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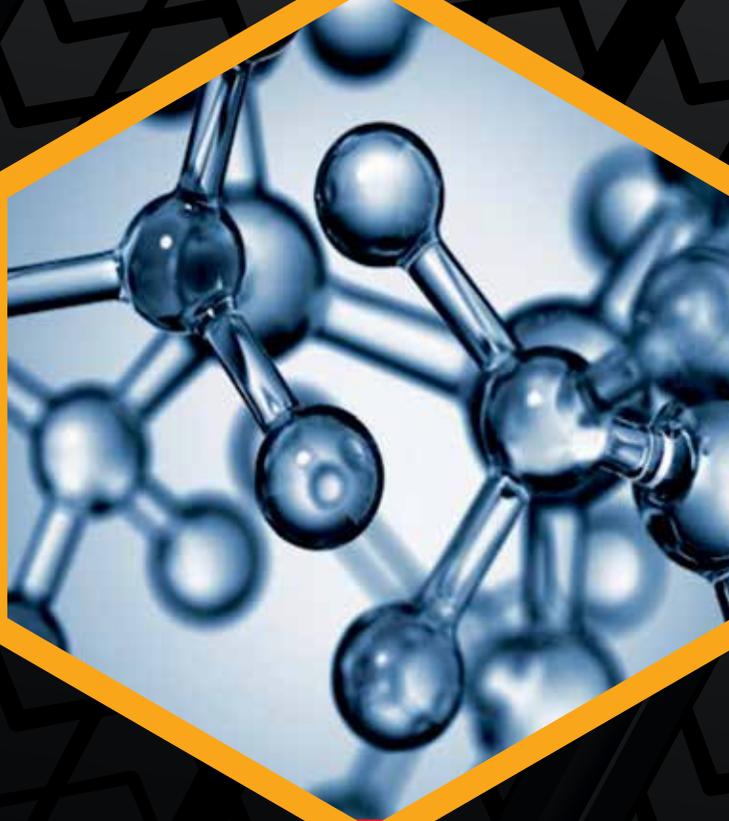
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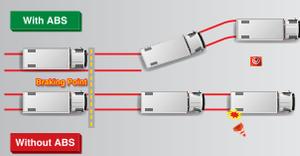
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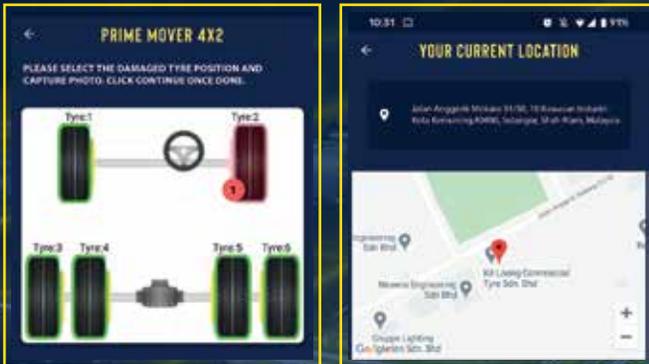
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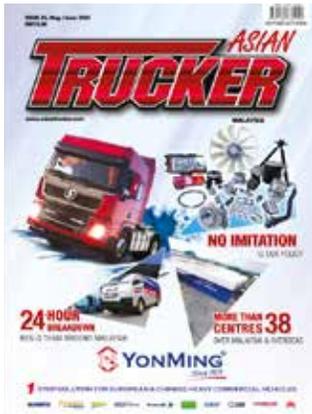
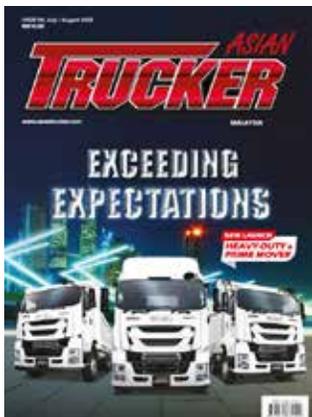
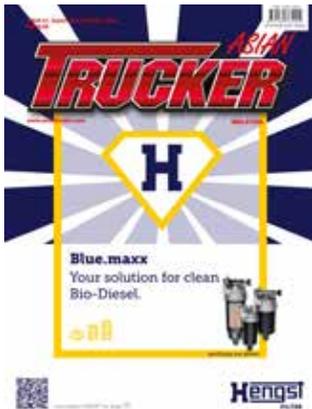
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Addressing the Risks in Transportation

Every industry has a set of specific risks, some of which are very specific. For instance, a rubber shortage impacting tyre manufacturers may have little or no consequences for vineyards. Many decisions require assessments of risks. And even though we try to make decisions as informed as possible, there are always unknown factors that can have a bearing on our dealings down the road. Looking at the content of this issue of Asian Trucker, I can see a lot of risk management happening in the transport industry.

A little drop of lubrication could have a huge impact on the performance of a vehicles. Without proper lubrication, the risk of damage to the machinery is increasing, putting the asset at risk. Buying fake or counterfeit products could look like a good deal, but is inherently risky. When it comes to operating machinery such as trucks or construction equipment, the assets may seem solidly build, however they are becoming prone to breakdowns if risks are taken.

The purchase of certain brands is oftentimes associated with risk management. As the saying went, nobody ever got fired for buying IBM. The purchase of the right brands also manages personal risks, namely that of the staff handling the processes.

New technology requires careful evaluation of all risks involved. The introduction of electric trucks brings with it a set of new considerations. As one example, one needs to address the risk of running out of power when on the road. How will the vehicle then be mobilised again? In the workshop, staff needs to be trained as electricity can be deadly when mismanaged. Having spoken to a number of transporters, they are evaluating electric vehicles with an eye on the timeline for better battery technology. Some may not want to risk the switch as of now as they expect prices to drop, technology to improve and infrastructure to be put in place.

A certain risk is also attached to the timing when transporters replace their vehicles. Especially now, when the supply chain is seriously strained, the placement of an order needs to be timed carefully. With current delivery times for commercial vehicles, the penned-up need for transport capacity might have vanished by the time the truck arrives, rendering it idle and not profit generating while the loans will still need to be serviced. In our Malaysian market, selling off an unused vehicle is not easy as permits are to be required first and convoluted paperwork is in the way of a quick transaction.

Most of the time, risks can be minimised though by simple steps to be taken. Most often, operators will tell me that a five-minute check before starting a drive would take care of most issues that could negatively affect the operation. With modern solutions that predict the need to service a vehicle on time and ahead of costly stops, it is made easier to manage the risks of breakdowns. Typically, it is a small component that fails that leads to the loss of income much larger than the failing part. While all the technology will not be able to drive down risk to zero, it can be a great help though to reduce risk as much as possible.

The risk factor hardest to manage in the entire eco system might be the humans. Being imperfect, we sometimes make the wrong decision, change our mind or act against our better judgement. No matter how ridged the processes or sophisticated the rest of the operation, something unexpected, like a day of sick leave needed, might throw a spanner into the works of an otherwise well-oiled machinery. A tricky peculiarity of risk management is that oftentimes we can only address a certain risk in forward looking procedures once an event has happened once. Who would have thought that a conflict half around the globe would impair the production of glass? While we can certainly think of a number of predictable risk factors, some will forever remain unknown until they happen.

Drive safe and reduce risk,

Stefan Pertz
Editor, Asian Trucker



Or as we say - Six persons can easily fit

MAN Malaysia Introduces More Spacious, All-new TM Cab

All-New MAN TM Cab Dimensions



MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) has announced that customers can now choose the taller and more spacious, driver focused, TM Cab as an option. Until now, the standard height TN Cab has always been preferred by the Malaysian market due to its flexibility. Its compact and weight-saving design makes it suitable for a wide range of applications such as tankers, silo and container prime movers or for hauling timber and heavy construction materials on typically narrow Malaysian roads.

The All-New TM Cab has the same exterior width of 2 240 mm and length of 2 280 mm as the TN Cab but stands taller at 2 035 mm compared to the latter's 1 737 mm.

Inside the cabin, it is where the additional height counts. An additional 280 mm of headroom translates into more space for upright standing, ease of movement and stowage and a more

comfortable resting area at the back. This is important as the cab is both a workplace and living space for truckers. It is where they spend hours on the road and retreat to after work, especially on long-haul trips.

MAN Malaysia Managing Director Andrew O'Brooks said that the All-New MAN TM Cab was yet another market-driven offering from the company as it continues to drive change towards the future. "It has been almost a year since we took the lead in the sustainability journey with the bold introduction of our New MAN Truck Generation with EURO V engines as standard here in Malaysia when no other manufacturer dared to. On the global stage, MAN is also charging ahead with our all-electric large series MAN e-Truck set to debut just two years from now.

While we are actively shaping the transition to sustainable and climate-neutral mobility with high technology

products, we remain committed to continuously innovating and improving our conventional products to meet the 'real world' needs of the transport industry today. The All-New MAN TM Cab offers all the advantages of the TN Cab and now fulfils the needs of the most important element in the logistics chain: the driver," he said.

O'Brooks said that MAN clearly understood the need to provide the right solutions to help transporters recruit and retain drivers with the industry facing an acute shortage in the area. "Truckers have a very challenging job; they work with big machines, have to comply with various regulations and limitations, are often under time pressure, and are exposed to a lot of stress in road traffic on a daily basis.

The Excellent Driver Fit philosophy that guided the development of our New MAN Truck Generation extends to beyond creating a comfortable and ergonomic cabin. A whole list of state-of-the-art driver assistance and safety systems keeps truckers safe every time they are on the road in a MAN Truck," he said.

Some of the Advanced Driver Assistance Systems (ADAS) that are available either as standard or optional in every New MAN Truck Generation include Lane Guard System (LGS), Lane Departure Warning System (LDWS), Tyre Pressure Monitoring (TPM), Emergency Brake Assist (EBA), Electronic Stability Program (ESP), Assisted High-Beam Headlight and Automatic Wiper System, Side Camera System (SCS) and 360° View Assistance (Bird View), Adaptive Cruise Control (ACC), Continuous Damping Control (CDC) and MAN BrakeMatic. 



