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Rear Axle
Hub Reduction

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8x4

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420Hp
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AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction



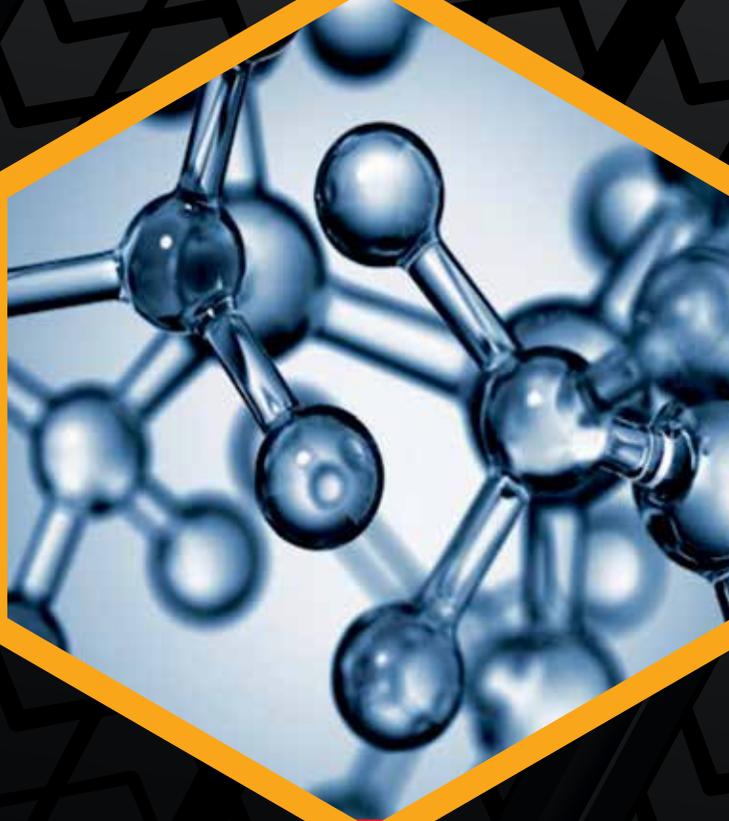
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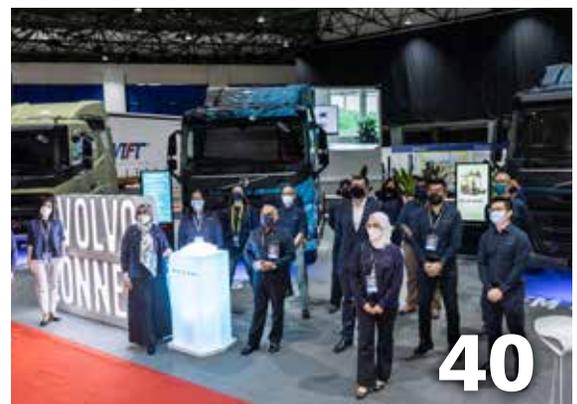
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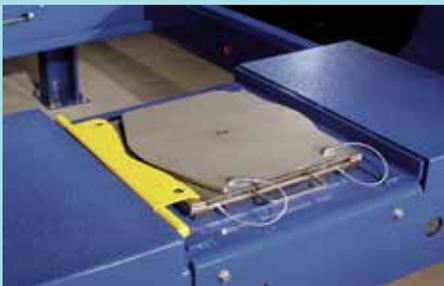
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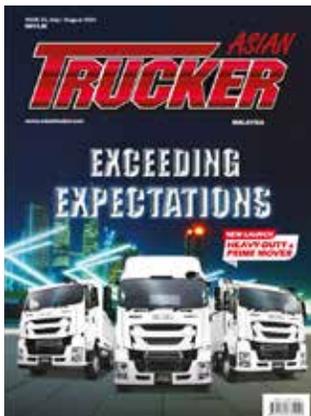
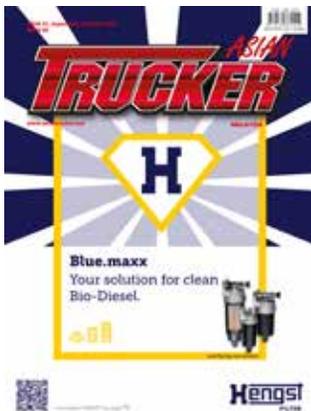
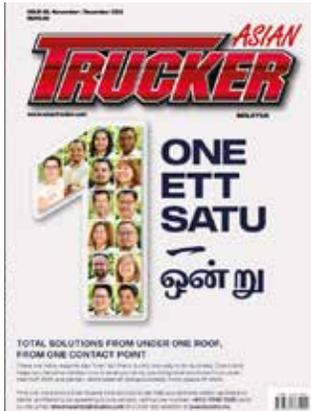
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A Game-changing Year Ahead

The only constant in our lives is change. That much we know. What we don't know as we start on a new calendar, flicking through the pages, is how much of that change a new will bring. This year feels special as there seems to be an unusual amount of change on the cards.

Unusually big is the electric mining truck show-cased in the Truck Feature. No longer are electric trucks little test objects that have limited capacity. With the payload this vehicle can manage to move, electromobility has now arrived in the heavy-weight class of commercial vehicles.

Rumour has it that Malaysia will implement the EURO IV emission norms next year. It appears that this time, the plan will finally be put in place after many postponements. That means that, in 2023, industry players will have their hands full preparing their product line up, workshops and staff for the new technology to be sold here. With an ambitious

new government, we are already seeing some changes being made and collectively, I am sure, we are eager to see what else the Ministry of Transport will change in the coming months.

One could call it change, however, I prefer to call it a return to its usual format: MCVE 2024 will be seeing the return of the expansive fringe programme. Having paused them for the instalment under Covid restrictions, it gives us great pleasure to announce that we can bring back the sub-events that have rounded out MCVE in previous years. In 2023, we also see other events coming back, some of which have changed their cycles, just as MCVE has.

Modern equipment is also changing the way fleet operators manage their vehicles. Column lifters are a real game changer as a workshop no longer needs to have a pit for mechanics to work underneath the truck. Workshops in their entirety will need to be changed to be able to handle EURO IV engines and / or electric vehicles. Of the latter, we can surely expect the first ones to also make an entrance in Malaysia in 2023.

With new management at the helm of subsidiaries of international brands, we also see minute changes in the strategies of these companies. It has been a great pleasure for me to meet with Isuzu's new Managing Director to find out what he has planned for Malaysia. The rotation of key staff for several brands should also kick in toward the end of the year, if our tracking system is correct.

Tyres seem to see a drastic change now too: airless tyres are now being trialled in Singapore by a courier service. These prototypes offer a number of advantages. For instance, they won't go flat. There will also be no more need to check the pressure before every trip. Ultimately, the goal of these airless tyres is to reduce the use of raw materials. Should this concept work and be accepted, it will have implication for retreaders, operators and truck manufacturers.

One thing we are extremely unlikely to change though is our logo. Some companies go through regular changes, requiring their collateral and stationary to be changed. However, after over 12 years, the Asian Trucker logo is being recognised by many in the market. Why would one change that? The content of our magazine might change, but what we stand for remains the same.

Right now, I am making the rounds to meet old acquaintances and new contacts. It is always interesting to hear what has changed in their lives and offices. Each such change may not be a big deal, but combined, there is a lot of changes going on in the transport industry.

Drive safe,

Stefan Pertz
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HINO's Total Support Contest 8th Instalment

The New Hino 3S Centre operating in Batu Pahat will provide an one-stop solution center in an established location for the customers in the Batu Pahat Area.



Hino Motors Sales (Malaysia) Sdn Bhd (Hino Malaysia) authorized dealer in Batu Pahat, Chee Heng Workshop & Automobile Sdn Bhd, has upgraded its operation centre to offer customers sales, service, and spare parts. In doing so, the operators aim to extend a multitude of benefits for their esteemed customers.

Chee Heng has invested around RM1.0 million in their newly upgraded 3S Centre that covers a 1.0-acre workshop area. The upgraded new 3S (Sales, Services, and Spare Parts) centre is equipped with the latest facilities that comply with HINO standards, with a spacious sales showroom for truck display purposes.

Besides the showroom, Chee Heng boasts facilities with 24 service bays to provide the best service for customers. The customer lounge is located at the front office, offering free flow of refreshments and beverages along with complimentary Wi-Fi for waiting customers.

Chee Heng started their operation in 1982 under the name Chee Heng Workshop. Later, in 1983, they collaborated with HINO as a service dealer. Chee Heng Workshop's Chairman, Ch'ng Peng Soon, was selected by Hino to be sent to Japan for training, which he believed to be required in order to instil a HINO Spirit in himself and to be passed on to all of Chee Heng's staff. Years on, Chee Heng has grown from strength to strength from the initial wooden house workshop to a new, fully equipped 3S Centre. This expansion also increases sales and service opportunities to serve customers located in areas including Kluang, Tangkak, and Pontian in Johor.

Chee Heng has built upon more than 40 years of experience in commercial vehicle service and maintenance, hence they are well known to the customers in Batu Pahat. Their previous workshop was limited to 500 units service intake per month, and 24 units service intake per day. With the upgraded facilities in the new 3S centre, the 13 well-trained technicians can service up to 1 000 units per month, which equates to 48 units per day allocated to 12 bays. One bay is allocated to especially cater to two Prime Mover trucks per day. Chee Heng is also operating as a one-stop solution centre, offering vehicle inspection by PUSPAKOM, mobile on-site inspection, and 24-hour towing truck services.

The opening was officiated by Atsushi Uchiyama, Managing Director of Hino Motors Sales (Malaysia) Sdn Bhd (HINO), Chan Ing Chyi, Operating Officer of Hino Motors Sales (Malaysia) Sdn Bhd, Ch'ng Peng Soon, Chairman of Chee Heng Workshop & Automobile Sdn Bhd and Ch'ng Choon Huan, Managing Director of Chee Heng Workshop & Automobile Sdn Bhd.

Commenting on the newly launched 3S Centre, Uchiyama said, "Chee Heng has been with Hino since 1987 and they are considered as one of the oldest Hino service dealers. As one of the experienced dealers, Hino acknowledged Chee Heng's commitment and dedication to Hino. Therefore Hino trusted Chee Heng to be a one-stop solution centre here, in Batu Pahat. This one-stop solution will help us in achieving to move closer to our goal, which is not only to develop a product that is a perfect fit for each customer's business, but also to 'Maximize vehicle Up-Time' and 'Minimize Vehicle Life-Time Cost'."

During the opening speech Ch'ng Peng Soon commented, "With investments in our new 3S centre, we promise to provide the best service to the customers coming to our 3S centre. Chee Heng, along with our well-trained 13 technicians and three salesmen, is committed to making sure that Chee Heng will always be present for all of the customers' inquiries."

The new 3S centre is situated in Batu Pahat, at No. 3, Lorong 3, Jalan Kluang Beroleh, 83000 Batu Pahat, Johor. and opens on Monday to Saturday from 9:00 a.m. to 6:00 p.m. **F**





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Transmission : High / Low Gear
10 Speed 2R
With Hub Reduction



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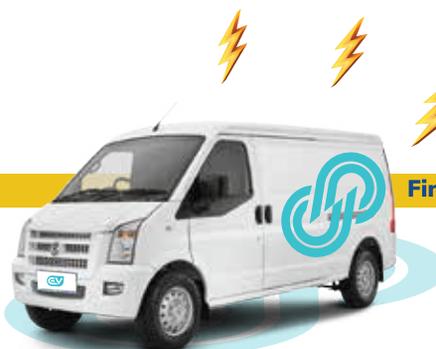
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More Hauliers trust Euro V Powered MAN Trucks for Proven Reliability and Performance

MAN Malaysia celebrates four first-time and one repeat customers in latest truck handover to Port Klang-based hauliers

A year after its introduction in Malaysia, more hauliers are now opting for the New MAN Truck Generation with low emission Euro V engines as standard as their preferred transport solutions.

Following a 41-unit delivery to FGV Transport Services Sdn Bhd last month, MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) welcomed another four new, first-time customers at its latest handover ceremony at Port Klang recently.

Artha Logistics Sdn Bhd, which ordered two units of the 6x2 variant; Mawar Movers Sdn Bhd (one unit each of 4x2 and 6x2), Transprompt Cargo Logistics Sdn Bhd (two units of 6x2) and Vertex Mission Sdn Bhd (two units of 4x2 and three units of 6x2) each received their first units while Timur Permai Haulage Sdn Bhd completed delivery of its second unit of the New MAN TGS with Euro V engines.

The New MAN TGS 4x2 and 6x2 variants, designed for short-haul and long haul-transportation respectively, have proven to be reliable and able to deliver superior performance and fuel efficiency on the road despite the challenging weather and operating conditions in Malaysia. Dato' V. Suresh Kumar of Mawar Movers Sdn Bhd is giving MAN's trucks the nod as he believes in the trucks offering a superior performance. "We need the trucks on the road, not in the workshops," he told Asian Trucker.

At the event, MAN Malaysia Managing Director Andrew O'Brooks thanked the customers for their smart decision in boosting their fleets with MAN Trucks. In particular, he pointed out that it takes a lot of trust to opt for a new brand to be trialed in an operation. He promised that the focus of MAN Malaysia will be solely on ensuring customer satisfaction.

"MAN shook up the market when we became the first truck manufacturer in Malaysia to offer Euro V engines as standard across our entire product portfolio and we have not looked back since."

"We are delighted to see more and more Malaysian transporters do their part in reducing their fleets' carbon footprint with lower emission MAN Trucks. 2022 was an amazing year of growth for us and with increasing support from industry players, we are looking forward to an exciting year ahead," he said.

O'Brooks added that MAN Malaysia has been preparing itself to meet the demands of a growing pool of customers in the country.

After nearly three decades in Rawang, the company has relocated its headquarters to a modern and spacious integrated facility in Shah Alam that would eventually house its entire operations, including vehicle assembly, under one roof. Part of the new facilities will be a training centre for MAN staff to ensure top quality service delivery.

Vertex Mission Managing Director Soo Chee Yeong said that MAN Malaysia's innovative approach that included arranging test drives and visits to its head offices and assembly plant were crucial in convincing his company to invest in MAN Trucks for the first time.

"MAN Malaysia clearly understands the challenges faced by the transport industry. They proactively reached out to transporters like us and offered a winning product that was completely redeveloped to help businesses achieve both profitability and sustainability goals," he said.

