx
CYH52TX-7S	106655	9801	4003	2858	4655	1802	4902	0652	4801	8552	9702	55	1130
	4202	35	55	1293	33	2049	88	19	87	31	17	10	44
CYH52TX-12SG	106655	9801	4003	2858	4655	1802	4902	0652	4801	8552	9702	55	1130
	4202	35	55	1293	33	2049	88	19	87	31	17	10	44

Unit : mm , inch

SAFETY

- Front Disc brake system provide an extra margin of safety
- Front Disc brake system provide an extra margin of safety
- Driver Side Airbag
- Strengthened chassis
- 3-point seat belt
- The cab and frame are virtually impervious to rust due to extensive anti-corrosion treatment and use of special materials

CYH52SM-7S / CYH52SD-7S



Dimension

Model	OBL	WB	FOH	ROH	CE	AO	WA	WB	W	CW	OH	HH	EH
											Approx	Approx	Approx
CYH52SM-7S	8840	5650	1400	1790	6640	4850	2490	2065	2480	1855	2970	2551	130
	3482	22	55	70	2611	91	98	81	98	73	1171	04	4
CYH52SD-7S	8840	5650	1400	1790	6640	4850	2490	2065	2480	1855	2970	2551	130
	3482	22	55	70	2611	91	98	81	98	73	1171	04	4

Unit : mm , inch

FEATURES

- New & Spacious Cab design
- Short-throw gear shift
- Drawer-type cup holder
- Power Windows and Central door lock
- Factory Built-in AM/FM CD player
- Factory Built-in Air conditioning system
- New design control panel



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全新歐盟五型 創造貨車耐用新境界

MKB 10.4噸中型貨車

LKC 11.7噸中型貨車

- 配備7公升245匹新世代引擎
- 極佳的操作及燃油效能

PKC 16噸中型貨車

- 配備7公升280匹新世代引擎
- 滿足各類型運輸任務
- 極佳的操作及燃油效能

CWB 24噸中型貨車/泥車

- 配備11公升419匹新世代引擎
- 運輸及建築界一致推崇



GKB 38噸4x2拖頭

- 配備11公升419匹新世代引擎
- 本地用家優質之選

以上圖片及規格只供參考，如有更改，恕不另行通知。

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SWIRE MOTORS