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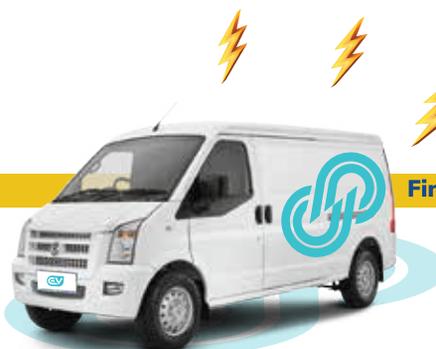
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Isuzu's New-look Outlet Now Open



Isuzu Malaysia unveiled its new retail outlet design today following the official opening of the Autoexec Corporation 3S Centre in Kuala Lumpur. Sporting a bolder and more vibrant facade with a distinctive logo tower, the new outlet design offers potential buyers and customers with a more distinctive and recognizable venue for their Isuzu needs.

Speaking at the official opening, Chief Executive Officer of Isuzu Malaysia Shunsuke Okazoe said that the new design was aimed at elevating Isuzu's presence while offering customers a warmer and more inclusive environment.

"This new outlet features a strong brand image to reflect the changing outlook of Isuzu's retail business. The modern design elements and improved facilities are designed to ensure customers not only purchase the best products, but also receive a corresponding sales and after-sales experience under one roof," said Okazoe.

The new Autoexec Corporation Isuzu 3S Centre sits on a 1 400 square-metre plot on Jalan Jinjang Permai in the northern fringes of Kuala Lumpur and offers a full range of Isuzu products and services ranging from the Isuzu D-Max pick-up trucks to light-, medium-, heavy-duty lorries and prime movers.

Its showroom features an air-conditioned interior where pick-up trucks are displayed and a sheltered foyer where lorries can be viewed in comfort. The outlet also boasts of a spacious service centre that can accommodate up to four light-duty vehicles and two medium-duty trucks simultaneously. Customers bringing their vehicles in for after-sales attention can enjoy refreshments in the comfortable lounge as trained technicians care for their Isuzu vehicles.

New Isuzu outlets will soon be distinguishable with Isuzu logos featured prominently on the front of the building as well as on a logo tower at the outlet entrance. 3S Centres, particularly those that offer truck after-sales care will feature a spacious forecourt for ease of parking and manoeuvring.

Inside, the new outlets will take on a more charismatic appearance with distinctive features to logically guide visitors through the outlet.



Among the main distinctions include

- Welcoming façade & friendly reception area
- Cozy lighting and inviting ambience
- Merchandise corner for Isuzu enthusiasts
- Environmentally friendly digital information panels
- Dedicated delivery bay for pick-up trucks
- Spacious & modern display areas including hero car viewing space

The Autoexec Corporation outlet in Kuala Lumpur will be the first outlet to feature the new outlook with others around the country following suit. The entire transformation exercise will take approximately two years to complete with the entire network expected to showcase the new identity by December 2024. **F**

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ANGKA-TAN MOTOR SDN BHD (85810-A)
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HINO Officially Opens New 3S Centre in Kota Bharu

The New Hino 3S Centre is operating in Kelantan to serve the growing demand and provides top-notch vehicle services in Kota Bharu area.

Hino Motors Sales (Malaysia) Sdn Bhd (HINO) has officially launched a new 3S centre, operated by Soon Seng Motors Enterprise (1988) Sdn Bhd (SSKB), situated in Tunjong, Kota Bharu a strategic area to provide good accessibility and more convenience to the customer in Kota Bharu and its surrounding area.

SSKB has invested around RM2.0 million for their newly upgraded 3S Centre that spans to 1.5 acre covered workshop area and is equipped with the latest facilities that is comply to HINO standard. The facility is equipped with six service bays which and fifteen repair bays. Capacity is eight to ten units per day or 210 units per month.

Customers can also enjoy a variety of amenities in the new HINO 3S centre such as comfortable lounges, complimentary Wi-Fi services, free flow of refreshment and beverages. Soon Seng Motors Enterprise (1988) Sdn Bhd also offers convenient services for customers including service maintenance and repairing, PUSPAKOM arrangement on a weekly basis, 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) and Joe Lee, Managing Director of SSKB.

Soon Seng Motors Enterprise (1988) Sdn Bhd

Originally involved in vehicle sales only from 1975 until 2010, SSKB officially become a HINO 3S Centre in 2012. Years on, SSKB has grown from strength to strength in establishing themselves as a HINO 3S Centre based in Kelantan. Since then, they progressed and have become the 2nd runner up overall in the HINO Total Support Contest 2020, and their latest achievement includes 1st Runner up in Top Growth Sales 2021, 1st Runner up in Excellent Dealer Award 2021 and 1st Runner up for Dealer of the Year Award 2021. These achievements and recognitions have proven their rapid progress and commitment to strengthen their dealership abilities in customer satisfaction enabling them to retain customers in their established work.

Commenting on the newly launched 3S Centre, Uchiyama said, "We appointed SSKB outlet as HINO Authorized 3S centre to offer a one-stop solution under one roof to our customers especially in Kota Bharu, Kelantan. This one-stop solution will help us in moving closer to our goal, which is not only to develop

products which are perfect fit for each customer's business, but also to 'Maximize vehicle Up-Time' and 'Minimize Vehicle Life-Time Cost'".

"We always practice a customer-centric approach in our mind, where we aim to provide the best, most convenient access and services to customers. We believe this new 3S centre is convenient and strategic for the customers making inquiries about the latest HINO models, vehicle body work, and attaining after-sales services and genuine parts supply," he added.

Collaboration With The Red Warriors
There will be a collaboration between HINO and Kelantan Football Club, commonly known as 'The Red Warriors' (TRW). For the upcoming 2023/24 Malaysia Super League season, HINO will be TRW's strategic partner, being a sponsor for TRW. By endorsing TRW, HINO will help TRW achieve their goals to uplift the local football industry and creating a positive impact throughout the upcoming season. It will not only be a mere sponsorship, but focus is on the development of future talents and investment into the improvement of TRW.

3S Centre in Kota Bharu, Kelantan

SSKB believes that the new 3S Centre location will give a new advantage to increase HINO's sales volume and brand awareness, delivering high-quality products and excellent services, and keeping on improving customer satisfaction. The new 3S Centre is strategically located near a highway, therefore it is easy for customers access their new 3S Centre. This will speed up the provision of assistance in case of breakdowns along the highway. The new 3S centre is situated in Kota Bharu, at PT 1346, Jalan Pasir Mas, Salor, Kg Gaung Kota, 15100 Kota Bharu, Kelantan and opens on Saturday to Thursday from 8:30 a.m. to 5:30 p.m. 





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Bills Logistic Subscribes to Scania Total Solutions for their XT Delivery



Scania handed over six units of G460A6X4NZ Scania New Truck Generation (NTG) XT with Repair & Maintenance Contract and Financial Services' Hire Purchase and Insurance to Bills Logistic Solution Sdn Bhd (Bills Logistic). Bills Logistic will enjoy the best reliability, fuel-efficiency, reduced CO2 emission, increased frequency of payload and uptime. Heba El Tarifi, Managing Director, Scania Southeast Asia, handed the key to the XTs to Chiew Keng Kah, Managing Director, Bills Logistic.

Of the six delivered Scania NTG XT are two units that are on Operating Lease (OL). The OL is one of the newer solutions as part of Total Solutions services. Recorded as the first Scania OL for the Heavy-Duty Commercial Vehicle in Malaysia, it will give Bills Logistic better profitability due to lower monthly cost. Instalments are generally lower than a standard Hire Purchase Agreement. Little or no upfront cost required to start operating these two NTGs. Since the asset is under Scania Credit instead, no depreciation will be costed-in and the monthly payments are considered operating expense and tax deductible.

The remaining four units are backed by Scania Credit's Hire Purchase that give Bills Logistic a comprehensive logistical solution for a total peace-of-mind. Bills Logistic will also realise profitability immediately with fixed and predictable

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

The NTG XT is also designed and engineered to give Bills Logistic better fuel efficiency and lower CO2 emissions as it is equipped with advanced powertrain and aerodynamic solutions that gives 3 percent improved fuel economy. The pre-set Economy Mode default, in Bills Logistic's NTG XT that comes with Opticruise, saves even more fuel. The Fleet Management System Control 10 gives Bills Logistic a lot more of both information and insights. From core necessities like real time positioning of the XT, via vehicle performance, environmental reports, service planning and defect reporting all the way to driver evaluation which will help Bills Logistic to quickly identify potential vehicle usage improvements that could be achieved via driver training and coaching.

The Scania NTG XT stands ready to take on the toughest challenges. It can be tailored to withstand

challenging surroundings, securing uptime and boosting productivity, in order for Bills Logistic to run a profitable operation. Driving an XT truck indicates true quality and is a sign of robustness and power. The XT steel bumper provides excellent protection for the components at the front of the vehicle, reducing unwanted downtime and costly cab and chassis repairs while improving mobility with its larger attack angle. The Scania XT is fitted with headlamp protection and integrated fog lamps in the bumper. When driving in rough surroundings, having dependable lights that do not break makes a big difference. The readily accessible towing pin at the front provides a 40-tonne towing capacity, the strongest on the market. It enables the vehicle to be quickly pulled out of trouble, even without unloading its cargo. The robust XT mirrors have a rugged, patterned surface that is scratch-resistant, helping the mirrors retain their high quality over time.

Safety comes standard with the Scania XTs 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.

"I have been using Scania Trucks since 2012 and will certainly vouch for their reliability. With the New Truck Generation XT series, I will enjoy the best fuel-efficiency, reduced CO2 emission, increased frequency of payload and uptime. The XT is the toughest truck money can



buy, and it comes with so many features that will benefit my operation consistently," stated Chiew. Bills Logistic is a trusted logistics partner with offices and hubs strategically located in various parts of Malaysia and Singapore. With a dedicated team that commands more than fifteen years of experience in the logistics and transportation industry, they are accordingly well-equipped with a reliable fleet of more than 30 well-maintained Scania trucks. Since 2007, they have been providing prompt quality transportation capability to the satisfaction of their network of reputable customers.