The promise of the New MAN Truck Generation with Euro V engines as standard is to be leading the way in driver orientation, fuel efficiency, assistance systems, digital networking and above all, sustainability. **T**



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Strong Start into 2023: New Shacman Trucks Launched



When the opportunity arose, YonMing’s management team visited the Shacman factory in Shaanxi, Xi An, China. With both parties having the same direction an agreement was made to bring in Shacman trucks to Malaysia.

In 2010 the decision was made to bring in F3000 2 units as VTA samples to promote the brand. Since then, with support from customers, sales of the Chinese trucks now stand at a few hundred units in the Malaysian market. The vehicles were upgraded to the new M3000 in 2015. This was followed by the 2018 upgrade to the X3000. With over 10 years’ experience, the product line-up was refined for this year, which started strong with the launch of the all new X-Series prime mover. The overall design of this particular model is set to be more suited to the current needs of the local market. The updated model offers easy to manage instruments and operations as levers have been cleverly designed to make them easier to reach while the cab is free of obstacles, allowing the drivers to easily move about, climbing in and out of their bunk beds.

The trucks have seen significant upgrades. The 4X2 now boasts 400hp, up from 375hp, the 6X2 / 6X4 increased power from 430hp to 460hp. The latest offering is equipped with a new type of integrated AMT Fast Transmission Gen – II for enhanced driver comfort while a SKF atuo-lubricant system improves on wear and tear components’ life span, while making the vehicle more robust. With the new AMT, operators can expect better fuel efficiency. Lane departure warning systems now enhance the value of the trucks. Seetron’s tyre pressure monitors can be fitted as an option for further enhancement of the vehicle.

Shacman trucks, since their introduction in Malaysia, have been valued by customers, who showed their support: The population of this brand keeps growing annually and the total number of Shacman trucks on the roads is estimated to have crossed thousand units. Adapting the vehicles to the local conditions posed obstacles that YonMing Group and Shaanxi Trucks Sdn Bhd quickly resolved. Kau Chez Ching, Area Manager, Shaanxi Trucks Sdn Bhd, said, “The whole team worked towards solving any issues as we never compromise on the quality we offer. We worked closely with our counterparts in the Shacman factory and managed to keep upgrading the vehicles with improved quality to suit the Malaysian market need as part of the best solution for the transport and logistic sector.”

Shacman’s X Series is best suited for all kinds of on road operation, being it short or long haul transport. The brand has an advantage when it comes to faster delivery times as the brand has successfully countered the shortage of ECU chips in China. Kau stated that customers can still get their vehicles delivered within four to six months. Beyond that, he urges customers not to directly compare

all types of Chinese, European or Japanese trucks as we can’t compare each other easily. The final decision for any brand solely depends on , both seller’s and client’s mindset, to suit their operation. “Shaanxi Trucks looks forward to Shacman trucks improving its hardware over time and being efficient for customers, including our strong 24hrs 365 days after sales service.”

As Malaysia’s government seems to be serious about implementing higher EURO emission regulations, Shaanxi Trucks is also getting ready to react. Currently, all X-Series trucks still maintain Euro III technology, however, Shaanxi Trucks is already preparing for the introduction of EURO V engines in 2024 to follow government regulations requiring this.

The latest updated Shacman trucks were launched in conjunction with a customer appreciation dinner that saw a massive crowd of 300 invited guests joining. The purpose of the joint launch event cum appreciation dinner was to make the truck available to existing clients first. It has been reported that over 20 units were ordered during the event in early January. **F**



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Mun Loon Signs Ecolution Agreement with Three Scania G360 Trucks



Scania signed the Ecolution Agreement for three Scania G360 A4x2NA with seven years of Repair & Maintenance and Hire Purchase that was delivered to Mun Loon Paper Converting Sdn. Bhd (Mun Loon). The signing was held at Mun Loon's printing facility between Thor Brenden, Solution Services Director, Scania Southeast Asia and Loh Ka Hoong, Executive Director of Mun Loon. With this signing Mun Loon joined the ranks of sustainable partners who are taking a step further into reducing their carbon footprint towards a greener future for the environment.

The Fleet Management System Control 10 with the Scania Ecolution partnership gives Mun Loon a lot more of both information and insights. From core necessities like real time positioning of the Scania G360 via vehicle performance, environmental reports, service planning and defect reporting all the way to driver evaluation which will help Mun Loon to quickly identify potential vehicle usage improvements such as reduced wear and tear caused by harsh braking, idling time, speeding, while increasing coasting resulting in the ultimate reduction of fuel consumption and reduction of CO2.

The R&M contract that was signed will give Mun Loon worry-free operation due to predictable costs for seven years. Mun Loon will be able to focus on its business by fully utilising the Scania G360 with planned downtime giving maximum uptime due to precise scheduling for repairs and maintenance with readily available parts, eliminating disruptions in its daily operations.

Safety comes standard with the Scania G360 that are fitted with technologically advanced Electronic Braking System (EBS) and Anti-Lock Braking System (ABS) and are also complemented with the Daytime Running Light (DRL) for better visibility for surrounding vehicles when on the road. The adjustable seat that is close to the door, ergonomic dashboard, and large windscreen with extended view make it easier for the driver to operate in a safe and comfortable environment. The Scania G360s are backed by Scania Credit's Hire Purchase that give Mun Loon a comprehensive logistical solution for a total peace-of-mind. Mun Loon will also realise profitability immediately with fixed and predictable monthly cost from the Scania Instalment Plan.

"Jobs are on the increase since I got the Scania G360s and the increased frequency in payload makes my cargo deliveries quicker and prompt, hence returning my investment quicker than my expectations. The fit-for-purpose

solution of these Scania trucks help me find the perfect balance of uptime, payload and fuel efficiency for my long-haul cargo deliveries all along the route from Bukit Kayu Hitam to Johor Bahru. Moving forward, I am glad that we also signed the Scania Ecolution agreement and take responsibility in doing whatever we can as transport operators to reduce our carbon footprint and save our environment," stressed Loh.

Established in 2000, Mun Loon started with the printing of paper cups, plates, prayer materials and developed into printing of a whole range of exercise books for the educational fraternity. Started JIT Express in 2020, subsidiary company for the transportation of various type of cargo covering destinations along the Bukit Kayu Hitam to Johor Bahru route. An order of two more Scania G360 has been made and will be delivered in the fourth quarter to cater for the expansion.

"With the sealing of the Scania Ecolution Agreement, Mun Loon will escalate its sustainability practices which will increase its profit-taking figures even more. Hence, the plan to set up a support facility in Port Klang backed by more Scania trucks is a viable one, especially with full support from Scania's after sales services. We look forward to a strong sustainable partnership with Mun Loon now and into the future," exclaimed Thor. **F**



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Moving India Forward at AutoExpo 2023

Tata Motors showcases a wide range of Safer, Smarter and Greener mobility solutions

At the prestigious Auto Expo 2023, Tata Motors, India's largest auto and mobility solutions company, today unveiled its future ready range of safer, smarter and greener vehicles and concepts, designed to transform personal mobility, people mobility and cargo transport. Building on its fundamental strengths of engineering and innovation, its immense passion for 'made in India' and by embracing a human centric, hi-tech approach, Tata Motors is Moving India forward towards new dimensional innovations by providing holistic solutions and richer experiences to its customers.

Inaugurating the Tata Motors pavilion and unveiling its extensive range of vehicles, concepts and solutions, Mr N Chandrasekaran, Executive Chairman, Tata Sons and Chairman, Tata Motors said, "We are leading sustainability, energy transition and digitalization led transformation in each of our businesses. With emphasis on zero emission powertrains, cutting-edge technologies, advanced design engineering and best-in-class services, Tata Motors is accelerating the adoption of sustainable mobility and 'net zero' carbon emission goals. At the Auto Expo 2023, we are proud to present our vision of the future and its manifestation through our new age vehicles, concepts and smart mobility solutions."

With the largest display of vehicles, concepts and solutions for both people and cargo mobility at the Auto Expo 2023, Tata Motors is demonstrating its leadership, commitment and future readiness to holistically fulfil the evolving mobility needs of a rising India. As a first in India, Tata showcased the most comprehensive range of greener sustainable logistics and mass mobility solutions across CV segments powered by natural gas, electric and hydrogen.

Speaking about the future of mobility from the commercial vehicle perspective, Mr. Girish Wagh, Executive Director, Tata Motors, said, "We are leading the global megatrend of sustainable, connected, and safer mobility in India. With our goal to achieve net-zero emissions by 2045, we are transforming mobility by re-imagining our entire

product portfolio, value chain and operations. Today, we have unveiled India's cleanest, smartest, and most advanced range of logistics and mass mobility solutions across all segments of commercial vehicles. Underpinned by the state-of-the-art propulsion technologies, we are uniquely positioned to offer in every segment multiple green fuel options: natural gas, electric, and hydrogen. Our commitment and proactive actions towards zero-emission technologies will enable customers to progressively and seamlessly transition to cleaner and commercially viable mobility solutions, both over the short and long term." 



MGTC And Volvo Trucks Malaysia Ink MoU

Partnership aims to accelerate adoption of green technology in the Malaysian transportation industry.



Volvo Trucks Malaysia (Volvo Trucks) and the Malaysian Green Technology and Climate Change Corporation (MGTC) recently signed a memorandum of understanding (MoU) to accelerate the adoption of sustainable energy by the commercial vehicle sector in Malaysia.

Working closely with the relevant government agencies Volvo Trucks has been leading the nation's progress towards embracing electromobility and renewable energy in the commercial vehicle space in Malaysia. "All parties must work together to make the sustainability vision a reality. It's important

as industry leaders to push and integrate government support for our customers to take the first leap in adopting green technology. As truck manufacturers, Volvo Trucks will also play our part to ensure a smooth transition in leading the charge towards sustainability that will benefit the nation by future-proofing its transportation industry," said Volvo Malaysia Sdn Bhd Managing Director, Anthony O'Connell.

Volvo Trucks will now join hands with MGTC to accelerate the adoption of green technology by promoting green logistics through EV adoption, providing hands-on training, and registering under the MyHijau directory, which is a government initiative led by MGTC to promote the sourcing and purchasing of green products and services by various industry players in Malaysia. Being part of the MyHijau mark, companies purchasing Volvo Electric Trucks would be eligible to benefit from green technology tax incentive programmes such as Green Investment Technology Allowance (GITA). 

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Events & Exhibitions

PULSE Special Dialogue Session Between Government Agencies and SME

Date : 18 February 2023
Venue : Midlands Convention Centre, Shah Alam, Malaysia
Contact : Tel. +60 18-244 3633

To promote more forums and organize special dialogue sessions with government agencies and logistics SME

2. To strengthen cooperation between government agencies and logistics SME
3. To understand government policies and how these can benefit the logistics SME
4. To provide training and disseminate pertaining information to logistics SME
5. To explore financial loans and other support available to SME in the logistics industry

Automechanika Kuala Lumpur 2023

Date : 16 - 18 March 2023
Venue : Kuala Lumpur Convention Centre, Malaysia
Contact : <https://automechanika-kualalumpur.hk.messefrankfurt.com/kualalumpur/en.html>

Transformation is circulating Malaysia's automotive market ahead of Automechanika Kuala Lumpur 2023. From both policy-driven and private sector initiatives, the country has ambitious plans to establish more influence on an international level. Between 16 and 18 March at Kuala Lumpur Convention Centre, players can explore a gathering of opportunities from the upswing of electrification and digitalisation gaining ground in the supply chain.

Tyrexpo Asia 2023

Date : 8 - 10 March 2023
Venue : Marina Bay Sands Hall A,B,C Level 1, Singapore
Contact : <https://tyrexpoasia.com/>

Part of the globally recognized Tyrexpo Series which include exhibitions in Thailand and Singapore, Tyrexpo Asia 2023 will bring in close to 6 000 potential buyers from across the region, providing the opportunity for leading and emerging international and regional suppliers in Tyre, Equipment & Tools and Tyre accessories market to showcase the latest technology and equipment, discuss best practices and solutions to drive operational efficiencies and profits for business. Take this opportunity to reach out to more than 3 000 industry-related audiences to maximize your show experience by meeting the right buyers!

Truck & Trailer Indonesia

Date : 24 - 26 May 2023
Venue : JIEXPO Kemayoran, Jakarta
Contact : <https://iibt-exhibition.net/event-info/>

After the great success held Busworld South East Asia in 2019, GEM Indonesia will return to present Truck & Trailer Indonesia. This event has become a quality network platform from the land transportation industry to generate more qualified and potential visitors. This is a special zone for buses, trucks and supporting industries that will optimize for the exhibitors to meet the companies are connected to their business and to facilitate professional buyers to find their special needs.

Malaysia Commercial Vehicle Exhibition 2024

Date : 9 - 11 May 2024
Venue : MIECC, Mines International Exhibition & Convention Centre, Malaysia
Contact : www.mcve.com.my

Over 8 000+ square meters of exhibition space: MCVE is the largest exhibition dedicated to commercial vehicles in South-East Asia. Back for the sixth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in May 2024 with a new, more exciting fringe program.

Buyers, purchasers and operators have the opportunity to review the latest offers in terms of trucks, busses, services and components. During the show, relevant government agencies, professional societies, and associations will join the organizer to hold seminars and updates on their products, services and the latest in trucking.



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Malaysia Commercial Vehicle Exhibition 2024

Strong support for 2024 instalment of the Malaysia Commercial Vehicle Exhibition as the event is poised to return with the full programme after a successful show during the pandemic.

The Malaysia Commercial Vehicle Exhibition will be back for its sixth instalment in 2024. Held 9 to 11 May, the event will be hosted again in MIECC (Malaysia International Exhibition and Convention Centre). The floor space of 8 500 square meters indoors has been filling rapidly since the announcement of a new floor plan with many of the previous exhibitors coming back.

Talking about the scheduled program, Organiser Stefan Pertz said that exhibitors and visitors can expect the usual fringe programme to be re-instated. "Obviously, we worked with constraints during our last show and the coming one will be under the paradigm of the post-pandemic ruling, which allows us to host our fringe programme again," he said. To support the fight against Covid-19, the organisers decided to skip sub events, such as the popular Asian Trucker Networking Night. However, as it stands now, all of the favourite components of the exhibition will be added back to the extensive programme. Organisers of MCVE 2024 encourage exhibitors to add their own activities as the event is offering great opportunities to engage with industry players.

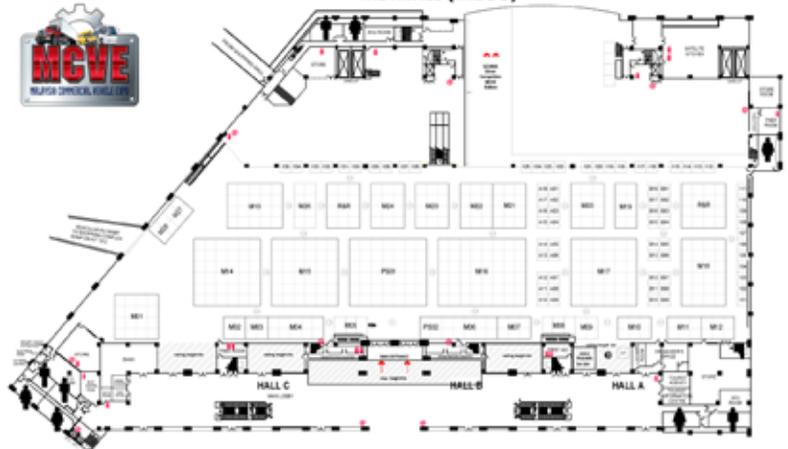
Sponsorship opportunities are being snapped up already with MAN Truck & Bus Malaysia leading as the Gold Sponsor. Being a communications platform for the commercial vehicle industry in Southeast Asia, MCVE 2024 offers customisable sponsorships to cater to the individual needs of each participating brand. "We offer customisable sponsorship packages to our exhibitors. These are to meet the specific needs of each sponsor," Pertz added.

The new floor plan is to facilitate a better flow throughout the exhibition while a new website, launched in January, is to offer a better user experience too. Better space utilisation offers more brands the opportunity to partake. The website is geared to giving participating brands more visibility. Last mile transportation, electrification and automation are hot topics and it can be expected that these topics will take centre stage during the

show, building upon the previously discussed and shown solutions. "We are heading into exciting times as up and coming brands are now pushing into niches that have been created," commented Pertz.

With a lot of innovations being teased and in the pipeline, the year 2024 is set to be an exciting one for the transport industry in our region. A long-anticipated legislation change may finally see EURO IV emission norms being implemented, resulting in truck and bus OEMs having to introduce new product line-ups with the higher engine specifications.

MALAYSIA COMMERCIAL VEHICLE EXPO 2024 9 - 11 MAY 2024 MALAYSIA INTERNATIONAL EXHIBITION & CONVENTION CENTRE, THE MINES (MIECC)



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Automechanika Kuala Lumpur 2023



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Industrial Innovation

With global trends doubling down on electromobility and connectivity, many international automotive markets are looking to leverage opportunities from the promise of Asia's supply chain. From this viewpoint, Malaysia is a key nation in the region undergoing a significant transformation, with the Government working to stimulate industrial advancement from the National Automotive Policy 2020 and National Policy on Industry 4.0.

As innovation filters into every corner of the industry, it is important that Automechanika Kuala Lumpur 2023 raises the profile of the local supply chain. The fair will go the extra mile to spotlight prospects in electric vehicles, the Internet of Things (IoT) and services and maintenance at dedicated areas across the exhibition floor. To illustrate, the electric vehicle area will showcase developments in charging solutions and infrastructure, battery technologies, management systems, automation and, mobility. The Hong Kong E-vehicles Business General Association and Asia Pacific Connected Vehicles Industry Association (endorsed by the Hong Kong Productivity Council and Trade, and Industrial Organisation Support Fund) will also host a pavilion in views of developing the electric vehicle market around Southeast Asia.

New Business Models

Looking to embrace the future automotive landscape, many Malaysian companies are pursuing new solutions to improve operational efficiency and performance. The show is set to address this need in the market by highlighting how participation from international players in the domestic supply chain can equally benefit local operators. Examples like Geely's pre-emptive acquisition of Proton shares to leverage production and distribution channels demonstrate the keen interest of overseas investors operating through Malaysia to penetrate the ASEAN market. During the show, companies will reveal the latest enabling technologies, software, smart manufacturing solutions and data management systems that have the ability to enhance the country's competitiveness in the global supply chain.

TechAlliance is one such exhibitor bringing their aftermarket data solutions to the show. The company's product range supports service providers through the information tools that optimise business processes and the access to technical data from manufacturers for repair, maintenance and diagnostics.

Talent Development

Once again, Automechanika Kuala Lumpur will offer some 15 events to elaborate on opportunities as

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well as challenges surrounding the country's overall advancement. A key topic at the forefront of industry discussion is how to build a workforce that can handle new technologies, business models, and consumer preferences. Therefore, the Automotive Manufacturing and Transformation Conference will relate to developing local manpower by introducing the latest know-how and best practices about innovation and smart solutions. Discussions aim to reveal how companies can increase competitiveness and productivity by utilising robotics, IoT, AI technology and more.

In addition, with more vehicles on the road, the Collision Repair Training Workshop will address skills advancement in after-sales services. The workshop will guide participants through hands-on demonstrations and theoretical discussions. Sessions will cover the most up-to-date industry know-how related to electric vehicle inspection, maintenance, ADAS systems, advanced materials, and body repair, to name a few. Those that attend will receive an accredited certification to endorse their service centre or workshop upon completing the two-day course.

The Digitalisation and Electrification Conference will also explore new mobility concepts and sustainability in the industry. A panel of experts will delve into the latest digital solutions, trends and developments to reduce carbon output while increasing production capabilities and efficiency. This includes the integration of renewable energies and systems, lightweight materials, battery charging and infrastructure, and fleet and logistics management. Topics will also touch on skills and workforce development to cope with new energy vehicles. Other value-added activities during the three-day show include the Fleet Management Conference, AutoFest@KL, AutoNITZ Party and Match Up, to name a few. **T**



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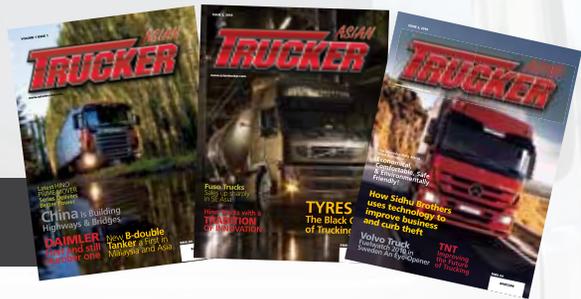
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Gran Max Tops Year 2022 Sales

Once again the Gran Max tops sales rankings as Malaysia's preferred pick-up and panel van model for the light commercial vehicle segment below 2.0L.

Daihatsu recorded a steady growth in comparison to 2021 and for the past five years, whereby the Gran Max panel van variant retains its top best-selling spot and highest contributor to Daihatsu Malaysia's overall sales in 2022 with 54 percent.

Daihatsu Malaysia officially reports sales of 1 190 units for the full year 2022. The total overall sales volume, which includes pick-up and panel van, (both in manual and auto transmission) retains Gran Max as Malaysia's No.1 pick-up and panel van model for the light commercial vehicle segment below 2.0L in 2022.

Sales proved to be more challenging compared to the previous year as the auto industry globally was affected by supply chain disruption and economic

slowdown. Yet, Daihatsu Malaysia still posts a strong overall sales performance attributed to the introduction of the Gran Max Minor Change (MC) in June 2022 in addition to consistent fleet support.





The increasing volume of Daihatsu service intake was in tandem with a steady overall sales in 2022, followed by consistent fleet sales support over the course of three years with comprehensive service retention programmed for its dedicated fleet customers.

The Malaysian Automotive Association (MAA) has recorded a total of 78 885 units commercial vehicles registered in 2022. This constitutes 25 percent higher than forecasted Total Industry Volume (TIV). This further demonstrates that there is an improvement in the commercial vehicle sales segment with increased demand as companies have begun to invest in anticipation of an economic rebound after two years of slowdown due to impact of Covid-19 pandemic. Ergo, the company is looking ahead to 2023 to embark on its business transformation plan and dealer network expansion, which include areas such as northern, southern, and east Malaysia.

As the sole exclusive distributor of Daihatsu commercial vehicles in Malaysia, expanding and improving customer reach has always been the company's top priority. Building the ideal distribution network not only creates opportunities to reach new customers, but also builds brand recognition to stay relevant and competitive among the market leaders; ultimately leading to further growth of the company's revenue and profitability to ensure business sustainability.

Daihatsu Malaysia believes in providing durable vehicles and reliable product offerings as well as striving in delivering best quality aftersales service for our customers.

"At the end of the day, making our customers, even our dealers and business partners happy and well satisfied is what matters most! Putting a smile on their faces and providing happiness to them, as a side effect, will harvest trust, followed by loyalty and investment in return. And for that, we are forever grateful to our valued customers and associates for their endless support" Arman remarked. 

The most sought-after light commercial vehicle, both Gran Max pick-up and panel van were given a minor change last year with updates on power windows, multimedia player system, reverse camera and 12v-24v fast charging USB port.

"Keeping in mind that convenience and practicality are the strongest consideration aspects for commercial vehicle usage, Daihatsu Malaysia aims to deliver an overall driving experience in providing comfort, reliability, safety and, above all, convenience and practicality in every drive. For that, we believe the Gran Max (MC) received positive reception, which contributed to 2022 sales." said Arman Mahadi, Managing Director of Daihatsu (Malaysia) Sdn. Bhd.

Arman further commented, "We are ever grateful to all of our corporate and individual customers for their perpetual support towards the Daihatsu brand and our sincerest appreciation also goes out to all Daihatsu dealers, our business associates, who overcame a challenging year together with us."

With new vehicles in operation comes quality assurance in the form of reliable aftersales service. The company saw a trend of steady growth in its service intakes for the past five years despite a slowdown in service activity due to pandemic lockdown that took effect in 2020.



Final Dash: Last Mile Delivery

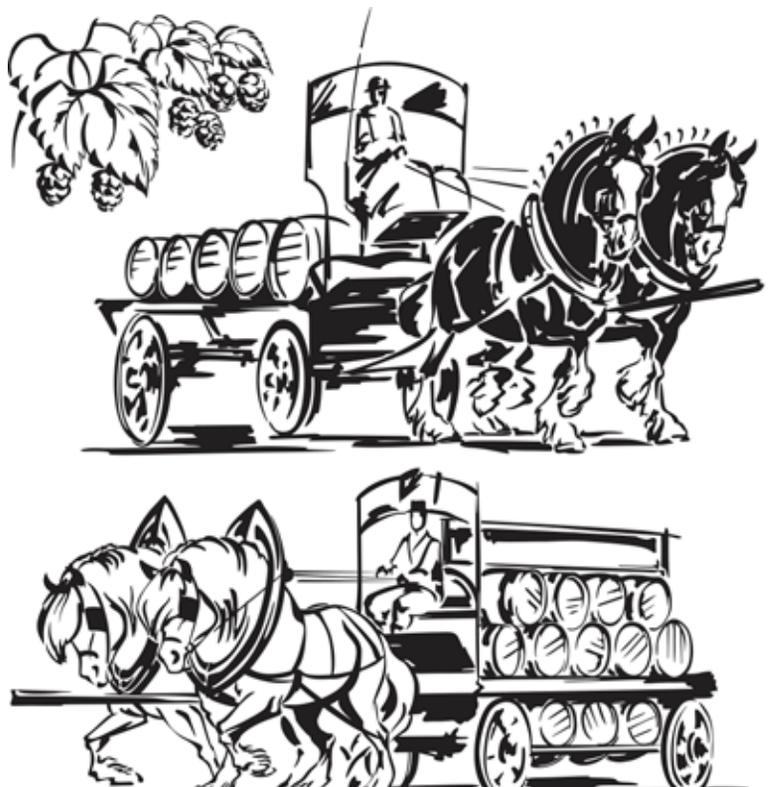
E-commerce and connectivity spur last mile deliveries. We look at this ecosystem in detail.

Amidst the excitement about the electrification of transportation, another global mega trend will need to be increasingly focused on. Only in recent years has the general public been exposed to the term, however it is not a new concept. It just needed to find its way into the transport industry. The notion of the “last Mile” is a problem that has originated in telecommunications where the last mile connection, the last stretch that connects individual households with the hubs, has posed significant issues, especially in densely populated spaces. The term applies equally to both, passenger and freight transport, however, here we will emphasise on the land transport of goods.

Back When

The idea of on-demand delivery of goods may have risen to prominence during the pandemic as an answer to a tricky problem: how to supply people’s homes with goods that they need for their survival when they cannot leave their house. The author remembers a time when services were offered by local stores that could have also been described as last mile delivery. The local bakery store would have a converted van driving on a specified route through the village and stop when people could come out of the house to purchase the wares on display, making it a mobile bakery shop. Quiet a number of scones, tarts, chocolate bars and donuts were consumed by the author’s younger version.

Similarly, before that, beer used to be delivered on horse-drawn carts throughout the cities. Those wanting to purchase the brew would have a vessel big enough to hold a supply for days until the carriage would come around again. The beer would be delivered from the big barrel by tap. One needs to note that these two examples would have only worked if there was someone at home during the time when the wares



would be paraded through the streets. Our grandparents lived in a different time when it was sufficient for one partner to work while the other was a stay-at-home and could therefore manage the collections.

A New Infrastructure

Drastic urbanisation, the changing demands on the workforce and increased purchasing power have changed consumer behaviour. Surely, many will have experienced that they would not have the time to go shopping as their jobs are demanding beyond opening hours of shops. Today, we are able to order our consumer goods online and the supply chain enables us to have the wares within a heartbeat. There are a number of aspects that need to be considered though in terms of infrastructure:

- Using lockers, collective pick-up points need to be created and maintained. Instead of holding the goods in the store, the purchased items will wait for the consumer to be collected. This requires safety and security and needs to be considered just like a shop keeper would install a CCTV system.
- Mixing scheduled traffic, e.g. buses, with on-demand delivery will generate more congestion and the road system needs to be adjusted accordingly. In essence, it means that more space within cities needs to be allocated to road transport.
- With many cities now banning Diesel-fuelled vehicles, different fuels need to be offered within city limits in order to ensure that the delivery vehicles keep on running. The increased demand for last mile delivery may have accelerated the development of electric transport systems, however it has also boomeranged to city planners and legislators as this new technology requires wide-ranging decisions: should in-road induction charging be used or overhead lines? Will these technologies be soon obsolete with batteries offering more range?
- With all these orders being processed online, track and trace offered and routes being calculated for maximum efficiency, internet speeds, storage capacity and online security need to be increased.