"We are glad to be one of the driving factors for Bills Logistic's expansion plans. Our R&M and Scania Financial Services will continue to enhance Bills Logistic business further into the arena of sustainability and profitability that they have been enjoying over the last two decades. Let it be known that Scania will always have Bills Logistic's back, especially with our after-sales services and the 24/7 Scania Assistance," stated El Tarifi. **T**

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Truck Solutions Upgrades to HINO 3S Centre

Hino Motors Sales appointed Truck Solutions, as its newest authorized 3S - Sales, Service, and Spare Parts centre.

Strategically situated in West Port area, this new 3S centre by Truck Solutions Sdn Bhd aims to provide total support to customers of Hino Motors Sales (Malaysia) Sdn Bhd (HINO), especially those operating in logistics & transport services. The opening was officiated by HINO Managing Director, Atsushi Uchiyama, and Truck Solutions Executive Director, Edward Tan Kim Siong; the event was witnessed by management members from both companies as well as invited guests from the transport industry.

First 3S Centre in West Port

HINO has staked the claim to always care for customers' business and always aim to be the customers' best business partner by providing best-fit products and total support. HINO's fundamental of "Care for Customer" is not solely covering customers themselves, it is indeed related to customers' operations, which extends to HINO's customers' customers.

Looking at the high numbers of Units in Operation (UIO) in Port Klang, HINO has set its business plan to open at least one 3S centre in West Port as it is a multi-cargo terminal located in Pulau Indah which handles all types of cargo in containers, breakbulk, dry bulk, liquid bulk, vehicles (roll-on roll-off) and other conventional cargoes.

Commenting on the newly launched 3S centre, HINO Managing Director, Atsushi Uchiyama said, "Port Klang was listed as our targeted area as it is the main trade route for import and export in Malaysia and there are high numbers of trucks passing in and out of this area. We see the need for authorized 3S



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centres or one-stop solutions to support customers as well as to ensure the quality of Hino products and promise genuine parts supplies.”

The new 3S centre’s facility is equipped with 27 service bays which include 10 trailer bays that fit 20-foot and 40-foot trailers, and two tyre fitment bays to provide tyre-related work. Besides its vast space area of 1.5 acres, customers can also enjoy a variety of amenities, such as a comfortable lounge, complimentary Wi-Fi services and free flow of refreshments. Truck Solutions also offers convenient services for customers including maintenance and repair, weekly arrangement of PUSPAKOM inspections, on-site inspection, and 24-hour towing truck services.

Truck Solutions’ History

Formerly known as VM Fleet Management Sdn Bhd, Truck Solutions Sdn Bhd was established in the year 2007. Truck Solutions has been in the business of heavy-duty prime mover services since then, providing one-stop service solutions to the haulage industry.

Truck Solutions started its partnership with HINO in 2020 as the first HASO (Hino Approved Service Centre) and has proven its reputation with a proven service record. It is now appointed as one of Hino’s authorised 3S Centres. “Besides its strategic location in the Port Klang area, Truck Solutions has more than 10 years experience in truck servicing and their facilities meet our requirement to be a Hino authorized 3S centre. We did not hesitate to appoint them as our new 3S, based on their excellent record track as our HASO over the past two years,” said Atsushi Uchiyama

By strengthening HINO’s presence here, Truck Solutions Sdn Bhd will be making a mark in the Pulau Indah to increase HINO’s 700 Series Prime Mover sales with delivery of high-quality products and excellent services and to keep improving customer satisfaction and increase sales as well.

Echoing this, Tan, said that it is a new milestone for Truck Solutions Sdn Bhd having serviced the haulier industry for more than 14 years. “With all of these facilities at our disposaal, we only have one goal in mind, which is



to keep all our customers’ trucks on the road with low maintenance cost. And we believe that the Hino prime mover, as a workhorse for hauliers, is aligned with this goal.”

“Today we are turning our workshop into a 3S Center to continue serving the industry. Hence, we are delighted to introduce the Hino Prime Mover to all our customers, especially the 700 series,” Tan continued. He likened the Hino prime mover to the “Toyota Camry” of trucks: it gives you value for your money. According to Tan, the HINO 700 series is economical to use when compared to European trucks. With a 410 Hp engine it is powerful enough to haul containers. “Remember we used to have 360 Hp European trucks to haul our containers. Now HINO’s 4x2 comes with 380 horsepower and a chassis designed to operate up to 55 tonnes. Whereas the Hino 6x2 comes with 420 horsepower and a chassis is designed to operate up to 66 tonnes,” Tan pointed out.

Hino prime movers come with 100 000 km free service program and 24 months unlimited mileage warranty. “What more do you need? It’s a CBU unit made in Japan. A quality that you can assure of and trust.” In addition to the robust vehicles, HINO customers can also hold the brand to its promise of Total Support, based on two fundamental values – ‘Maximize vehicle Up-Time’ and ‘Minimize Vehicle Life-Time Cost’. HINO provides both theoretical and practical driving training for truck and bus drivers at Hino Total Support Customer Center (HTSCC) in Sendayan.

Tan also had a special offer for members of the Association of Malaysian Hauliers: for the grand opening HINO was offering up to RM50 000 discount and for those who signed up five units of the 700 series, will visit the Hino factory in Japan in the year 2023 (Terms and conditions apply). **F**

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MIROS' Reminder to Nurture a Safety Culture

The annual seminar reminded operators about the need to instill a safety culture beyond legal requirements.

Hosted by MIROS (Malaysian Institute of Road Safety Research) on 11 October 2022, the Heavy Goods Vehicle Safety Seminar (HGVSS) 2022, offered insights into the current state of road safety initiatives in the country in the context of the post-pandemic economic situation. While the transport sector has been instrumental in keeping the economy going, road safety will now have to be put back into the spotlight as the efforts to keep us safe and healthy are shifting back.

Globally, road safety is a crucial topic. With 1.35 million fatalities, accidents in road traffic are the 8th leading cause of death as a result from accidents. It is also the number 1 cause of deaths among children aged four to 14, while 54 percent of the fatalities are pedestrians, cyclists and motorcyclists. Every 24 seconds, someone dies on the road. Which means that by the time you have finished reading this article, eight people would have died. Globally, the loss in GDP amounts to three percent from the fatalities on our roads. Interestingly, the relative number of fatalities during the pandemic has increased, which may be puzzling as countries were in lock-down. However, with less traffic, speeds increase and thus, accidents are more severe when they occur.

The main factors contributing to accidents are driver fatigue, insufficient or wrong driver education, speeding, lack of awareness of road safety issues, impaired driving, work schedule and expectations, and skills shortages. Overloading, improper load balancing, roadworthiness of vehicles, technology, lack of safety features, and lack of maintenance are further contributing factors. Lastly, road conditions also play a role in the prevention of accidents. Statistics presented by MIROS during the seminar clearly indicated: there are fewer accidents with heavy goods vehicles, however, because of the dynamics, a crash involving a HGV is more likely to be fatal.

Making a case for road safety, a presentation on the connection between profitability and a safe fleet highlighted how, with a mindset shift, the expenditure for road safety is no longer a cost. Instead, it can improve the bottom line when factoring all downtime, loss of capabilities and capacity and potential harm to the brand resulting from accidents. It was shown that the money spent on training and enhancing vehicles is swiftly recovered and turned into profits.

In a bid to reduce the number of accidents, the Malaysian authorities have implemented a number of initiatives. For instance, activities are underway to educate e-hailing drivers on road safety. While these drivers may be adequately skilled to operate a motor vehicle, the circumstances of their driving changes when the trips are commercially motivated and the stress of having to make deliveries is pressuring them. This was just one example of how the change of our environment brings with it a change of hazards, requiring the entire transport ecosystem to adapt and adjust.

Fatigue was a cause of accidents that was discussed in depth. Of the cases investigated by MIROS' Crash Investigation Team for year 2007-2010 risky driving and fatigue were among the main causes of crash. According to MIROS' statistics, fatigue accounts for 7.7 percent of crashes involving passenger cars, 9.9 percent lorries and 7.9 percent buses. Highlighting the National Transportation Policy Policy thrust, it was discussed how this initiative is to enhance safety, integration, connectivity and accessibility for seamless journeys. The objective of the thrust is to strengthen the capacity of enforcement agencies through means such as intensive adoption of technology. Further, it is to ensure that transport operators within Malaysia comply with standards and recommended practices that have been set by the International. Stricter enforcement of ICOP SHE (Industrial Code of Practice – Safety, Health and Environment) compliance, as part of licensing condition for commercial vehicles is also called for. **F**





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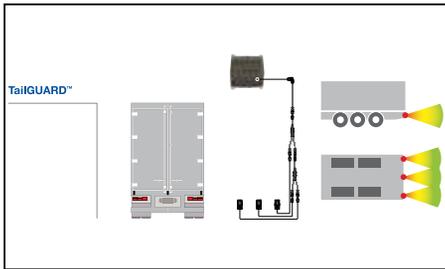


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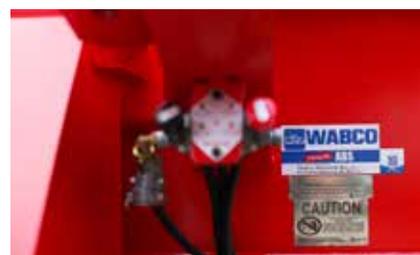


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Seri Zenith Engineering: Experience Road Safety

Held under the banner of Road Safety, the open house by Seri Zenith Engineering allowed guests to experience what it means to make trailers safer on Malaysian roads.

With the saying "Tell me and I will forget, involve me and I will remember" in mind, Seri Zenith together with Allegiance Malaysia Sdn Bhd organised a road safety event on 22 October 2022.

Asian Trucker spoke to Pei Jia Koh, Managing Director, Seri Zenith Engineering Sdn Bhd, about the event and the motivation to host it. Having moved to the current premises seven years ago, there has not been an opportunity to formally host their industry friends and partners to a "housewarming". "With the lifting of the Covid restrictions, we decided it has been long overdue for all of us to gather just like in the good old days." Previously, Koh also lamented that there is not enough awareness for safety issues involving trailers. Partnering with Allegiance Malaysia, the topic for the event was set to showcase how to make road transportation safer.

Visitors from the industry were able to experience a number of activities. Besides factory tours, a seminar about WABCO's approach and components on display, an entertainment program including a bouncing castle for the lil ones ensured that it was an insightful and fun event. This was motivated by the intention to enhance road safety, which is a matter that concerns all of us, regardless of the brand that one represents. MAN, Mercedes Benz, Scania and Volvo also displayed their trucks, without which the trailers Seri Zenith Engineering manufactures would not be complete.

The centrepiece of the event was the demonstration of the trailer ABS system as offered by WABCO. Both Seri Zenith Engineering and Allegiance Malaysia agreed that it is only fitting to have a live demo of how ABS is helping to stop a truck safely. "We feel that the common road user also should know about road safety. It be observed that people are very well aware of the trucks being equipped with hi-tech to improve road safety, but hardly anyone knows that we can also equip trailers with sophisticated systems like ABS and EBS," Koh added. According to him, those that witnessed the demonstration went away with a better understanding of how trailers ABS / EBS works.

Running several times on the day, the WABCO Seminar was to provide a deeper understanding of the technology offered by the German brand. Flying in a WABCO expert for the event, Seri Zenith Engineering and Allegiance

Malaysia allowed transporters to learn directly from those that know best. Allegiance Malaysia is an authorised dealer of WABCO products and took the opportunity to further build relationships with the end-users of the systems.

"We hope that we managed to allow people to have a better understanding of how trailers and trucks work together and how they can be made safer. Imagine, everyone is also a participant in the daily commutes, and they may now view trailers differently, especially since they may commission the vehicles, but not drive them," Koh concluded. Seeing how the event was a success, Koh hinted at a re-run of the format in the near future. **T**

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Plugged In: Test Driving Volvo's Electric HGV

Giving a glimpse of what the near future will look like, Volvo Trucks invited partners and customers to test drive the brands latest offering, their heavy duty trucks.



It has been four years since we learned about the plans of Volvo Trucks to roll out battery electric trucks (Asian Trucker reported). The day finally arrived where the actual products were paraded for test drives at the Volvo Experience Centre. Fully loaded and fully charged, Asian Trucker had the opportunity to drive a few rounds on the test track.

Selected customers and partners met in Gothenburg to test drive a range of battery electric vehicles now available from Volvo Trucks. Themed "Electromobility Day 2022", the activity saw participants being flown in from all over the world to experience first-hand what it feels like to drive the next generation of trucks. The aim of hosting the Electromobility Day 2022 for Malaysian customers was to accelerate the shift to electromobility and provide hands-on experience to Volvo's customers and partners especially on Volvo's EV technology and innovation.

Economical Challenge

With a growing population on planet Earth, there is an increased need for transportation. Volvo Trucks is in the business of offering transport solutions. Offering Diesel-powered trucks, makes the brand a part of the problem with today's climate change. Therefore, Volvo Group has taken the approach that the brand also has to become part of the solution in fighting climate change. With the background of the pandemic, it has been shown just how important the transportation sector is as it was the trucks that kept both, economies and societies going: Transport will be a vital part of the future, governed by the commitment to adherence to the Paris agreement on climate change.

Trucks sold by Volvo between 2019 and 2030 shall see a reduction in CO2 emissions by 50 percent with the ultimate goal of becoming carbon neutral globally by 2050. This transition is highly dependent on the infrastructure available to electric vehicles. Today, a sophisticated and dense supporting network exists for combustion engines and with it, transport is running smooth and efficient. According to Volvo Trucks' observations, this transformation is driven by governments that have decided to assist the OEMs in their ambitions to electrify transport. Different countries offer various incentives, for instance Germany pays for up to 80 percent of the price difference between Diesel and electric trucks.

Long gone are the times of range anxiety. Studies in Europe found that 45 percent of all transportation, long haul and urban, is within 299 kilometres or less distance. If we add 200 kilometres, one will cover over 60 percent all transports. Based on this, Volvo Trucks acknowledges that today, there is still a mix of propulsion technology is needed. For instance, municipality use of trucks rarely exceeds 200 kilometres of distance driven daily. A viable solution for longer distances could be fuel cells-based trucks, which are currently being developed. Whenever infrastructure is insufficient to support electric vehicles, Diesel or gas will still be the fuel of choice.

Technology Challenge

With a history of almost 100 years, Volvo Trucks tapped into their heritage to develop the electric offering that was presented during the event. It was with great pride that the tour of Volvo's Experience Centre highlighted that the three-point seatbelt has saved more than one million lives as the Volvo invention has been made available globally without limitations. However, the brand is proud to say that inside their vehicles no parts supplied by other conglomerates can be found.

"Volvo has always been at the forefront in terms of innovation and technology whether in products or renewable energy," Tony O'Connell, Managing Director for Volvo Trucks Malaysia.







This time, the focus was on heavy duty trucks. However, Volvo already has a history of electric vehicles being made and sold with electric buses and medium duty trucks being sold for a number of years. In the USA, the (iconic) VNR has been available for some time too. The addition of the HGV is the logical step, building on the insights gained from the other segments that have been electrified already. Volvo Trucks management team expects that it is early adopters that want to learn early about electrification to be the ones that will place orders for the HGV offerings soon. With the increase of production volumes, cost will naturally also be driven down, allowing more clients to make the switch.

Understanding the business as a solutions provider, Volvo Trucks is also thinking beyond the provision of the vehicle. New service agreements are offering provisos for the replacement of batteries at certain charging capacities to ensure uptime. In the case of batteries experiencing a reduction of charging capacity, Volvo will then replace the battery at no cost for the subscriber of the service. Since electric vehicles need fewer components, have fewer moving parts, electric trucks only need to come in once a year for a regular service. Only when there is the need for additional work detected through the predictive maintenance system would an additional stop have to be made. This is supporting the notion that the electric vehicles may be more expensive to purchase, however will be more profitable when Total Cost of Ownership (TOC) is evaluated.

The Electrification Context

In Europe, Volvo Trucks is in collaboration with other OEMs to create a charging infrastructure to ensure sufficient coverage for the increased numbers of electric vehicles on the road. With the roll-out of battery electric trucks in other regions, Volvo Trucks around the world will work with their partners and customers to plan and develop the charging facilities that are suitable for the markets. For Malaysia, the Swedes are working with a few partners such as PLUS, MGTC to consult and develop the charging facilities for commercial vehicle in the country. While the market is excited about the roll-out plans for Volvo's electric HGV in our region, O'Connell promised that there will be updates on this nin 2023.

The rise of electromobility has also opened opportunities for new brands to enter this heavily contested market. Today it is possible to purchase the



vast majority of the components from third parties and to assemble an electric vehicle under a new brand. However, O'Connell made a point by stating that it is equally important to have a service network to match the product besides having to have the right values and expertise to offer an inclusive transport solution. This would, locally, also require the support of established and trusted partners to realise the vision of being glo-cal. Finding the right local partner is crucial as the body builders play an important role.

"Volvo has always been at the forefront in terms of innovation and technology whether in products or renewable energy. Partnership is the new leadership; we hope all industry players can work together and progress for a better future as a whole," he added.

New technology poses new challenges. For instance, electricity needs to be handled with care, especially at the high voltages that are present in electric vehicles. With safety being a core value, Volvo Trucks has developed the vehicles with the safety of drivers, mechanics, and other participants in traffic in mind. For instance, there is no issue driving an electric vehicle in rain. Safety mechanisms will kick in should there be an environmental condition arising that could be potentially harmful.

It is, however, acknowledged that fires in battery electric vehicles are hazardous and that they need to be handled differently from fires in conventional vehicles. This affects all manufacturers though, not just Volvo Trucks and the relevant bodies are being trained to deal with instances of accidents involving electric vehicles. As part of the Volvo Group, Volvo Trucks has the advantage of being able to tap into the knowledge pool of Volvo Buses, which has been running hybrid buses for a while now.