From big trucks to the smallest Stock-Keeping Unit (SKU), the entire supply chain needs to be compatible. Today, we have Euro palettes which perfectly fit a container in a set number of units. Product designers will create products in a manner that maximises the number of units that can be shipped on one palette while achieving the optimum economies of scale for the procurement department ordering the raw materials.

Restricting movement of goods vehicles (such as imposed in Kuala Lumpur) have been proven to pose a tremendous problem for the transporters. Such restrictions also increase risks for smaller vehicles in traffic.

Short Ways, Big Impact

At the same time, brick and mortar will be required to address these developments. Shops may not be required to be as large as there might be fewer shoppers. However, compensating this, the number of items held might need to be increase in order to react to the increased demand and to be able to fulfil exchanges of returned goods. Neither one channel is perfect, thus retailers will need to opt for a multichannel approach.

With a highly developed last mile transportation system, fewer people may opt for a trip to the store to pick up goods. This should be good news. However, it has been shown that home deliveries are the worst option when it comes to the impact on the environment. Consumers may not consider the impact on the environment when shopping online and thus increasing pollution. A shopper going through a list in a mall will consolidate the items and make fewer trips while currently, each shop would generally be fulfilling the orders in isolation. Consumers may not consider the environmental impact, though the urgency of order fulfilment will be affected by the cost of delivery. A later, free delivery, might result in the consumer being happy to wait.

Need for Smaller Vehicles

Last mile transportation adds complexity to the business of goods transport. Transporters focused on last mile transportation will need to have a range of vehicles available. With some routes seeing only up to three deliveries in one street, delivery vehicles may need to be smaller and nimbler. The need for the goods to be delivered quickly will require the transporter to have a sufficient number of smaller vehicles on hand. This in turn will necessitate smart planning, backed by AI, to be deployed to ensure that delivery routes taken are the most effective. Urban areas



may be off-limits for larger goods vehicles, but they may also be restrictive by being too narrow to operate MCV or HGV in without having to prohibit them.

In recent years a surge of brands offering small delivery vehicles can be observed. Cargo bikes, drones or micro vans have made an entrance. Combined with mobile applications, ride hailing is now possible and the size of the goods moved can be scaled down drastically. Again, the increased number of such vehicles needed will impact the overall traffic flow in cities. A number of brands involved in last mile delivery have since also disappeared again as their business was not sustainable beyond an initial excitement.

Often, we ask the established brands of heavy commercial vehicles why or when they will extend their portfolio by offering solutions to address the emerging needs. Typically, the answer is that a different expertise is needed to produce transport solutions that handle the last mile. The established players may have adopted the stance that they do not want to be a "Jack of all trades; master of none," but rather excel in narrower, highly specified, applications.



In Focus: A Synergistic and Complementary Partnership

Driven by the same mission to decarbonise professional mobility, Renault Trucks has joined forces with Kleuster, a Lyon-based electric cargo bike manufacturer, to accelerate the production and distribution of the Freegônes e-cargo bikes. These cargo bikes will be assembled at the heart of Renault Trucks' Vénissieux industrial site and distributed through the manufacturer's European network. Through this partnership, Renault Trucks is adding last mile delivery solutions to its electric vehicle range.

With the expansion of low-emission zones (LEZ), booming demand for last mile delivery, and increased environmental awareness, agile and decarbonised transport is clearly the future in urban areas. To address this pressing need, Kleuster launched its pioneering Freegônes professional e-cargo bike 8 years ago.

Renault Trucks is equally committed to developing decarbonised transport modes. The manufacturer is gradually electrifying its vehicle ranges for customers operating in cities. To respond to the demands of urban logistics, Renault Trucks has entered the field of cycle logistics by partnering with Kleuster to produce Freegônes at its Vénissieux plant. These e-cargo bikes are now being sold through the French Renault Trucks network and in its European network from 2023.

By joining forces with Kleuster, Renault Trucks is sharing its expertise, industrial infrastructure, and large-scale production capacity. Freegônes' assembly and logistics have moved to a 2 100 m2 building in Renault Trucks' long-standing Vénissieux site, which also boosts the regional economy.



Renault Trucks has already put in place a production team of around a dozen people to meet increasing demand. In the very short term, production capacity will increase fivefold in comparison to 2022. This partnership reflects Renault Trucks' desire to strengthen its positioning in urban logistics and prepare its plants to take on new future-looking activities.

Kleuster's Freegônes is an outstanding product developed through years of research and adaptations based on feedback, with an active portfolio of key accounts working primarily in last mile delivery. Nearly 200 Freegônes are currently pedalling all over France, some for more than seven years, a testament to their reliability and durability.

By integrating Kleuster products as a complement to its range of electric vehicles, Renault Trucks is providing professionals with an effective and innovative solution for last mile delivery. Renault Trucks is now the only European manufacturer with such a wide range of electric vehicles, varying between 650 kg and 44 t GVWR.



its 80 km range, this e-cargo bike can be more productive than a utility vehicle and more cost-effective, thanks to its low carrying cost.

Built on a single body chassis, Freegônes is the only cargo bike on the market that offers five modules (dry box, refrigerated box, food service, flat bin, and refuse skip), each with its specific features. While the Freegônes dry box has unmatched carrying capacity (350 kg payload and 2m³ of useful volume), the Freegônes refrigerated box is the only e-cargo bike to offer ATP-approved temperature control ranging from -25°C to +4°C. The refuse skip is the only e-cargo bike that can automatically unload into a tipper truck or container in less than 20 seconds.

This modularity makes this e-cargo bike ideal for a variety of uses, from collecting or delivering packages or groceries, courier services, the craft trades, waste collection, green space maintenance, and the food sector.

"Renault Trucks is the ideal partner to support Kleuster's growth. The two companies are both committed to providing the best possible urban mobility solutions in very densely populated environments. Joining forces with Renault Trucks benefits both our companies and contributes to environmental targets while also meeting the needs of our current and prospective customers," says Gérard Tețu, founder and CEO of Kleuster.

A Partnership to Benefit Both Users and Urban Mobility

The sharing of a common clientele also motivated this partnership on the commercial side through the distribution of a cyclo-logistics solution in the Renault Trucks network.

Using the truck manufacturer's distributors in several European countries allows Kleuster to take full advantage of a dense and local network to guarantee top-notch sales and after-sales services. Renault Trucks, for its part, is adding another string to its bow and opening up to potential new clients by covering the entire logistics chain. Freegônes take over where trucks stop.

"E-cargo bikes can be a great option for customers in urban environments that need to access zero emissions zones. Through this partnership with Kleuster, Renault Trucks is differentiating itself and taking the lead in offering even better solutions to our current and future clients," says Bruno Blin, President of Renault Trucks.

Kleuster Freegônes: Reliable, Durable, Cost-effective

Not only can Freegônes access roads, cycle lanes, pedestrian zones, and LEZs, their small size and agility mean they can get close as possible to delivery sites, and therefore, customers. With



The Big Rigs

Last mile delivery clearly calls for smaller vehicles to execute the last stretch of the delivery. Without the LCV, cargobikes and maybe even delivery drones, this supply chain model would not work. Equally important though are the heavy-duty commercial vehicles, the 40-ton trucks.

In the context of the last mile delivery system, the movement of large volumes is important as the goods need to be transported over large distances to the distribution hubs. Modern trucks need to be ever more powerful, yet fuel efficient to keep the cost down in this ecosystem. At the same time, the trucks need to be more reliable. Dependability is crucial as most last mile delivery promises are offering 24-hour service. It is indeed a marvel that a modern haulier of goods is now a rolling warehouse.

Big trucks also need to offer faster loading and unloading, high-speed connectivity to allow for track and trace and longer service intervals. The design specifications that are imposed are exciting and challenging at the same time. Meanwhile, the pressure on the driver will increase as it is he, who is now directly responsible for keeping the promise of the retailer offering a ultra-fast delivery service.

Innovative approaches

Spurred by the consumers' demand for single-item delivery and ultra-fast service, innovations are springing up all around us. The bus driver might come back into play as a bus, being it a coach or a stage bus, could also be part



of the last mile goods delivery system. Airlines have long since supplemented their income from passenger transportation with carrying of mail and goods. Similarly, a bus could carry goods between distribution hubs or along a delivery route.

Transferring the concept of E-Hailing to commuters, we may even see people as carries of good for the final meters. Commuters may collect goods on the way to / from work and drop them off. With a branded shirt from truck makers, they could become part of the transport solutions offered.

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Beyond the Drive: Tyre Rescue Service

Our Trucker of the Month shares how he maintains a mission-ready status and how the job scope has evolved.

Sometimes we may see only one aspect of what a trucker does, assuming that the term “driver” would best describe it. However, some jobs are built around the need to drive a truck but comprise a much wider job scope as our Trucker of the Month will tell us.

We meet Muhamad Zamree Bin Muhamad (Zamree), a 32-year-old employee of Kit Loong while he was on one of his trips to the warehouse to re-stock his rescue truck. The father of three lives in Kapar, Klang in Selangor and has been driving trucks for 11 years. In his current position for seven months with Kit Loong, he started his career as a tyreman with a stint as courier driver in between. The career move to sit for the licence and to become a truck driver has been a sparked by his passion for trucks and today, having had the experience of both, he is best qualified to drive a breakdown service truck as he understands both aspects of the job perfectly: the ability to fix tyres as well as the demands of moving a truck around in difficult conditions.

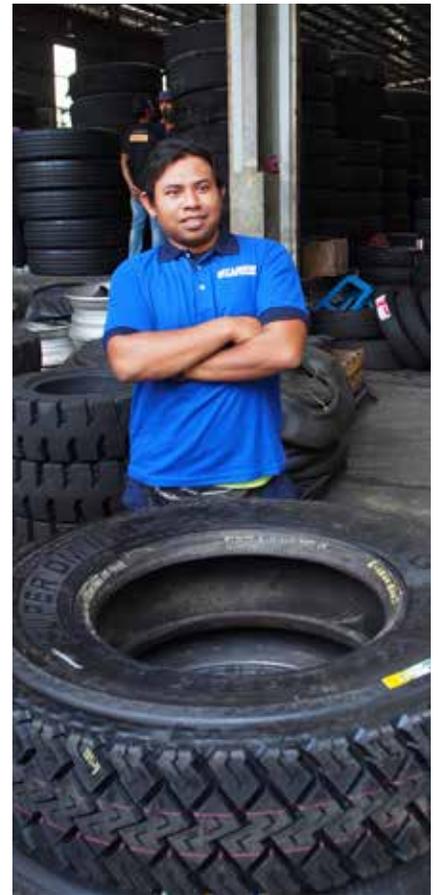
Based on the need to quickly respond to a broken down truck, Zamree and his colleagues are working remotely, in his case his home in Kapar is his base. “As a rescue driver, I have to be on standby around the clock,” he tells us. His regular working time is Monday to Saturday with Sunday being a day off. With his truck fully loaded with spare tyres and tools, he covers the area around Kapar, but oftentimes would also drive further up north. Zamree likes driving in the vicinity of Kapar, as there are many places that offer his favourite food, mutton.



"My trips are not that long, but the job on the road can be really tough. I prefer to work on the yard of our clients as that means that it is safer for me and others to work." When a truck breaks down on the road, Zamree likes to use highways to quickly get to the site of the vehicle that needs to be fixed. Vehicle break downs on the road, he says, always make him anxious as his safety and that of the other drivers that may be around will have to be considered. While any truck driver is always in a hurry to get back moving, safety protocols need to be adhered to and when it comes to his own safety, he adds, there is no compromise. Zamree, as well as his colleagues in the same position, is provided with an insurance with a coverage exceeding three times what office staff of Kit Loong are provided with by the company.

The job has many facets. "We need to manage our own time as we are working remotely. There are typically about ten break downs in a week and we need to schedule our trips back here to replenish." Besides that, Zamree will need to ensure that his truck is in perfect condition to go out on short notice. Besides admin, ensuring readiness, Zamree also needs to be knowledgeable about tyre management. Part of his job scope is the regular maintenance of tyres of one fleet that has subscribed to Kit Loong's tyre management service. No longer is a driver in this position just a driver, but Zamree also needs to be firmly acquainted with the online tools that enable him to carry out the scheduled services at the client's yard. "What I also like about the job is that it keeps me fit. Every day I exercise as I need to have stamina and strength."

Despite all the preparations and systems in place, Zamree also faces challenges. To attend to a broken down truck, two pieces of information are crucial: the location and the details about the tyre and the damage sustained. Sometimes, a trucker will share a location of where the break down happened, but will



then drive to a nearby parking space. When Zamree arrives at the initial location the truck would be gone, and he then has to try to find his customer. A failed tyre can mean many things and it is vital to know the exact kind of problem that has occurred. "A punctured tyre requires a different treatment than one that has burst." Rarely does he arrive with a wrong tyre, which would mean he has to go back and get the right size / type tyre. This is thanks to the modern systems in place that keep track of the tyres mounted by Kit Loong's customers. "However, it has happened and then it could be a two-hour drive back to get the right tyre."

Typically, drivers are always happy to see Zamree when they call for his help. When he comes around in his small truck, it usually means that they are soon back on the road. "I like my truck as it is easy to drive, small and therefore easy to park and manoeuvre." A trip he likes to do with a truck would be to Melaka. For the food of course. However, he hopes that his children will pick up a different career when they have finished school. **F**



YonMing Opens New Facilities, Moves HQ

A few years back, YonMing’s management started to realise that their business operations have outgrown its existing space in the old headquarters. “We needed to find a more effective way to manage our inventories, as well as strengthening our logistics facilities to support our network. Furthermore, we wanted our new facilities to be set up with sustainability in mind,” said Mr Alex Kau, Group Managing Director of YonMing Group.

YonMing wanted a location somewhere central to arrange its operations and a larger space to operate in. Even though the pandemic did hit the world, it proved to be a good move for the brand in hindsight as with a larger inventory space, they still managed to serve many of their customers despite the supply chain issues which we saw globally.