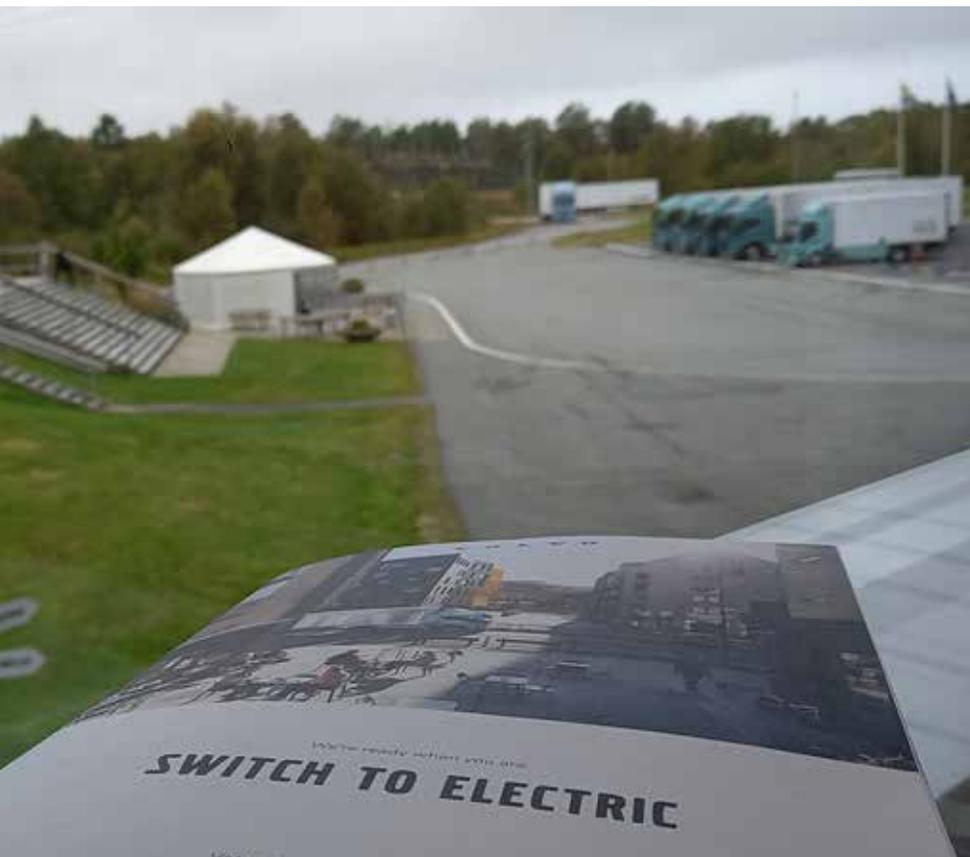
Inside the Cab

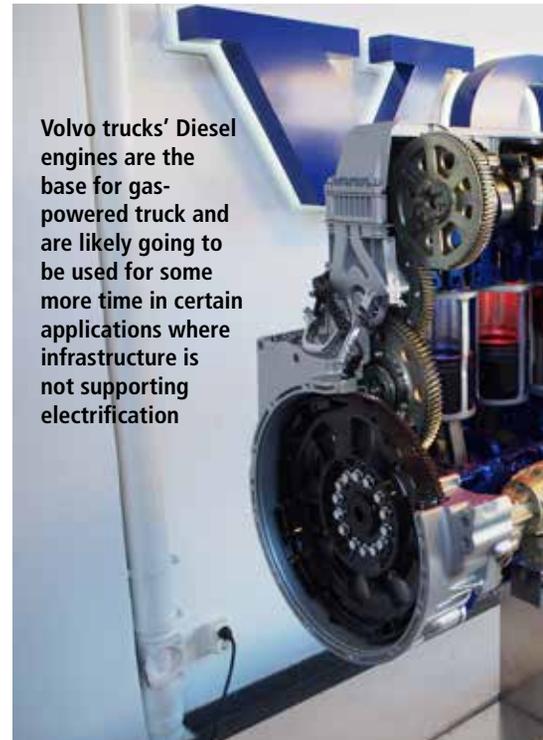
Obviously, a lot of changes will have happened under the hood when the propulsion technology was changed from internal combustion engines (ICE) to battery electric motors. This has also been reflected inside the cab.

Unmistakably a Volvo interior, the cab is uncluttered and well structured. The dashboard is now featuring slightly different visual assistance as required for electric vehicles. The shift to this dashboard should not be too difficult for drivers as the basic functions remain, although presented in a different way.

What drivers will value is the comfort of the cab. As there is no longer a combustion engine located underneath the cab, there will be less heat transferred into the cab, thus improving the climate inside the driver's workstation. Gone also is the droning noise of the engine, which over time can become a health hazard. Many of the participants commented that it is a rather bizarre experience to drive a vehicle with 40 tonne load and not hearing the machine working. The most one heard while on the test track was a soft slurping of the tyres on the asphalt, which was barely audible. With vibrations from the engine also eliminated, drivers will also experience less physical stress on their long drives. Oftentimes, the vibrations emanating from the engine are minute and may not be felt consciously after a while, although they impact the passengers in the cab.

A big draw for drivers, the FuelWatch competition may no longer be valid in the format originally intended as the fuel will soon be a different one. Such competitions could however also be used to find out how efficient electric vehicles. "We will continue to





Volvo trucks' Diesel engines are the base for gas-powered truck and are likely going to be used for some more time in certain applications where infrastructure is not supporting electrification



Today's battery packs overcome range-anxiety for many applications

engage with drivers and customers through various channels and platforms. It is possible that we will have something similar like our Fuelwatch event or in another format," O'Connell hinted.

Another Alternative

Although electric powertrains are a favoured alternative to reduce emissions, there are other solutions available that may retain their validity in areas where electricity supply is not an easy task. Hearing from Volvo Trucks' experts on LNG, visitors to the Electromobility Day 2022 also got an update on the gas as a substitute to Diesel. Lending heavily from Diesel engines, the LNG engines Volvo Trucks offers are already highly sophisticated. In addition to offering handling similar to Diesel-powered vehicles with torque and deceleration being about on par, a gas-powered vehicle offers the advantage of still being able to enter cities where Diesel trucks are banned.

The development of alternatives to Diesel stems from the search for cleaner transport solutions. In Europe, 17 percent of emissions are generated from transport applications. Next to Diesel, Methane is the best alternative with a high energy content and lower emissions. Currently, natural gas is the fastest growing energy source globally. When generating natural gas for the use in transport, by products can be used as fertiliser or to produce plastic. Using natural gas, a reduction of up to 20 percent in CO2 can be achieved. Mixing natural gas as blend with 20 percent Biogas pushes this up to 35 percent. LNG is dispensed in weight with 1 Litre of Diesel being equivalent to 0.72 kilograms. One would need about 20 kilograms of LNG to drive a Volvo truck 100 kilometres.

Further Enhancement Beyond Electrification

As a world-first, Volvo Trucks delivered electric trucks with fossil-free steel to customers. Being the first truck manufacturer to do so, Volvo has begun using what is deemed fossil-free steel in its trucks. Through a proprietary process at least 90 percent of the CO2 emitted when producing steel is eliminated with the current production process.

In September this year, Volvo Trucks started series production of heavy-duty electric, 44 tonne trucks. These first electric trucks with fossil-free steel are now being delivered to customers. "Our journey to net zero emissions includes both making our vehicles fossil free in operation and over time fully replacing the material in our trucks with fossil-free and recycled alternatives," said Jessica Sandström, Senior Vice President of Product Management at Volvo Trucks.

The fossil-free steel is produced by the Swedish steel manufacturer SSAB and is made by using a completely new technology with fossil-free electricity and hydrogen. The result is a significantly lower climate impact



Today, around 30 percent of the materials in a new Volvo truck come from recycled materials. Also, up to 90 percent of the truck can be recycled at the end of its life. Fossil-free steel will be an important complement to the traditional and recycled steel used in Volvo's trucks. This is aligned with Volvo Trucks' commitment to the Paris agreement on climate change and to achieving net-zero greenhouse gas emissions in the entire value-chain by 2040, at the latest.

Currently, the emphasis of OEMs globally seems to be on electrification. However, Volvo also demonstrated that autonomous vehicles are becoming viable (VERA). In no way has automation been pushed into the background and Volvo will continue to work on sustainable future transportation solutions that include autonomous driving technology.

Producing Crucial Components

To meet the growing demand for battery electric heavy-duty vehicles and machines, the Volvo Group has also initiated the process to establish a large-scale production plant for battery cells in Sweden. "We aim to lead the transition to a decarbonized transport system and have the long-term ambition to offer our customers solutions that are 100 percent fossil free. There is a strong demand from our customers already today, and by 2030, it is our ambition that at least 35 percent of the products we sell are electric. This ramp-up will require large volumes of high-performing batteries, produced using fossil free energy and it is a logical next step for us to include battery production in our future industrial footprint. We aim to do this together with partners and the journey starts now," Martin Lundstedt, President and CEO of the Volvo Group said.



"I did the best I could to make it a better future," Martin Lundstedt, President and CEO of the Volvo Group.

An extensive site localization study has been done, which indicates that the Skaraborg region in Sweden is an ideal location for the plant. The proposed site in the municipality of Mariestad is situated close to the Volvo Group's current main powertrain plant in Skövde and will benefit from the region's existing industrial and logistics infrastructure and build on a strong heritage and world-class competence in advanced, high-volume manufacturing, while having access to Sweden's rich supply of fossil free energy. The Volvo Group's R&D centres and headquarters in Gothenburg are only two hours away.

The Volvo Group plans to gradually increase capacity and reach large-scale series production by 2030. The battery cells will be designed specifically for commercial vehicle applications, supporting the global roll-out of electric trucks, buses, construction equipment and electric drivelines for different applications. **F**

and an important step towards a net-zero emissions value chain. Among the customers that will have fossil-free steel in some of their electric trucks are Amazon and DFDS and, through the transport company Simon Loos, Unilever.

The first steel produced with hydrogen is being used in the electric truck's frame rails, the backbone of the truck upon which all other main components are mounted. As the availability of fossil-free steel increases, it will also be introduced in other parts of the truck. Currently, the production lines in Sweden have been re-jigged in order to enable the assembly of both, ICE and electric trucks on the same line.





Daihatsu Aligns Service for Improved Performance

Uptime and peak performance are key for transporters. To ensure that vehicles give operators the best possible ROI, Daihatsu is adding more value-added services to the aftersales service portfolio.

Over the past months, Daihatsu Malaysia (Daihatsu) has been ramping up the service portfolio with user-centric offerings aimed at increasing uptime, enhancing user comfort and making services more accessible. The latest addition to the impressive innovations, such as the online showroom and maintenance service performed in the premises via Daihatsu Mobile Services is the express alignment and tyre balancing service offered at the Daihatsu Malaysia 3S outlet, Shah Alam.

Evolving into a true one-stop authorized Daihatsu service centre for a smooth and hassle-free experience, this outlet is part of the assurance via Daihatsu Quality Service. The value-added services offered in this outlet are performed by highly trained and certified Daihatsu technicians. True to their brand proposition, Daihatsu's management promised that all services are offered at affordable prices and are convenient for the user and fleet manager alike.

The express service will be handled in two dedicated express bays. In this state-of-the-art facility equipment specifically for wheel alignment and balancing service has been installed and is now ready to serve customers adding them on to their regular service. One each of the bays is allocated for Daihatsu's light commercial vehicles and for Hino trucks.

Arman Mahadi, Managing Director of Daihatsu (Malaysia) Sdn. Bhd. commented "These two bays and the services are designed for drivers who are in a hurry to get their truck serviced in the "fast lane" and "essential services" ready for a PUSPAKOM inspection and who need to get back on the road quickly."

As a rule of thumb, a commercial vehicle should on average be undergoing wheel balancing and alignment every 30 000 kilometres or by default every time new tyres are mounted, parts of the steering or suspension system are being replaced, or after certain driving incidents, such as particularly hard blows to the wheel (potholes, hitting curbs) or accidents. Taking these steps will help to safeguard the vehicle, with better handling and performance, ensuring a higher re-sale value and maintaining parts warranty assurance.