“We have completely moved our HQ to Sungai Buloh, with operations starting in January of 2023”, Kau added. In terms of the HQ’s operation, it is all situated in the new HQ. What is remaining in the former HQ in Kuala Lumpur, actually their first office which was set up way back in 1979, are sales and marketing functions. Henceforth, it is referred to as YonMing’s KL branch. YonMing vows to definitely keep that location as it represents an important part of company history, while also being a key point in best serving their customers within the area.

With a larger logistic centre, YonMing is looking forward to support its network of branches and ultimately their customers with better service. Since moving to this new HQ, one development has been the implementation of a new barcode and QR-code system on products distributed throughout their network. This new development for is currently enabling YonMing to ensure a consistent and

efficient method of servicing all branches, not just in Malaysia, but overseas as well. At the time of writing, YonMing’s network spanned 25 branches and six subsidiaries.

Everyone is talking about an upcoming recession. The motivation to be spending rather than being cautious is an interesting one as this was not a recent decision from the company. YonMing purchased this HQ back in 2019 before the pandemic hit. While they did not foresee the pandemic, this proved to be a good decision on hindsight for them as we have continued to develop even during the pandemic.

“Yes, talks of a recession is everywhere since last year. We are also aware of the challenges the world will face as well. However, we remain cautiously optimistic that we will be able to weather through this challenge like how we did over the years. We continue to look towards growing even stronger after this alongside our customers,” Kau promised. Additionally, Kau noted that the company’s direction is to have a stronger ESG (Environmental, Social, and Corporate governance) agenda. Some noteworthy investments include full LED installation throughout the facilities as well as the use of electric forklifts to support its operations.

At the moment, logistics, quality control, accounting, human resource, procurement, IT functions as well as management staff are based in the new HQ. There are no plans of adding new departments at the moment. As of 2023, the group has more than 600 staff across Asia. He believes that the company is where it is because of its talented team. “Without them, we would not be able to grow to where we are today. We are still planning to grow even more and looking for more talented individuals to help us achieve this growth.” YonMing’s HQ is located at Lot 2220, Kampung Jaya Industrial Area, Jalan Kusta 13 1/2 Miles, 47000 Sungai Buloh, Selangor Darul Ehsan. **F**



Nikola Launches First Hydrogen Fuel Cell Truck Mobile Fueler

Innovative solution offers 700 bar mobile fueler capable of direct fueling

Nikola Corporation (Nasdaq: NKLA), a global leader in zero-emission transportation and energy supply and infrastructure solutions, announced that it has developed an innovative, heavy-duty, 700 bar (10,000 psi) hydrogen mobile fueler capable of direct fueling hydrogen fuel cell electric vehicles (FCEVs).

Nikola's mobile fueler program includes its own mobile fuelers as well as a number of third party mobile fuelers, which will provide Nikola's customers with a variety of flexible fueling options.

"Nikola has spent the greater part of two years developing a flexible mobile fueling solution which cools and compresses hydrogen to rapidly fill 700 bar FCEV heavy-duty trucks," said Nikola Corporation President and CEO, Michael Lohscheller. "Coupled with Nikola's hydrogen tube trailer, with a capacity of 960 kg, Nikola's mobile fueler can refuel customer trucks back-to-back. This will deliver flexible hydrogen fueling solutions for our customers starting in 2023 and will complement Nikola's permanent hydrogen fueling stations which are being developed."

Nikola's first mobile fueler has completed commissioning and testing and has been released for market operation. Nikola has additional hydrogen mobile fuelers being commissioned in Q1 2023.

"Nikola's mobile fueler program will be an integral part of Nikola's flexible customer service in its early years by delivering hydrogen to its FCEV customers at locations which meet their needs," said Carey Mendes, Nikola Corporation

President of Energy. "Along with Nikola's portfolio of hydrogen supply and permanent heavy-duty stations, these flexible mobile fuelers will ensure that our customers have complete coverage for their fueling needs."

Nikola recently announced that it has received a California Air Resources Board (CARB) Zero-Emission Powertrain Executive Order that is a requirement for the Nikola Tre FCEV to be eligible for CARB's Hybrid and Zero Emission Truck and Bus Voucher Incentive Project (HVIP) program.

Upon final HVIP approval, purchasers of the Nikola Tre FCEV in 2023 may be able to qualify for California's state-based incentive valued at \$240 000 per truck; \$270 000 per truck for drayage fleets; or up to \$288 000 per truck for fleets with (i) 10 trucks or less, (ii) performing drayage operations, and (iii) located within a disadvantaged community area. Eligible non-drayage fleets may secure up to 30 HVIP vouchers and drayage fleets may secure up to 50 vouchers.

In addition to the funding provided by HVIP, purchasers of Nikola's Tre FCEVs will also qualify for an additional \$40 000 clean commercial vehicle tax credit in 2023 from the federal government due to the passage of the Inflation Reduction Act.

With a range of up to 500 miles, the Nikola Tre FCEV is expected to have among the longest ranges of all commercially available zero tailpipe emission Class 8 tractors while realizing weight savings when compared to Class 8 BEVs with similar range. The Tre FCEV is well-suited for a variety of applications ranging from drayage and intermodal to metro-regional truckload and less than truckload to certain specialized hauling use cases. 





HINO Total Support (TS) Contest Returns for 8th Instalment

HINO Total Support (TS) Contest ran for the 8th time this year as a contest for the authorized dealers of Hino Malaysia to upskill their knowledge and to provide better service to customers.

Throughout the contest, all contestants will also develop a success steered the organization and boost-up their skills and knowledge in the main four categories, Sales, Services, Spare Parts, and Customer Success Operation (CSO), including the theoretical and practical practices.

All four categories will be showcasing Hino’s mission which is “To be Malaysia’s most Customer-Centric and reliable Commercial Vehicle Company, and to make our country a better place to live by providing ‘Best-fit Products’ and ‘Total Support’.” This is to be Hino’s benchmark in reaching high quality standards to Hino work rate and to Hino customers.



Hino Motors Sales (Malaysia) Sdn Bhd (Hino Malaysia), a subsidiary of Hino Motors Limited Japan, organized the Hino ‘Total Support (TS) Contest for its 8th year. Held at its Malaysian headquarters in Petaling Jaya, the contest attracted 158 contestants from 26 companies representing Hino authorized dealerships.

Sales Category

Pertaining to its product sales philosophy to provide the Best-fit Product to customers, all contestants under the Sales Category will be evaluated accordingly based on their skills to promote and recommend the best product that matches customers nature of businesses.

Hino Malaysia took the initiative organizing this to exclusively foster greater skills and knowledge among the dealers, enhancing their customer servicing skills, as well as improving technical expertise.

Hino comes with its fundamentals of Total Support. Throughout the contest, contestants under the Sales Category were required to explain the concept of Hino Total Support to customers,

The one-day event saw prizes being given to the Champion, 1st Runner-up, and 2nd Runner-up for each category, which were Sales, Services, Parts and Customer Success Operation (CSO). The grand prize for the 3S Champion, comprised of the Challenge Trophy and cash incentive of RM 3 000. The champions’ team will join a learning trip to Hino Motors Limited Japan in 2023.



which includes the maintenance contract, Free Service Programme (FSP), Hino Connect, Hino EZ Care, Hino Membership Program, selling and closing skills for new Hino vehicles, and rules and regulations of Road Transport in Malaysia.

One of the main contest components for contestants in the Sales Category is the simulation part, whereby all contestants were required to role play on how to solve the potential problems that customer might be facing. They also had to present a detailed explanation about the selling technique of Feature Advantage and Benefit (FAB), plus emphasising the benefits of Hino Trucks and Buses.

Service Category

The Integrity of Hino is closely related to its service delivery, which is directly portraying its after-sales reputation. Customer satisfaction with the services provided is one of the imperative elements that bring up a good image of Hino. Contestants in the service category were required to complete the technical task to fulfil simulated customers' requests to their satisfaction.

All contestants under the Service Technician category were evaluated based on their skill and knowledge of vehicle maintenance, solving mechanical parts issues, advanced skills in electrical trouble shooting by using Hino diagnosis tools explorer (DX II), advance skill in Programming of Fuel Injectors, System Protection Data, and Trouble Code Reading & Rectification. Service advisor, contestants were required to execute a role play in a simulated reception procedure by serving the customer. The evaluation was also tallied on the skill of how contestants identify the problem customers face, handling of complaints, recommending the right services and parts, follow-up call for next service, and advising the customer on vehicle care and maintenance.

Parts Category

In the commercial vehicle industry, parts availability plays an important role for customers trust and confidence. Contestants in the Parts Category of the contest were evaluated on their knowledge to identify and comparing between Hino Genuine Parts and Non-Authorized Hino Parts in the market.

They were also be tested on their expertise of using the Electronic Parts Catalogues (EPC) to provide speed and accuracy in determining the correct parts to the right vehicle. Operational excellence by streamlining the warehouse layout process is one of the most important highlights for a successful relationship with customers under Hino's Total Support paradigm. Contestants were examined based on their knowledge of warehouse safety SOP (Standard Operating Procedure) and operation with the 7 Storage Techniques. This also included the right procedure for packing and delivering parts on time.

Pushing toward to uphold excellence within the industry and the concept of Total Support, Hino TS Contest is also a platform in granting due recognition

to all dealers as they are contributing constant support and performing excellently in engaging customer-related programs. Their call of duty is not only focusing on vehicle sales, but includes all product related, parts and after-sales activities.

Customer Success Operation

Customer Success Operation, within Hino known as CSO, is a new role in Hino to connect deeper within Hino and customers. CSO is naturally forward-thinking and aims to remove barriers between the customer and their product use. An effective Customer Success Operations department will be responsible for a range of tasks related to keeping customers' satisfaction, ensuring they succeed with products and services, and extending customers' lifetime value.

In this category, contestants will be given a task in the shape of a role play on how to handle a customer with questions regarding Hino products. The scenario was evaluated on how contestants provided the details of the information required by the customers. Topics covered included the Hino Membership Program, Hino EZ Care, Hino Connect, and the Free Service Program (FSP). 





Tough Terrain: Timber Land requires Top Tools

Indeed, timber transportation are one of rarer sights in Malaysia. If you travel on the roads, its very common to spot containers, curtain-siders, car-carriers but not timber jinker trailers.



There were quite a few timber transporters back in the early 1980s, but today there are only a few of these specialists left. As with any other mode of road transportation, they play an important role for the economy. However, some road users in Malaysia may feel that such vehicles are very "intimidating". Asian Trucker managed to get hold of Mr Kah Kiong, Managing Director of K. K. Timber to find out more about this exciting and demanding business.

Most probably the sheer size of the felled trees we transport on our timber jinkers is what intimidates the public.

One of the biggest challenges timber jinkers face is that it is hard to control costs and thus, profitability of a business is not always guaranteed. Like others, Kiong would also have to control costs pertaining the truck, the driver and the operation overall. However, certain influences are beyond the control of the transporter. For instance, driving into the forest during Monsoon seasons may not be possible and therefore, the trucks sit idle. When the weather clears up, many truck drivers would switch jobs and flock to the timber transporters as there is more money to be made.

Previously, a logger may have maintained their own trucks, however, it has been proven to be more effective to outsource the transportation of the logs to specialists like K. K. Timber. Logs are traded by agents, which are only allowed to trade in restricted areas. Timber jinkers can move logs across the country but would then depend on such agents.

Many road users may recognise the Iconic Truck, known as 911, the Mercedes Short Nose. These workhorses are still in use in timber

transportation, however, as their permissible payload is not competitive any more compared to modern trucks, these old timers are not suitable for long distance timber transport. "Most probably the sheer size of the felled trees, which are more appropriately known as lumber, that we transport on our timber jinkers other road users may be intimidated", Kiong said.

But as a matter of fact, such vehicles are no less safe than the other heavy-duty trailers that we see on the roads. K. K. Timber's jinker trailers are designed for the specific purpose and Kiong works very closely with Seri Zenith Engineering as their trailer manufacturer of record to ensure the trailers are designed not only in accordance with the regulations, but to exceeding them. Working with trusted partners, buying premium trucks and trailers, allows Kiong to focus on running the business. "Buying new, up-to-date trucks and having all the latest equipment being installed and serviced by the vendors allows me to operate without having an own workshop, making my operation a very lean one."

Unlike other heavy transport segment, our vehicles were designed to navigate off roads - mixture of river streams, gravel and muddy surfaces.



You may think it is tough to travel into the forest (even with an empty loaded trailer). Now imagine these trucks have to transport 40-ton worth of lumber, coming out of the forest. In the forest, tow trucks cannot reach a broken-down vehicle easily – it may be a single lane in and single lane out. We cannot afford engine break-downs and brake-failures. Unlike other heavy transport segment, our vehicles were designed to navigate off roads - mixture of river streams, gravel and muddy surfaces. This is, according to Kiong, where the installation of ABS, EBS and other enhancements to the trailers pay off: when going downhill, fully loaded, on slippery roads, a truck may easily jack-knife if there neither ABS nor EBS installed.

A shortage of drivers is also affecting Kiong's business. "Our drivers need to study the terrain, feather the throttle and modulate the brakes in order to tackle the steep slopes and sharp turns in the forest. I call this precision driving." Kiong has taken this aspect and turned it into an advantage for the company to attract competent drivers. By installing all the latest technology, such as ABS and EBS, the driving is made safer, which truckers appreciate. Thanks to modern technology, it is also much easier to control the driver and to react in case of a technical problem. Nowadays,



a diagnosis of the fault is possible remotely and a technician sent to the site would be able to fix the problem faster. Again, Kiong highlights the advantages of appointing competent, trained partners. Using an independent workshop or rescue service may seem cheaper, however, such service providers are oftentimes only left with the option to unload a timber jinker in the jungle and tow the vehicle out to the nearest workshop. Seri Zenith Engineering recommends the systems provided by Wabco being serviced once a year.

Kiong insists that the best equipment available in the market is installed on his vehicles and trailers. He highlights that according to current regulations, it is not mandated to equip trailers with ABS. However, all his prime movers are all CANBus enabled and therefore he equipped his trailers with the Trailer Electronic Braking System (TEBS-E) from Wabco. In doing so, braking signals between the prime mover and trailer are now all fully electronic, therefore the response time is much faster and sensitive. It is easier to control the trailer braking force especially on a muddy downhill – drivers can literally feel the grip between the tyres and road surface on the brake pedal. Time and time again, it has been proven that the application of driver assistance systems is taking away stress from the driver and that fatigue is being reduced. Kiong easily justifies the investment in the Wabco systems as his drivers are healthier, more relaxed and alert when driving, which in turn translates into fewer incidents and improved efficiency.