Safety

Wheel alignment is a crucial element of every vehicle's safety: misaligned wheels can significantly increase the risk of a vehicle accident as braking distances and handling are compromised, especially for daily operational goods carrying vehicle in dense urban traffic.

Convenience

In Malaysia, commercial vehicles are subject to mandatory strict standards requirement for PUSPAKOM routine inspection / re-inspection, as recapped:

- a. Commercial Vehicle (Goods) – Once a year for the first 2 years and consecutively once every six months
- b. Side-slip test – Testing the alignment of the tyres and road handling effectiveness

Utilising the services offered by Daihatsu saves time. The express alignment and balancing service bay offers convenience as these services can be done directly in Daihatsu service centre. As a comprehensive service, they come inclusive with other periodic service maintenance work.

Reduce Operation Cost and Vehicle Downtime

Arman further stressed the importance of having correctly aligned and balanced wheels for a successful transporter or contractor depending on their LCV. "Through these quick adjustments, users will be able to improve fuel efficiency. Having wheels run evenly and straight reduces the stress on the engine. Healthy fuel efficiency relies on proper alignment."

Modern trucks are highly engineered machines where a failing part can severely impact entire assemblies. By ensuring that all components work flawlessly, spill-over effects to other parts are reduced. An unbalanced wheel for instance will cause vibrations that affect other parts. Through the elimination of the misalignment, the vibrations are reduced, this fewer stress exerted on connected parts. The net result is that users will have to deal with fewer mechanical repairs. In short, correctly balanced wheels help to prevent any unnecessary additional damage to your truck.

Properly aligned wheels offer a smoother ride that saves money at the same time. Typically, rear-wheel-drive vehicles are more likely to experience more tread wear compared to front-wheel-drive vehicles. Herein reveals itself another potential to further improve the bottom line of the business as wheels that are properly aligned and balanced increases the life of your tyres. While steering is more strenuous when wheels are misaligned, unbalanced and misaligned tyres wear out quicker, which can be costly. A wheel alignment decreases the likelihood of uneven wear and keeps your tyre tread in good condition. **F**



Balancing Tyres for Uptime

Tyres, together with fuel and driver's salary make up the biggest chunk of cost. Therefore, fleet operators are now concerned with the performance of their tyres and how they can extend the mileage on them. A crucial aspect of tyre management is the correct balancing as it can not only reduce wear and tear on the tyre but also protect other components of a vehicle.

It is recommended to carry out wheel balancing whenever a vehicle comes in for a regular service. Monitor fuel consumption to identify the need to check your tyres.

Obviously, a tyre that is unbalanced adds wear to the tyre and it adds rolling resistance and thus increases fuel consumption. Both of this can be reduced significantly through proper tyre management and wheel alignment and balancing. The net result is that tyres last longer if they are properly balanced.

An unbalanced wheel will also send vibrations into other components of the vehicle, and this can cause damage to these parts. While a tyre could easily be swapped, other components affected could be very expensive and time-consuming to the replace. Besides the savings on fuels and replacement parts, the increased uptime and not having to take the tyres to a workshop further improve the bottom line.

ASIAN TRUCKER DRIVERS CLUB

UPDATE



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B



The quality of the tread liner used on a tyre is a deciding factor when it comes to the performance of a tyre. Tread liners produced by GiiB under the Supercool brand are specifically designed for the tropical climate found in the region. Heat is generally the biggest enemy of tyres. Therefore, heat dissipation is crucial to achieve a prolonged tyre life. In this connection, Chan explained how underinflation of a tyre is the most important point that transporters need to look out for. An underinflated tyre will generate more heat, which can lead to the separation of the cushion gum and the tread liner, resulting in a tyre failure. Overheating tyres are also prone to bursting and they typically wear out faster too.

Practical Explainer about Retreads

As part of an ongoing campaign to demonstrate that retread tyres are not just performing but are also safe, Gummitread invited transporters and truck drivers to a factory tour to explain the process of retreading.

To prove some of the misconceptions about retread tyres wrong, GiiB and Asian Trucker have agreed to conduct and monitor a long-term test of retreaded tyres. The rationale for using retread tyres goes beyond the intention to prove that retreads are safe to use. To allow transporters to better understand how the process of retreading can help them save money, Gummitread Sdn Bhd hosted a factory tour during which participants could follow a tyre through the entire process of being retreaded.

Welcoming participants and leading the tour was Chan Boon Liat, who heads Gummitread. With decades of experience in the retreading industry, it was a delight to see him take to the task of explaining how retreading works and why one should not worry about the quality of the refurbished tyres, but instead have confidence in them. "The process is very stringent and our workers not just check the product at their station, but workers check each other's work to ensure that our product is safe," he explained. Furthermore, the process is strictly governed and quality assurance will need to be obtained through SIRIM.

"Retreading is like going to the gobbler. You don't need to throw away a perfectly fine shoe, just because the sole is worn out."

There is not just one, but two good reasons why tyres should be retreaded. The first one is an economical one: the process of retreading costs only a quarter of what a new tyre (Japanese or European brand) would cost. High quality tyre casings are designed to allow for three to four retreadings, which means that transporters save big. Chan highlighted that this depends on how good a transporter takes care of their tyres, saying that they once retreaded a tyre more than 10 times. The other reason why transporters should retread tyres is that the process of retreading uses less resources than producing new tyres. The casings, containing metals, rubber and other components are more valuable in terms of materials used. By just replacing the liner and repairing any injuries to a tyre, significant savings of raw materials are achieved.

While the organisers hoped that the session will have allowed participants to better understand the business of retreading, it was acknowledged that there are still many who have the wrong idea about retreads. Chan, GiiB and Asian Trucker agreed to hosting more such factory tours should transporters be interested to see this process. Those interested may contact Asian Trucker to arrange for a personalised factory tour of Gummitread.



ASIAN TRUCKER



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See More, Learn More: Competitions Enhance Skills

Having just returned from Japan, our Trucker of the Month shares his experience of having competed in a gruelling competition against drivers from other markets.

AT: What is your name, age, where do you live? Please tell us a bit about your family.

MH: My name is Mohamad Hanif Bin Md Nor, I am 35 years old this year. I am the third born in my family and currently staying in Alor Setar with my wife.

AT: Where do you work and how long have you been working as a truck driver?

MH: I have 14 years of experiences as a truck driver and this year marks my seventh anniversary working at ASAC Logistics Sdn. Bhd.

AT: What motivated you to train for and participate in the UD Extra Mile Challenge (UDEM) here in Malaysia? Please tell us how you prepared for the local challenges.

MH: I have a bunch of supportive colleagues, who are always there to support me throughout the UDEM. TCIE has also arranged driver trainer Mr. Fong, who provides effective tips to improve my driving skills and knowledge more professionally after we have completed the UDEM Malaysia final in August. I have also leveraged on my weekends to practice more.

AT: How did participating in the UDEM help you to perform better in your job?

MH: I have learned from truck driving tips and techniques during the UDEM. For example, the mechanical skills to carry out the pre-driving inspection, making sure the truck is in top shape before I leave for my long journeys, and also a dedication to constantly practice to get used to various road situations.



AT: Please tell us about the UDEMC finals in Japan. Did you prepare for that differently? When looking at the other contenders, what do you think you can adopt for your own job to make you a better driver?

MH: Even though I have prepared myself, mentally and physically for the UDEMC global final, I was really impressed by the champions from other countries with their ability and professionalism when they maneuver the UD Trucks during the competition. It is really a motivation for me to keep learning and improving myself to be a better truck driver.



AT: Which is your favourite part of the UDEMC?

MH: It was a totally whole new experience to me as I feel UDEMC inspired me and helped me to enhance my driving skills by increasing my competency, knowledge and handling capability of the UD Quester (Note: Contestants compete in either of two categories, the Quon and Quester).

AT: What is your favourite item in the experience centre?

MH: I had the opportunity to view a variety of UD Trucks models and was also able to test drive the models that are not selling in Malaysia, such as Quon.

AT: How do you feel about truckers in Japan from what you have seen?

MH: I'm was so excited when I was in Japan as the truckers that I have met are really skillful and experienced. We all took the opportunity to elevate the areas we already excel in to another level and not being afraid to take on a new challenge!

AT: Would you recommend trucker attend more such competitions?

MH: Definitely Yes! Not only to have a chance to improve skills but also to challenge oneself, have the opportunity for career advancement and use the tips learned during such events as a guide to see how far one can go.

AT: What is your biggest challenge here in Malaysia when you drive your truck?

MH: I think that I struggle the most when stuck in the traffic jams during the festive seasons. Even though it is always a really great time with the 'balik kampung' (going home) vibe, it's really extremely fatiguing to handle such a big toy to deal with heavy traffic as I need to be even more aware of the surroundings.

AT: What do you like most about being a trucker?

MH: One of the best parts of being a truck driver is all the amazing places I get to see across Malaysia. I am able to become familiar with many cities and travel more than most Malaysians do in their lifetime. Traveling the open road can be a relaxing experience! Being a truck driver gives me the ability to explore, which most jobs cannot offer.

AT: Which is your favourite place to eat when you are on the road?

MH: Depending on where do I carry out my duties, finding a place to eat that can fit such a big truck and trailer can sometimes be difficult. One of the best things I can do is to plan ahead where to eat when I hit the road so I can remove the stress of constantly finding places to eat. My favourite place to eat is in Kuantan, Pahang. 



UD Extra Mile Challenge 2022 Ultimate Driver Crowned



From 18 to 21 October 2022, heavy-duty truck drivers from around the world competed in the UD Extra Mile Challenge 2022 global final, held at the UD Experience Center in Ageo, Japan. Due to the pandemic, this was the first time since 2018 that the global final was held, and the fifth such competition since it was introduced in 2015.

The UD Extra Mile Challenge is a driver-skill based competition that tests drivers in three key areas: pre-drive inspection, fuel efficient and safe driving, and maneuvering and parking skills.

The competition featured the top drivers from 11 countries, each having already won individual regional competitions from a field of 260 drivers. Three drivers for the heavy-duty Quon and eight for the heavy-duty Quester battled in their bid to become the Ultimate Driver.

The countries represented in the global final were Japan, Singapore, South Africa, Indonesia, Ecuador, Qatar, Zimbabwe, Thailand, Vietnam, Philippines and Malaysia.



**Quon Category Winner: Japan
Kouichi Aizawa, Nissho Maruwn
Co., Ltd.**

"Representing Japan in the UD Extra Mile Challenge came with much pressure to perform. It was a wonderful experience to compete with drivers from around the world. I have received support from so many people to be here today and would like to thank everyone from the bottom of my heart. I will continue to do my best to drive efficiently and safely, to honor the title of Ultimate Driver."



**Quester Category Winner:
Thailand
Chawin Chalermmyart, S. Kanoksub
Logistics Co., Ltd.**

"I am elated with the result and would like to thank UD Trucks for organizing this event. Through this competition I have improved my driving skills - driving more efficiently overall and optimizing the performance of my truck. It has been such a beneficial experience."

This year's winner was Kouichi Aizawa of Nissho Maruwn Co., Ltd. representing Japan in the Quon category, and Mr. Chawin Chalermmyart of S. Kanoksub Logistics Co., Ltd. representing Thailand in the Quester category.

Kouji Maruyama, President of UD Trucks, said, "We thank all drivers for their tremendous effort to keep logistics moving in these challenging times. The highly skilled drivers participating in this competition contribute not only to the bottom line, but also make society better by improving the efficiency of logistics, minimizing traffic accidents, and reducing environmental impacts."

The shortage of skilled drivers is a pressing issue facing markets the world over. The UD Extra Mile Challenge demonstrates the company's commitment to driver education and motivation, while shining the light on the unsung heroes of Gemba: the truck drivers. It serves as a symbol for UD Trucks and how the company is going the extra mile for customer success. The competition also represents UD Trucks' commitment to supporting



smart logistics and achieving the company's Better Life purpose, which is to make life better for people and the planet. **F**

UDEM 2022 global final results

[Quon Category]

Overall Winner: Japan
representative, Kouichi Aizawa,
Nissho Maruwn Co., Ltd.
Best Pre-driving Inspection: Japan
Best Driving Skills: Japan
Best Fuel Efficiency: South Africa

[Quester Category]

Overall Winner: Thailand
representative, Chawin Chalermmyart,
S. Kanoksub Logistics
Best Pre-driving Inspection:
Zimbabwe
Best Driving Skills: Thailand
Best Fuel Efficiency: Thailand



Protect your Assets through Automated Lubrication



Lubricants help running your assets at peak performance. With centralised, automated systems installed on trucks and heavy machinery, the risk of damages through over or under-lubrication is drastically reduced, giving operators peace of mind.



Hheavy machinery, as well as many smaller appliances, require lubrication to perform their best. The need to stop and re-lubricate is vital, but the downtime can be minimised through the use of automatic lubrication fixed to the asset.

Before having a closer look at these tools, available in the aftermarket, we have a quick look at the functions of lubricants: generally, lubricants reduce friction, reduce wear, dampen or absorb shock, reduce heat, transport contaminants to filters, minimize corrosion and seal out contamination. Overheating bearings can significantly impact the performance of heavy machinery and commercial vehicles and in many cases, the automatic lubrication can prevent catastrophic failures. The significance of this was made clear in a study conducted by a major component manufacturer that found that over 50 percent of failures are the result of improper lubrication.

Hailing from the USA, Graco is one brand that offers sophisticated lubrication systems that can address these issues. The manufacturer states that the Graco Automatic Lubrication Systems Deliver increased productivity besides longer



machine life. The use of the system is leading to reduced downtime, which translates into reduced operating costs. Fewer Repairs mean reduced labour cost and overall, more efficient lubrication.

How Does it Work?

At the heart of the system is a pump attached to a container containing the lubricant in a sufficient amount to ensure sufficient lubrication over an extended period of time. From the pump, small tubes run to the lubrication points on the machinery. Programmed according to the need of the lubrication points, small, carefully controlled amounts of lubrication, precisely when and where it is needed, is being pumped out. Instead of one larger amount being pressed into a lubrication point during a regular service, tiny amounts of lubricants are injected in more frequent intervals. There is neither skipping nor under-lubrication, of

any bearing, no wasteful and over-lubrication, as with the old hand grease gun where a bearing tap would be over-loaded with grease to make sure the lubricant would last a shift or a day.

The Advantages

There are powerful reasons why such centralized systems are a "Must" on today's machinery. It reduces annual millwrights labour and bearing replacement costs, lowers power costs by way of reducing friction. In the daily operation, fewer oiler man-hours are required and spare parts life span will increase by approximately double. These however, are not the only tangible benefits as there is no climbing around or over running machinery, which makes the operation safer. Once installed, such centralised automated lubrication system also offers safe lubrication of bearings that are inaccessible because of gas, fumes or height (blast furnaces, overhead cranes, etc.)

Lastly, house keeping is made easier as machines are cleaner and there is no excess spillage around machines to cause slippery conditions and possible product contamination. Such contamination can result in drastic penalties imposed by the authorities in certain applications and thus, the Graco Automated Lubrication system can be a safeguard against loss of reputation and money as well.

Product in Detail: The New G3 Pump From Graco

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Three output settings allow you to size the system to meet specific

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Use customer's PLC, establish a timed lube cycle, or use the Max Control to create a custom fit

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Five sizes enable you to meet specific application requirements

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Three fill ports allow you to install multiple connection types on the same unit

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Ready to use with both series progressive or injectors

DMS
Track critical pump data for easy lube system diagnostics (USB)

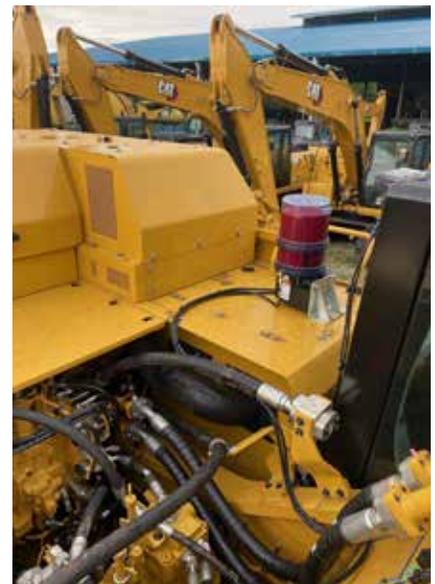
leakage, requiring replacement of seals, hoses, air filters or vents among others. Naturally, other problems result from poor operation of these items."

Too much lubricant added to a machine than is necessary results in the tribological conditions of that oil to change. This can lead to a deviation in the optimum lubrication point and to a higher energy cost. If a lubrication point receives more lubricant than is necessary, the oil lowers its temperature. Consequently, this increases its viscosity.

In the case of solid lubricants, excess lubrication may become exposed to the environment; it can gather environmental dirt that goes on to form part of the system.

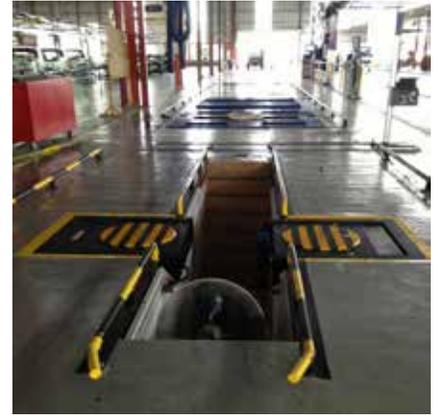
An incorrect amount of lubricant can lead to an increase in temperature, thus changing the lubrication conditions and hindering the renewal of the lubricant in the critical areas. This will generate accelerated oxidation by chemical degradation. The direct consequence is that the whole tribological system will eventually fail.

Lubrication in excess also has a negative impact on the state of the joints. When there is an excess of lubricating oil, the pressure rises in the seals, which makes them deteriorate and break. When this happens, both water and dirt can find their way into the mechanical system. Such a case will lead to unnecessary downtime and added cost. **F**



More is NOT Better

Usually, failures connected to lubricants prompt a discussion about under-lubrication. However, the opposite may be much more severe problem. Jason S.Y. Han of Lubetrans explains that "Over-lubrication increases possibilities of



What it Takes to Assemble Trucks

The assembly of a truck requires specialist tools and expertise. HyPOWER provides such services, being co-located with the biggest brands in the country.

Assembling a truck requires an oversized workshop, a production line capable of handling the various models and variants that OEMs offer in the market. Typically, lower production volumes call for CKD kit assemblies whereby the vehicle is assembled with less production depth. However, despite lower volumes, precision and efficient assembly line equipment is paramount and this is where HyPOWER Sdn Bhd adds its value.

Positioned as solutions provider, HyPOWER serves the biggest names in the industry and one of their offices is co-located within an assembly plant handling a number of brands in Pekan on the East coast of peninsular Malaysia. The company's expertise lies in fastening, lifting and testing of vehicles prior to the final inspection. "We are also tasked with the maintenance of equipment supplied to the assembler in order to ensure that the assembly of vehicles is done in accordance with the specifications of the brand principal," said Andy Lim. Vice President, Sales & Customer Service, HyPOWER Sdn Bhd. Similar to the running of a vehicle fleet, any unplanned downtime is unwanted and Lim and his colleagues stand by with parts and manpower to fix any issue arising as soon as they arise.

A key aspect of HyPOWER's offering is filtration, which is required in several operations within an assembly plant. Spray cabins to paint vehicles as well as the shower test cabin need to be equipped with efficient and environmentally friendly filtration systems. Calibration of tools is another offering that is in demand. By offering such services on site, the assemblers save valuable time as they do not need to send tools for re-calibration to Kuala Lumpur for instance. "As you can see, this has become a one-stop solution for our clients," Lim added.