Out of the forest, there are a lot of hidden dangers travelling through winding and steep roads like our Karak Highway. Trailers loaded with lumber can be easily 12 feet tall, raising the vehicle's overall CG (centre-of-gravity) height. When negotiating even a slight corner, trailers are actually leaning on its sides. By the time the drivers realise that their cabins are tilting, its already way too late to react and the semi-truck and trailer may collapse onto the street. Wabco's TEBS is able to detect the trailer's tilting angle; If the angle exceed the safety threshold, TEBS will automatically apply trailer brakes to prevent trailer roll-overs.



We had lesser tyre claims with our tyre vendors, and we also have lesser brake lining replacements compared to the past.

If you are in the industry long enough, you will know that trailers can actually roll-over even at slow speed. One often overlooks that vehicle CG and the road angle are also culprits. Timber jinker trailers typically travel at slow speeds for safety reasons. Which makes them "attractive" for other road users to cut-queue into their lane when exiting a highway for instance. Truckers are not able to stop others from practising this dangerous driving culture but have to ensure that truck and trailer are able to brake on time. In the event of an emergency braking manoeuvre, TEBS-E have Anti-Lock Braking (ABS) to prevent wheels from locking up during hard braking. This is a very important feature for any transporters especially roads can get really wet in Malaysia during monsoon seasons.

When evaluating the options, Allegiance Malaysia and Seri Zenith Engineering recommended Wabco's systems to be installed. One interesting revelation for K. K. Timber was that trailer equipped with ABS and EBS have a dramatically reduced tyre wear. In his operation, Kiong notices up to 20 percent reduction in wear since the installation of TEBS on the trailers. This makes it a worthwhile investment, however, Kiong insists that only the best will do and that there is a price to pay for the best in class.

"We had lesser tyre claims with our tyre vendors, and we also have lesser brake lining replacements compared to the past," Kiong added. Having consulted Mr Pei Jia of Seri Zenith Engineering, he was informed that ABS can actually prevent flat spots on tyres from locked up tyres when harsh braking occurs, prolonging the lifespan of the tyres. K. K. Timber's trucks operate in tough conditions and tyre replacement are one of its major operating costs as loads are heavy and routes are long and treacherous. Kiong understands that the investment into the systems can be taxing for some transporters; he is hoping that the government could look into this and perhaps subsidise them until economies of scale set in to make them more affordable.

Wabco's TEBS-E also offers a function called the Operating Data Recorder (ODR), which provides K. K. Timber with information on the frequency of ABS activations, braking actions and force, and the trailer payload. According to Kiong, it is a good tool to monitor the driver's driving habits, in order to guide them on more safety and efficient driving styles. "There are still a lot of functions that can be added onto this TEBS-E module, which I am still slowly exploring for our business needs."

While pursuing to have the best available systems installed to make K. K. Timber the most efficient operation it could be, a lack of support for truckers in Malaysia was lamented. Pointing out that the infrastructure along the highways is oftentimes seen as insufficient, Kiong hopes that complaints to the authorities will eventually result in enhancements of facilities. This is

extremely important as these facilities also play a part in road safety, providing the required rest for drivers and placing trucks in spaces that are not making them hazards, as trucks oftentimes have to be parked on the emergency lanes just outside the rest stops. "In our transport segment, it is a relentless pursuit for improvement. We always had the best prime mover technologies, and now we have the best technology around them," Kiong said in parting. **T**



Flexibility and Profitability in the Workshop with Drive-on Lifting Systems



A four-post drive-on lift helps to significantly improve the safety and efficiency in a workshop. We take a closer look at Rotary's lifting systems for commercial vehicles.

workshop when it comes to increased efficiency during general vehicle maintenance, alignments, and multipoint inspections—especially when you add their Shockwave technology for rises and descents that are twice as fast.



The technology embedded in Rotary Lift's four-post lifts make them the world's most trusted and fastest Lift. Rotary Lift's exclusive Shockwave technology produces rises and descents that are twice as fast as standard lifts. And with its Spotline laser that shoots down the hood and dash, centring a vehicle couldn't be easier.

A key advantage of using a four-post lift in a workshop is that the premises do not need to have a pit. The addition of a pit may not only signify substantial investments, but it is also a safety issue that needs to be addressed as there is a possibility that staff may get hurt if they fall into it.

Fast Four Post Lifts

Four post lifts make jobs easier all the way around. For easier vehicle spotting and compatibility with today's most advanced alignment systems, you need a four-post lift. Rotary's four post lifts can create significant value for your

HDC Series in Focus

Rotary offers a range of drive-on lifts, suitable for passenger cars and heavy trucks. In particular, their HDC36 / 50 / 60 series are of interest for workshops handling trucks. These drive-on lifts have lifting capacities of 36 000 to 60 000 pounds, as their product code indicates.



Being battery operated with an on-board charger, the Rotary lifts offer numerous benefits as this set-up generates at least 1.5 x faster lift cycle times. When installing the lift, no special AC wiring is required, keeping costs down. Thanks to the low electrical usage, the lifts easily compare against pits when it comes to operating cost. The system remains fully functional when the power goes out.

The manufacturer prides itself in offering one of the most operator friendly systems. Exclusive features offered with the Rotary four-post lift make it faster and easier to use than similar lifts offered by others. The HDC series offers visual confirmation of each column's status and lift height. The lifts are capable of level lifting within 1" at each column and there is an oversized "E-Stop" emergency stop button at every column. The audible descent alarm for added safety. The HDC Series battery operated lifts are inexpensive to own with an on-board charger requiring only 110v electricity. With no complicated or expensive electrical installation, no cables, chains or sheaves to maintain, these fully hydraulic lifts allow you to operate the lift from any column, saving valuable time.

- Operate lift from any column
- Available in three lengths and capacities
- Clear floor design for open work area
- Surface mounted and anchored
- 28" wide runways
- Folding ramps with automatic rear chocks
- Standard internal airline connections

Optional mobility wheel kit provides portability for each column adding movement within your shop. Other options to add on include LED lights and optional 25K rolling bridge that can be attached to the runway to create various lifting options to make it even more versatile. As not every shop floor is perfect, using optional shims during installation ensures a lift is level and operates at optimum performance.

Beyond Lifting

The Rotary four-post lifts are designed with versatility and enhanced profitability in mind. Using modular kits, the lifters can be adjusted to various wheelbases. Adding a wheel alignment system to the lifter transforms the unit, thus eliminating the need for a separate station for wheel alignment. Efficiency will be further enhanced as most service and maintenance tasks can be performed in one station without having to drive the vehicle around in the workshop.

Environmentally-friendly

Nathan Vagg, Business Development Manager – Asia Pacific, explained that all Rotary Lift equipment is tested way beyond the required minimum, thus ensuring that it lasts really long, no matter how tough the working conditions are. "However, we also think about the protection of the environment during the entire life span of the equipment. More than 98 percent of the column lifters are recyclable. They are also compatible with all bio fluid hydraulic oils. In addition, we offer optional high efficiency LED lighting." **T**

Rotary is part of the VSG Group, which is a global, publicly listed Fortune 500 company. The company maintains production facilities in the US, its home market, China, Italy and Germany. The main products offered are capital investment goods, ranging from vehicle lifts and wheel service to collision repair equipment. Established in 1925, the company looks back at decades of innovation and a passion for providing market leading solutions for the automotive industry.

In local markets, Rotary partners with domestic markets in order to ensure that customers get the best service possible through appointed distributors and dealers on the ground, as that ensures swift responses to any enquiries or requests to troubleshoot. "In Malaysia, we partner with Lubetrans for the wheel service and vehicle lift programs as well as the collision repair equipment. The installation and aftersales service offered by Lubetrans is on par with our market leading equipment.

A cornerstone of our philosophy is that we need to provide an excellent aftersales service, which is provided by Lubetrans since 2010," said Nathan Vagg, Business Development Manager – Asia Pacific. The promise given by Rotary exceeds the strong commitment to being a provider of high-quality products. The value proposition encompasses efficiency, safety and low cost of ownership. Of these, safety is to foremost priority. Longevity is a hallmark of Rotary's approach in going to market, which requires the support of partners that share this vision in order to provide end-customers with top-rated services.





SO: There were many challenges during the pandemic, such as disrupted supply chains, shortage of manpower and local parts to name a few. However, there are three main factors I link to our continued success: firstly, we can proudly claim that our strong dealer network took proper care of loyal customers and also new customers who bought our vehicles. The second point is our factory in Pekan, and group companies supplied as soon and as many units as possible. This was done despite facing many of difficulties and challenges. Needless to point this out, however, the biggest factor to mention is that our brand gained strong support from our loyal customers.

AT: Malaysia is an interesting market which is set to see renewed growth. How are you planning to capitalise on this?

SO: With our complete range, comprising a product line-up from light-duty of 19 variants, medium-duty of seven variants, heavy-duty of three variants and finally the prime mover with five variants, we are sure that we will be able to match the requirements of this growing market.

AT: Isuzu is best known for their light-duty trucks and medium-duty trucks. The recent launch of the Giga was to close that gap. Please update us on the rollout of the latest version Giga.

SO: Our new Giga, which was recently launched at the Sepang International Circuit, was a great success. It was also extended to regional mini launch by dealers. We have sold about 40 units as at end December 2022, and we are confident to increase our market share in this segment by the end of 2023.

AT: Operators may have held back on replacing their vehicles and they may have to do so now. With the upcoming change to EURO IV, is it a good time to buy now or to wait till later?

SO: Euro IV technology offers a greener engine, which is more environmentally friendly as pointers to market it. However, in view of pricing, it is definitely an advantage to buy trucks complying with the currently mandated emission norms now as reasonable cost will be lower for the chassis and maintenance, compared to Euro IV specs.

Build on Trust, Expanded on Product Line-Up

We met with Chief Executive Officer of Isuzu Malaysia, Mr Shunsuke Okazoe, to find out about his plans for the brand in Malaysia. Having taken over the reign of Isuzu last year, he already took to introducing new models (Asian Trucker reported). Okazoe tells us that he enjoys reading, travelling and golfing in his free time. Here we find out what else he has up his sleeve for the tenure with Isuzu in Malaysia.

AT: Only going to briefly talk about the Pandemic as this it is “over” now. Isuzu managed to retain the Number 1 position during the pandemic. That must have been a tough job. What are the three main contributing factors to the success you have had during these past two years?

AT: How much of a problem would it be to extend service intervals and to keep on using an older vehicle?

SO: We recommend that old vehicles to be replaced with brand-new vehicles, because many of the necessary replacement parts wear and tear due to usage on top of regular servicing, thus burdening operators with high cost. If too many parts need to be replaced, it is more economical and eco-friendly to replace the vehicle with one that complies with the latest emission norms. The total cost of ownership may be reduced when an operator purchases a new truck instead of keeping on the current, old truck.

AT: The service network for any brand is likely more important than anything else. a. What are your plans for the next two years for the service network?

SO: The current Isuzu service network locations are located in major cities and are covering the majority of our customers' operations. We also consider expanding our network through the utilisation of outsourced workshops in a few of states.

AT: Can we talk about spare parts availability?

SO: Compared between now and during the MCO period, our parts supply has been better due to fewer challenges around supply chains from overseas. Isuzu Malaysia keeps on benchmarking necessary spare parts from the aftermarket and continues to improve proper stock holding.

AT: Is there a danger that there are too many dealers?

Isuzu Malaysia always considers correct numbers and locations of dealers and are careful to avoid cannibalization among dealers. We aim at implemented a strategic network that offers comfortable distances for Isuzu vehicle users.

AT: We have not spoken about Isuzu's Mimamori System, while in the meantime third party providers offer telematics solutions that offer enhanced functionality. How does an Isuzu owner benefit from Mimamori?

SO: Mimamori is an Isuzu in-house developed telematics system that allows users to extract any vehicle operational data, vehicle health condition, maintenance reminder, driving behaviour and related data precisely and seamlessly for Isuzu vehicle in Japanese domestic market. For overseas market, there are different requirements and choices provided by local suppliers. Isuzu Malaysia considers to offer not only this in-house system, but also suitable telematics systems to Malaysian customers and operations in the future.

AT: We see other truck makers offering EURO V engines exclusively and the vibe in the market suggests that electric trucks are going to be introduced here soon. What is your take on this?

SO: Within the global Isuzu line-up, we have various types of engines available with Euro V technology. Currently, the Malaysian government requires vehicles to comply with Euro-4 emission norms and we offer suitable engines looking at cost and emission control at this round. Isuzu Group understands that EV (Electric Vehicles) penetration is one position to be achieved to work towards the goal of being Carbon Neutral by 2050 as announced by the Malaysian Government last year. However, implementation and expansion of EVs requires to be backed by appropriate programmes, such as subsidies and regulated charging costs set by the government. Crucial milestones need to be set for the creation of infrastructure, like charging stations.

AT: It has been three years since Volvo sold the UD unit to Isuzu. The market keeps asking about this as there is no visible outcome of that collaboration yet. Can you give us an update on what the JV means for Malaysia?

SO: Since the collaboration between Isuzu and Volvo started, both companies have been finding positive synergistic effects, including working with UD



group. However, for the Malaysian market, we are also waiting for further plans to be announced by Isuzu's head office.

AT: Isuzu is a global company and ASEAN is moving towards a common market. What can you tell us about Isuzu's global strategy for the next years and how will that benefit us here in ASEAN?

SO: From Isuzu's business point of view, there is no doubt that the ASEAN region is one of most important markets right now, and for the future too. However, each member of ASEAN is also mandating different requirements and conditions, such as the position of steering wheel for example. Countries differ in what major industries they boast and the population sizes and we find that some countries are not even fully aligned within ASEAN. Therefore, we have been finding suitable products and programs to support each country. 



Caterpillar First Battery Electric 793

HINO Total Support (TS) Contest ran for the 8th time this year as a contest for the authorized dealers of Hino Malaysia to upskill their knowledge and to provide better service to customers.



Caterpillar completed development of its first battery electric 793 prototype with support from key mining customers participating in Caterpillar's Early Learner program. Participants of the program with definitive electrification agreements include BHP, Freeport-McMoRan, Newmont Corporation, Rio Tinto and Teck Resources Limited.

The Early Learner program launched in 2021 and focuses on accelerating the development and validation of Caterpillar's battery electric trucks at participating customers' sites. This approach supports the individual

commitments each Early Learner participant has made to reduce and eliminate greenhouse gas emissions from their operations. A primary objective of the program is for Caterpillar to collaborate more closely with its customers as the industry undergoes transformational change through the energy transition.

Early Learner customers came together to witness a live demonstration of Caterpillar's prototype battery truck on a seven-kilometre (4.3-mile) course. During the event, Caterpillar monitored over 1 100 data channels, gathering 110,000 data points per second, to validate simulation and engineering modelling capabilities. Fully loaded to its rated capacity, the truck achieved a top speed of 60 km/h (37.3 mph). The loaded truck travelled one kilometre (0.62 mile) up a 10% grade at 12 km/h (7.5 mph). The truck also performed a one kilometre (0.62 mile) run on a 10% downhill grade, capturing the energy that would normally be lost to



heat and regenerating that energy to the battery. Upon completing the entire run, the truck maintained enough battery energy to perform additional complete cycles.

The prototype truck was built at Caterpillar's Tucson Proving Ground, located in Green Valley, Arizona. In support of the energy transition, Caterpillar is investing to transform the proving ground into a working, sustainable "mine site of the future" by installing and utilizing a variety of renewable energy sources. The objective is to implement the same sustainable solutions mining companies will use at their own operations to learn first-hand what it takes to run an electrified mine site and effectively support customers through the changes.

"The transformation of the Tucson Proving Ground allows Caterpillar to demonstrate our energy transition commitments and serve as a stronger advisor to customers

as we navigate the changes together. We know it will take an integrated, site-level solution for miners to achieve their carbon-reduction goals, and we're here to help as they redefine the way they mine for generations to come," emphasized Resource Industries Group President Denise Johnson.

As part of the site transformation, the company will install the latest advancements in sustainability technology, including green hydrogen production, natural gas and 100 percent hydrogen reciprocating engine power generation, fuel cell power generation and expanded energy storage systems. The site will also leverage a variety of renewable power sources, including wind, solar and hydrogen, capable of powering the facility and its products as they become electrified. The transformation of the facility will also serve as a learning platform for optimizing charging and energy management integration. **F**









Imagination on four wheels

A mobile library based on FUSO Canter provides reading material to communities around Fukushima. In the area around Iwaki, a small Japanese town near the Pacific coast in Fukushima prefecture, every child knows the distinctive FUSO Canter. "Iwaki-Go," a mobile library based on the FUSO brand light truck. With the help of this iconic vehicle a dedicated team manages to provide all age groups with interesting reading material, while at the same time offering a unique place for exchange and meeting.

The micro-library on wheels visits several dozen communities, schools and educational institutions scattered throughout the mountainous region each month.

The design of this particular FUSO Canter, customized for this special purpose, is imaginative and functional. The side walls can be opened and directly invite visitors to browse the shelves. Inside and out, the space is optimally used for storage, providing room for around 3,000 books for a wide variety of target groups. On the outside, the vehicle is adorned with a distinctive design that appeals to young and old alike. Cute figures adorn a hilly landscape reminiscent of the home of "Iwaki-Go." The vehicle is equipped with a loudspeaker and announces its arrival in small towns with music.

In March 2011, a tsunami triggered by a strong earthquake hit the coastal region of Fukushima, causing extensive damage to the Fukushima nuclear power plant. Iwaki, which is located 40km south of Fukushima, was not spared from damage. Although the town was far enough inland to avoid being directly hit by the tsunami, the violent tremors caused widespread damage to Iwaki General Library's stock and buildings. Just two months after the disaster, the mobile library resumed operations in May 2011, giving the population back an important part of their community life.

Workplace on Wheels

This vehicle takes flexible working into the heart of nature: the FUSO NOMADPro is based on the versatile chassis of the FUSO Canter. The designers of the Daimler Truck brand FUSO developed the prototype of a future-oriented workplace on wheels that enables flexible mobile working with proximity to nature. The FUSO NOMADPro combines a creative contemporary vehicle concept with traditional Japanese design elements.

The change in workplace culture, accelerated by the Covid-19 pandemic, is driving a redesign and flexibilization of work worldwide. Remote working and flexible working hours are becoming part of everyday life for more and more people. With the many benefits this change brings to individuals, mingling working time and personal life is also showing negative effects on both physical and mental health. As a result, many people are beginning to explore new ways to achieve a balance between work, leisure and personal well-being. The NOMADPro was developed to support people on this journey. It has been proven that spending time in nature has a positive effect on mental health, and regular outdoor exercise also promotes physical fitness. The FUSO NOMADPro enables working in direct contact with nature and opens up numerous new possibilities for contemporary, individual working models.

On the one hand, the wing body design demonstrates the versatility of the Canter chassis and the wide range of applications of the light truck, while at the same time opening up new possibilities for customization and use. The main feature is the retractable right wing, which enables a complete outdoor working experience. The interior is dominated by natural materials and Japanese design elements such as bamboo wood floors with tile inlays, natural wood surfaces and tatami style seats.

The vehicle is equipped with a stowable table and benches that provide a comfortable workspace for up to two people. Furthermore, the FUSO NOMADPro is equipped with a pull-out bed, a studio kitchen, a sink and a shower area. 



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Using Certified Retro-Reflector Markers To Improve Visibility And Safety



Every year in Malaysia, more than 6 000 people are killed in road accidents. Of the total number of road deaths, around 1 000 casualties are passenger car occupants and motorcyclists who are killed in road accidents involving heavy commercial vehicles. Based on the Malaysian Institute of Road Safety Research (MIROS) study of road accident investigation data involving lorries, rear-end collision was identified as the second highest percentage of crash configuration (28 percent) after side impact (44.5 percent). In terms of vehicle type, the MIROS study also shows that motorcycles and passenger cars are found to frequently collide with the rear-end side of lorries due to visibility issues.

There are many factors that contribute to the occurrence of rear-end collisions, and one of

them is related to visibility. A study conducted in Germany revealed that 40 percent of road accidents which occurred at night involved rear-end collisions. This is due to the limited visibility experienced by drivers at night, affecting them to slowly detect and identify the presence of vehicles in front of them. From the vehicle crashworthiness' point of view, studies show that rear-end collisions involving vehicles that were stationary or not moving are more severe than rear-end collisions with moving vehicles. This results from the amount of impact energy transferred from the stationary vehicle being higher than from a moving vehicle with the former causing worse or more severe collisions.

Visibility is a factor that also plays an important role for heavy commercial vehicles due to their large size and slower speed, which will make it difficult for other road users to identify the vehicles, especially at night. Visibility aids such as retro-reflector markers (RRMs) installed on the vehicle body are vital to increase its visibility especially for large vehicles (trucks and buses).

A study conducted by MIROS to identify the status of retro-reflector marker's (RRM's) usage on heavy vehicles in Malaysia revealed an alarming low usage rate of MS 828:2011 certified RRMs on lorries as well as on the market. The use of non-standard RRMs will reduce the effectiveness of the reflective tape's reflection and the effect is likely to increase the risk of rear-end collisions, especially during night or poor weather conditions. The MS 828:2011 (Road Vehicle – Rear and Side Marking – Specification) standard was developed by SIRIM in 2011 which is based on the UN104 (Retro-Reflective Markings for Heavy and Long Vehicles) regulation which came into force from 1 January 2012. The standard provides guideline to the industry on the right specification to follow with regards to RRMs.

On another note, a study done in Europe showed that the use of contoured RRMs on the sides and back of heavy vehicles can increase the visibility of the vehicle. Moreover, it can significantly reduce the reaction time of car drivers and making them

more alert to the presence of large vehicles or those that are slowly travelling on the road. Many established studies conducted overseas also support the effectiveness of RRMs in improving visibility and reducing the risk of road collisions between heavy vehicles and other vehicles.

The use of MS 828:2011 RRMs is strongly encouraged, especially for heavy and commercial vehicles carrying dangerous loads, particularly when driven at night or in bad weather situations. These RRMs with highly reflective materials could guarantee better visibility to other drivers if the vehicles broke down or stopped on road shoulders. Other road users will also be able to see or notice the broken down vehicles more clearly and brightly from a long distance. This is due to the reflection of light by the RRM which help to prevent collisions or unwanted road accidents. Studies have shown that the use of non-standard RRMs is ineffective and increases the risk of night-time road accidents.

Lastly, in order to enhance visibility and safety of heavy commercial vehicles transporting dangerous goods such as compressed gases and flammable liquids or solids, it is recommended to install contour markings on the vehicle's side and rear body. The superior quality of certified RRMs will translate into reduction in number of deaths caused by rear-end collision with heavy commercial vehicles. Thus, it is hoped that transport-related companies to use MS 828:2011 RRMs certified by SIRIM on their fleet for the safety of all road users.

This article was contributed by Ts. Aqbal Hafeez Ariffin, Ts. Mohd Amirudin Mohamad Radzi, Ir. Mohd Syazwan Solah & Ts. Ahmad Saife Salleh, who are Research Officers, Vehicle Safety & Biomechanics Research Centre (VSBC), Malaysian Institute of Road Safety Research (MIROS).¹





All on Board at CKJ Logistics

This transporter makes a case for the saying that it is better to have it and not needing it than needing it and not having it.

It was a quiet Friday afternoon when we met with the management of CKJ Logistics Sdn Bhd. As we found out, quiet is good as it means that all the tools and procedures they had put in place are working, making this operation a well-oiled machinery. Captain Guru and Captain Khoo, both CKJ partners, started the company after a long and illustrious career as captains at sea. We were also to learn that there is a connection between seafaring and road transportation. Their partnership is reflected in their company name.

“What we are doing here is just an extension of what we have been doing as captains at sea,” Captain Gurcharan Singh (Captain Guru) said. He himself used to handle ship chartering, while Captain Khoo used to be the “operations guy”. When working in MISC, they both handled chemical tankers. These experiences in logistics and chemical transportation eventually led to them joining hands, moving on, and starting their own business. A third colleague had just purchased a truck and with that first asset, the trio contributed in the growth of the business. Very soon they discovered that one challenge in road transportation is that one would have to downsize their processes. Instead of ten thousands of tons of goods, it become loads of 30 – 40 tons.

What they found was that the equipment had some similarities. Tanks are either coated or stainless steel. This gave way to the idea of using ISO-Tanks. “We did not want to use rigid tankers as we found them difficult to manage. Once you carry one type of chemical, the tank would have to be either cleaned or used for the exact same chemical again.” Captain Guru reflects that Malaysia does not have facilities to discharge the slobs from cleaning tankers within easy reach at all times. Using ISO-Tanks, this issue is eliminated as CKJ Logistics uses skeleton trailers to move the ISO-Tanks using 35 Scania trucks. The routes take the tanks to Kuantan and Singapore. “We are proud to say that we are among the first to be using this approach using the ISO-Tanks, saving on cleaning, eliminating contamination and reducing waste.”

Another advantage of using ISO-Tanks is that they are very safe. The tanks are encased in a steel frame to hold the tank and to connect to the trailer. In the unlikely event of an accident, impacts will be absorbed by the steel frame. The integrity of the tank remains, and spillage are highly unlikely. Although these tanks are rather expensive, they offer flexibility and compatibility between road and sea transport. While this method is not only convenient and safe, Captain Guru laments that more and more, trucker need to be highly alert on the road as other road users do not understand how trucks on the road behave and operate. “We have seen a trend with the increase of superbikes



on the road. They like to move into the slipstream of a truck and then slip out through the blind spots when they want to overtake or exit the highway.”

Pushing forward in the spirit of innovations, CKJ Logistics looked at the vehicles in order to make managing and operating them easier. Following the recommendations of Allegiance Malaysia, ABS and EBS was installed on their trailers. Captain Guru is viewing the relationship with Allegiance Malaysia as a technical partnership, not a supplier / vendor arrangement. Immediately after a trial the feedback from the drivers came in that the vehicles have become much more comfortable to drive. “Stopping distances shorted and the risk of jack-knifing was taken out of the equation,” Captain Guru explained about the addition

of technology that is costly and not mandated to use, but highly effective in reducing risks associated with road transportation of chemicals and gases. CKJ Logistics takes this very seriously as it is about the perception of an entire industry. Captain Guru simply asked what the perception is when there is an accident involving a truck. Surely, the general public will always assume that it is the truck that has caused the accident. Therefore, his company is deploying any and every tool they can find to improve road safety for the benefit of the driver as well as society as a whole. Although incurring extra cost and going beyond the mandatory requirements, clients have rewarded CKJ Logistics with increased orders.

Internal statistics of CKJ Logistics show that the number of near-misses has been drastically reduced. "These are the issues that nobody sees as they are not visible, as are accidents". Another interesting aspect of utilising modern technology is the reception of these gizmos by drivers. Younger drivers are, naturally, less experienced. However, Captain Guru found that youngsters are more receptive to the use of modern technology while older drivers may have the experience, but shun driver assistance systems, being somewhat set in their ways. Younger drivers seem to be more confident faster while older drivers may need to have a critical experience first before they trust modern technology. Seeing how technical innovations help CKJ Logistics a lot, management is very receptive to new ideas and trying out things. He asked what would stop others from using smart technical solutions, such as the Tailguard System from Wabco. This will make reversing easier and can prevent costly collisions at the loading bay. Admittedly, this is again an investment, however it would only take one potential incident to be avoided to pay for itself.

Overall, Captain Guru wishes that the industry would become more cohesive with the government looking at setting a minimum standard in accordance with the prevailing technical possibilities. Here, he said that we have older trucks on the road with drum brakes and newer trucks with all the finesse of ADAS but the trailers pulled by them lack ABS for instance. Many transporters are deploying technology that helps operators enhance road safety. "We are now monitoring drivers via monitors inside and out of the trucks, we have telematics to manage their behaviour. However, nobody pays a premium for a transporter to be special." To further enhance road safety, one would now require statistics and support from the regulatory bodies, not just technical expertise from vendors that offer sophisticated systems such as Allegiance Malaysia. For instance, there is no analysis if the reduction of maximum speed of 80 Km/h has resulted in any improvement of business performance. "For all we know, we could be using more fuel as we are not in the optimum band of revolutions or the best gear".

Not stopping after having installed ABS and EBS, Captain Guru and his team also looked at other areas that are suitable for improvements. He admits that not all installations of tools or innovations immediately translate into savings or



enhance profitability. Knowing that it takes only one truck to break down to cost a lot of money, the approach is to better be safe than sorry: Hengst's Blue.maxx is another item that has been installed on all trucks. It may take years to realise that there is an issue with an engine for instance and adding these on may have been prevented costly repairs. Repair and maintenance cost has shown to go down after CKJ Logistics has applied any possible enhancement. Being future-ready, the implementation of Biodiesel is also not an issue for CKJ Logistics as the Blue.maxx is able to deal with any additional water that may be present in the Biodiesel. It is the prevention of potential issues that is eventually enhancing the profitability of the operation.

Tanks are a passion of CKJ Logistics and they also looked at how the truck's tanks could be fitted with tools to streamline the operation. Theoretically, the air tank should be drained once a day as condensation forms, which can cause harmful corrosion. As drivers may forget this task or not see it as important, many a transporter has reported problems with their air tanks. Thanks to the Wabco auto valve for air tanks this step in the truck pre-drive inspection is now automated and won't be forgotten.

Having automated and fortified the operation against accidents and incidents, it is no wonder that Captain Guru can be relaxed, with a focus on the commercial aspect of the business. He and his colleagues know that they have in place all the safeguards that they need, although they may never need them. **F**





"As a pioneer in green logistics, we are excited to partner Michelin to trial its airless tires on our vehicles in Singapore. To drive sustainability efforts here, we have since converted 80 vehicles in our ground fleet to electric vans. This collaboration marks another milestone for us as we set out to green our last mile operations and achieve net-zero carbon emissions across the DHL network globally," says Christopher Ong, Managing Director at DHL Express Singapore.

"Michelin UPTIS is a major breakthrough innovation in the tire field. This is a result of some fifty patents linked to the tire's structure and high-tech materials. It demonstrates Michelin's capacity for innovation in favor of safer mobility that is better for the environment. We are delighted that DHL is trusting Michelin to equip its fleet with the very first Michelin UPTIS tires, marketed one year ahead of schedule," declared Bruno De Feraudy, Director of OEM activities for the Michelin Group.

Airless technology is the key to Michelin's vision of a fully sustainable tire by 2050. Today, 20 percent of tires are scrapped prematurely due to flats and blowouts (12 percent) or irregular wear and tear caused by poor tire pressure (8 percent). Based on internal research, Michelin projects that UPTIS airless technology could prevent premature scrapping of up to 200 million tires a year worldwide or 2 million tons of material – a material savings roughly equivalent to the weight of 200 Eiffel Towers. ⁷

Michelin Trials Uptis with DHL Express



Thanks to a partnership between DHL and Michelin, Michelin's airless prototype tire, has taken another step forward. One year ahead of schedule, the very first Michelin UPTIS tires are now marketed in real-world conditions.

The Michelin UPTIS prototype is a puncture-proof wheel/tire assembly with no compressed air and is intended for cars and light vans. The air has been replaced by a revolutionary structure capable of supporting the vehicle. This ensures the wheel's robustness and guarantees driving comfort and safety. It was designed as a plug-and-play solution that allows users to drive conveniently and not worry about road hazards impacting the tires. It also limits the number of tires scrapped due to punctures.

With the Michelin UPTIS tire, DHL can optimize its fleet's productivity and ensure business continuity, as tire pressure issues and punctures are eliminated. This will lower the frequency of tire replacement, leading to less wastage.



Taking It for a Spin

When a new truck is introduced, media and operators are oftentimes invited to a test drive. Trucks are complex vehicles and just a brochure won't be able to give an impression of the capabilities of the truck. Neither can a description on a website convey how the inside of a cab feels nor how the workstation of the trucker compares to an older version or that of a competitor. A test drive is typically one way of convincing a potential client to trust in the truck as an asset to generate income.

However, test drives come in many shapes and forms. A tricky one, to give an opinion on the vehicles' capabilities is the one in the parking lot of an exhibition hall. The vehicle(s) readied for a close inspection may not be fully loaded and within the confines of the space, it won't reach cruising speed. Neither will the vehicle go enough distance to measure fuel consumption, impact of noises on the driver or other factors. For a first impression, this is a very good option, but it is most likely a situation far away from the reality of transportation.

In Europe, it is not unheard of that an operator will be loaned a truck to try for an extended period. This is possible because the legal framework allows for the truck maker to register vehicles without having to have a transport licence as is required in Malaysia. This way, the operator can try the vehicle in real life conditions. Given the myriads of options modern trucks come in, the vehicle tested may differ from the one eventually ordered, but such practice should provide solid insights into the suitability of the vehicle for any given operation. There are a few vehicles that I can drive with my passenger car licence here in Malaysia and having had the opportunity to drive them for a couple of days has certainly been more fun and provided more insights.

Also very popular in Europe are test drives whereby a committee would drive a range of vehicles for different OEMs. Pitting the trucks against each other in a controlled environment will allow for the test drivers to evaluate the vehicles under conditions as identical as possible to have an apple-to-apple comparison. The outcomes are typically celebrated and some of the tests even yield trophies for the winning brand. Coordinating such a shootout is tricky as there needs to be a set of rules in place as one does not want a rigged truck to be entered into the competition and the judges also need to be neutral. In Malaysia, we have yet to do such a trial, but we are ready for it; the market has been asking for such a direct comparison.

Recently, a Japanese truck maker took a vehicle all around Australia. Such a drive would take about a month and clocks in around 15 000 kilometres. During such a test drive, the truck maker would surely have a few data points to look at. Here, one could add a stop for a service and see how a dealer performs when having to service the vehicle. This would not just put the vehicle to the test, but also the all-important service network.



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Looking at test drives, one must not forget that the vehicles we can purchase have already undergone rigorous testing of hundreds of thousands of kilometres. During the development of a new vehicle, truck drivers can offer valuable insights and with the last couple of truck launches the changes made based on such input was emphasized. For instance, the position of the drivers' seat is one design aspect that is highly influenced by these test drivers. Recently, the Tesla Semi has been criticised for its single seat being placed in the middle of the cab as this makes overtaking difficult; the driver does not have a good line of sight, being too far away from the middle of the road.

What is interesting for me to see is that it is typically the fleet operator / owner that is being invited to a test drive. However, the driver is most likely someone else that would then have to steer the truck that the boss bought. Some drivers I speak to tell me that there are significant differences between the brand and picking the right vehicle for the mission is crucial. **F**

Valeo's Innovations at the Heart of Transformation of Mobility in India

From January 12 to 15, 2023, Valeo took part in the 16th Auto Expo 2023 Components at Pragati Maidan in New Delhi, India, showing innovations were at the heart of the acceleration of the Indian automotive market, as well as the revolutions taking place in the world of mobility. They are characterized by the transformation of engines, the emergence of new vehicles and increased safety.

In India's capital city, the Group was demonstrating its latest technologies in the fields of greener, safer, and smarter mobility with a special focus on the four pillars of its Move Up Strategy:

1. Electrification Acceleration: Scalable systems for electrification, from 48V to high voltage, optimized battery thermal management systems for fast-charge and ultra-fast charge EV, quiet and highly efficient cabin thermal management. Our solutions for high voltage for 4Wheelers and 48V for Small mobility (2Wheelers, 3Wheelers, and new mobility providers)

2. ADAS Acceleration: The widest portfolio of sensors in the industry, including the next generation of cameras, radars, designed to enhance vehicles' safety through driver assistance technologies. Fully automated parking solutions. With the most advanced and complete sensor-set, combined with next generation domain/zonal controllers – a unique software architecture with AI based algorithms, Valeo provides breakthrough safety, comfort and convenience.

3. Interior Experience Reinvention: Will reinvent life on board offering a new level of comfort, safety, and immersive experience.

4. Lighting Everywhere: Innovations in high-definition lighting, communicating signalization to support drivers in their task of driving. 

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AVK Prize for Innovation 2022

LAMILUX SUNSATON also impressed the jury of the AVK Innovation Prize. LAMILUX has won first place in the "Innovative Products and Applications" category. The UV protection technology integrated into the GRP material is much more durable due to 20 times better UV resistance, requires less care and thus also increases the resale value. In addition, the jury of the industry association Verstärkte Kunststoffe (Reinforced Plastics), or AVK for short, were convinced that LAMILUX attaches great importance to production carried out in a resource- and energy-efficient as well as environmentally friendly manner.

German Design Award 2023

All good things come in threes: The German Design Award also crowns the world's most UV-resistant GRP face sheet with the "Special Mention" in the "Excellent Product Design" category. For 10 years, the German Design Award has been honouring products that are pioneering in the German and international design landscape. The German Design Award is one of the most prestigious design awards in the world and enjoys a high reputation far beyond expert circles. Anyone who triumphs in the face of high-calibre competition has successfully shown that they are among the best. 

Triple Award for GRP Gelcoat Technology LAMILUX SUNSATON

Over the years, UV radiation can severely clog glass-fibre reinforced plastic (GRP), which is used as a surface in the commercial vehicle and motorhome sector. LAMILUX has the solution for this problem in outdoor applications. The innovative LAMILUX SUNSATON gelcoat technology provides GRP face sheets on side walls, roofs and doors with long-lasting UV resistance and extreme colour and gloss resistance.

The innovative gelcoat technology features 20 times better UV resistance than the gelcoats currently available on the market, broadens the horizons in terms of image, appearance, care and

value and makes investments look like new, even after decades in the sun. This in keeping with the motto SUNSATON OVER GENERATIONS.

German Innovation Award 2022

LAMILUX's new development won the German Innovation Award in the middle of 2022, just after it came on the market. The German Innovation Award honours innovation achievements whose added value breaks new ground. The focus is always on the user experience: Solutions that make our lives better and contribute to a better future. The renowned award jury named LAMILUX SUNSATON "winner", as the new technology provides advancement

Truck Mounted AWP Rental in India

Hanni Cranes is a premier hydraulic crane rental and erection services provider in Karnataka, India. It was founded on August 30, 1998, with Prakash Lobo as its promoter. It is one of the few crane services in Karnataka at the time that offered fully hydraulic mobile cranes to its valued customers and has now a fleet size of 300 Units in total. They take pride in the calibre of their employees, especially the operators, safety standards, craft knowledge, and selected equipment.

To handle the job at heights, they originally used a self-propelled boom lift and transported this equipment from one location to another via a trailer which is very cumbersome and time consuming. Time is money, and since the waiting time of a Truck Mounted AWP is negligible, it saves lot of money, and the utilization time is very high. As a result, they started getting work orders for long term contracts for such AWP's instead of self-propelled units.

They started with the idea of looking into this business as on-road vehicle equipment rental for hourly and daily basis after purchasing a Palfinger P240A Truck mounted AWP since the AWP is mounted on an LMV (Light Motor Vehicle with 7.2 Ton GVW truck) with a 5-meter length. They started getting short-term and long-term contracts which works well as required revenue is guaranteed and management of the fleet for this combination is the skill that they have gained over time.

With their first P240A AWP in 2017, the market's ongoing demand has driven this to now six units of Palfinger AWP. They also have ordered 4 units of P240A and 2 units of P280A which is to be delivered in 2023. They also look to add other Palfinger products to their fleet on regular intervals and are highly satisfied with their partnership our team in India. 

A Malaysian First: Tadano Skylift Installation onto Locally Assembled Truck



After many discussions and visit by Tadano over the years, they finally approved the skylift to be installed locally onto a local chassis starting from 2022. Therefore, it is with great pleasure that Multico, together with CME, managed to sell six units of the Tadano AT220TG mounted on Hino trucks to a prominent city council here in Malaysia.

The advantages of using a Tadano skylift are their high level of safety for the operator as well as buildings and structures close to the skylift. There are many safety features incorporated into the Tadano system that prevent collisions. Operators praise the Tadano skylifts for its ease of operations with just a single switch and self-stowing actions.

With Tadano's track record on safety features, reliability, durability and ease of maintenance, coupled with the rising emphasis in workplace health and safety, Multico is confident that the Tadano skylift, mounted on locally assembled chassis, will be favourably accepted by the market and other city councils in Malaysia. **F**

Multico (M) Sdn Bhd has been a sole distributor for Tadano Ltd, Japan for about 30 years. The company's main focus is the supply of mobile cranes to private companies, oil and gas sector and government departments.

However, due to the strict policy of Tadano for safety reasons and quality control, the Tadano skylifts were previously only allowed to be sold as a complete unit, including the truck, CBU basis to Malaysia.

Knorr-Bremse Invests in Chinese E-Motor Specialist Bobang

Knorr-Bremse, the global market leader for braking systems and a leading supplier of other rail and commercial vehicle systems, has invested in Chinese e-motor supplier Bobang in return for a minority stake of around 13 percent. The investment further strengthens Knorr-Bremse's position as a leading supplier of braking and steering systems for commercial vehicles by increasing the company's e-motor competencies and making it even more cost-competitive.

"We're delighted to announce our partnership with Bobang. By investing in Bobang, we're pursuing sustainable development through our bolt-on M&A strategy. Essentially, we're responding to the automated driving and e-mobility industry trend by further enhancing our e-motor capabilities," explains Bernd Spies, Member of the Executive Board of Knorr-Bremse AG and responsible for the Commercial Vehicle Systems division. "Together with Bobang, we're strengthening our resources for developing new e-mobility products so we can offer cost-competitive solutions to our customers worldwide. This investment is also an excellent demonstration of our long-term commitment to and confidence in China."

Bobang's Vice President for Research & Development Changri Ke adds that: "As investee and partner, we're very excited to be engaging in this strategic venture with Knorr-Bremse. It will allow us to further expand our e-motor

portfolio and related applications. By combining forces, we can leverage a powerful combination of cutting-edge technology and outstanding manufacturing expertise to deliver best-in-class but affordable products to customers in the automotive industry – not just in China, but around the world."

Taking advantage of long-term business opportunities is just one of the ways in which Knorr-Bremse stays active and resilient. The partnership between Knorr-Bremse and Bobang will help both companies to further enhance and accelerate their response to the electrification of commercial vehicles. At the same time, the partners will be able to leverage their combined strengths to address the associated challenges. **F**

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