HyPOWER relies mainly on Japanese and European tools, with riveting tools sourced from the US. Labelled "ergonomic tools", these are meant to make it easier for workers to assemble vehicles. Tools are either suspended from the ceiling or use telescopic arms to hold the tools, thus relieving workers from having to lift heavy weights of tools. For instance, a riveting machine could not be lifted without mechanical help by one worker alone. To make it easier

for workers to manoeuvre parts and semi-finished vehicles, HyPOWER also supplies material handling equipment, such as spring balancers, ergo-arms and manipulators.

"One thing that is commonly misunderstood is the fact that any vehicle needs to be aligned and adjusted before being delivered. When you assemble a truck, all the alignment, brakes, turning angles and headlamps' height need to be tested and adjusted to ensure that the vehicle is safe. Therefore, equipment we provide has to be highly precise, durable and periodically checked for accuracy."

Whenever a new vehicle model is introduced, the HyPOWER team springs into action as the assembly lines need to be set-up accordingly. Oftentimes, assembly lines need to accommodate a wide product mix while being as cost-effective with the deployment of tools. Lim noted that in Southeast Asia assembly lines tend to have a higher component of manual labour though. Making a case for automation, Lim stated that the advantage of automation is higher consistency, faster production cycles and better quality finishing. To offer the best in class, HyPOWER can draw on installations down in other plants, transferring knowledge in the bid to offer clients the most advanced, yet cost effective solution.

The final quality of the vehicle assembled depends on the quality of the tools. Japanese and European tools are far ahead in terms of quality and oftentimes the brands HyPOWER has to supply are also given by the OEMs. While the tools used in an operation such as an assembly plant are highly sophisticated and accurate, they may not be suitable for smaller

workshops that deal with servicing and maintaining vehicles. "Tools used in assembly are generally more accurate, durable and reliable and meant for assembly, whereas the tools used in workshops have to perform disassembly tasks as well. We do offer tools for workshops as well, however they are specifically designed for that environment." For instance, the torque for every screw on a new truck is specified and needs to be applied accurately as trucks will be audited prior to delivery.

Fleet operators may have been faced with difficulties obtaining new trucks. Supply chain issues affecting HyPOWER can also play a part in that. As explained, every truck needs to be assembled using specific tools with specific settings. If one such tool fails despite regular maintenance and repair and a replacement is delayed, the vehicle can not be completed although all parts are on hand. "In such a case we would have to wait until the replacement part has arrived and only then can the vehicle be assembled for delivery."

Lim further said that the jobs within HyPOWER require a lot of skills and knowledge. In order to repair and

install the equipment, a technician would have to be familiar with each of the tools provided by the many brands in use. In addition, frequent travel to other sites is no unusual, demanding flexibility from staff. Training on the tools is offered by the principals on a regular basis.

Lim stated that he was motivated to start his business more than 10 years ago as he was intrigued by the mechanics and intricacies of vehicle assembly and till today, he is fascinated by the constant innovations that are introduced. "I like to solve problems and this is the ideal environment for me." 



By the Roadside





Finest Filtration with MANN-FILTER Fuel Filter ensures Road Safety

The MANN-FILTER WK 11 051 in 100 percent original equipment quality for commercial vehicles offers very high particle separation efficiency and is ideally equipped for future filtration requirements.

Modern engines with their very high injection pressures are a challenge for commercial vehicle diesel fuel filters. Protecting the complex, diesel-carrying components such as the high-pressure pump and injectors from abrasive wear means increased requirements when it comes to particle filtration, for example. The latest generation of fuel filters effectively protects these modern injection systems from contamination and wear by absorbing even the tiniest of particles. This significantly increases the service life of the components in the system, thus avoiding downtime.

High separation efficiency thanks to the new MULTIGRADE F-MB 2000 filter medium

Based on the proven MULTIGRADE F-MB 333 fuel filter medium, which has established itself as the standard for highly efficient filters in the commercial vehicle sector in recent years, the experts at leading global filtration specialist MANN+HUMMEL have developed a new filter medium, the MULTIGRADE F-MB 2000, which offers separation efficiency of 99.95 percent down to a particle size of four micrometers. For comparison: These particles are up to 18 times smaller than the width of a human hair. This new filter medium is used in the MANN-FILTER WK 11 051 fuel filter and ensures that 9 995 out of 10 000 streaming particles are retained.

Multi-layer filter medium

This excellent ability to separate out even the tiniest of particles is achieved thanks to the filter medium's three-layer structure. The first layer is made from synthetic fibers and retains large particles to protect the subsequent layers and therefore ensure a long service life for the filter. The middle layer ensures the separation of fine particles down to a few micrometers in size through the use of glass fibers embedded in a cellulose matrix. The downstream, pure cellulose layer stabilizes the complex media structure and retains the last particles so that the injection system is supplied with fuel that has been optimally cleaned.

MANN+HUMMEL has already started series production of this highly efficient fuel filter for various vehicle manufacturers. In the independent aftermarket, the MANN-FILTER WK 11 051 is available for Renault Trucks and for Volvo Bus and Trucks. Its seal materials are resistant to, tested with, and ideally suited for standard diesel and biodiesel variants as well as new synthetic diesel fuels such as HVO. They have the relevant OE approvals, and ensure a permanent hold and a complete seal of the filter. HVO (Hydrogenated Vegetable Oils) is a synthetic diesel that is produced by a catalytic reaction of vegetable oils or animal fats with hydrogen (hydrogenation) and is already used as a blending component in standard diesel or even in its pure form in some countries.

Protection without wear

To give the fuel filter even better protection against corrosion, a hot-dip aluminized coating is used instead of the conventional zinc coating on some metal components. This improves chemical resistance, especially to biodiesel fuels, and protects against the formation of deposits as well as increased wear on the injectors of the injection system.

To keep commercial vehicles running reliably and efficiently over a long period, Mann+Hummel recommends fuel filters be changed regularly at the intervals specified by the vehicle manufacturer. **F**

Driving Shools: Providers of Professionalism



We head on over to Holland to learn about how driving schools in Europe operate to nurture professional drivers of commercial vehicles.

Required to drive commercial vehicles, licences can cost as much as EUR 3 000 (RM 14 000) Asian Trucker spoke to Dek, a professional driving school about the need for such institutions. Although a modern truck is loaded with equipment that makes the task easier, there is still a lot to learn. First and foremost it is important to teach students how to behave in traffic in terms of safety. Dek's management believes its their mission to improve the safety in traffic as well as for drivers, as for other participants in traffic. They try to achieve this by keeping their training standards at the highest level as possible.

The course for a driving licence is broken down in three main segments: Theory, Practical and Exam. These three segments comprise of the following:

Theory: The theory part contains two different procedures. One with code 95 (with professional purposes) and one without. The code 95 program is a refresher course for professional truck drivers which they need to achieve every five years to continue their profession. The theory contains three topics: traffic, technique and administrative.

Practical: after finishing the theory part, participants continue their training with the practical part. First, we start with an intake to check the participant's current skills, estimate their ability to learn and motivation.

Exam: The duration of the exam is 85 minutes. And starts with questions about the vehicle's paperwork. Then, executing a roadworthiness check. The grading in the practical part depends on the drivers' vehicle control, driving behaviour, behaviour towards bystanders, safety and ergonomics. Drivers also need to execute some special operations it is possible to drive a part on navigations. After passing all the tests you can request your license at the local township.

If you are willing to obtain the trucker license with professional competence (code95), you need to do two more practical tests in order to obtain this license.

The amount one has to spend is enormous. So, exactly why is a licence so expensive in Europe? To ensure that the quality and safety standards are maintained during participation in traffic, it is important to invest in instructors, vehicles and course parts to keep achieving and improving these standards. Certain numbers of hours to be taught to each student is mandated by the government, thus a minimum of lessons has to be taken and paid for.

Coming back to the aspect of teaching safe behaviour in traffic, there is one important skill one learns that is deemed most important, which is the ability to participate in traffic as safe as possible. Not only for itself, but for all participants in traffic. It needs to be safe for them as well.

The truckers license has a validity period of five years. Every five years one has to submit a health certification and a professional truck driver is required a code 95 and has to take the refresher courses every five years to extend your license.

This practice has proven to be a program that contributes to making the industry more professional. In the Netherlands drivers have to, as mentioned before, undergo a different procedure for trucker drivers licenses with professional competences. Truckers have to apply to more conditions than non-professional drivers. In order to drive a truck a truck driver needs to be checked from time to time if he/she is still meeting the bar to be a professional truck driver. We achieve this by a five-yearly health certificate submission and refresher courses.

Teaching non-commercial vehicle drivers, Dek also teaches non-truckers know about the job of a trucker to make them understand about the difficulty of driving trucks. A truck drivers needs to be even more aware about his/her surroundings than a regular car driver because of the blind spots a truck has. Also, it's important to realise that a truck has a longer breaking distance, because of the weight.

Having looked at what it takes to make for a good trucker, one also needs to review what makes a good driving instructor. A good driving instructor needs to be well experienced, be able to deliver the message and have the ability to learn themselves. One such issue to learn about is connected to the ambition to reduce emissions. One important global issue is to decrease the carbon dioxide emission, trucks are no exception on this topic. Also, the vehicle technology is constantly renewing itself. The challenge is to adapt to this changes and prepare the participants in their training to this trends. **T**





showing some obvious differences. For instance, the logo may not be correct, using a different name or letters. Imitating a logo, termed "Passing off a mark" is commonplace in counterfeiting and constitutes a trademark infringement as well as posing risks to the buyer.

The original packaging is typically changed in regular intervals. Buyers of spare parts and consumables are urged to familiarise themselves with the look and feel of original packages. If in doubt, as sometimes there could be older versions of the original packaging still in circulation, a call to the principal will clear up any doubts.

Avoiding Fake Products: They Cost you Dearly

The allure of using cheaper parts is great; however, using fake spare parts puts your truck, driver and business at risk as the lower price comes at the cost of inferior quality and performance.

The Price is not Right

We are all familiar with the idea that if something is too good to be true, then it is likely not. The same applies to spare parts and consumables. If a product is offered at half the price of what it usually is or what the same product would cost from other suppliers, then there must be something wrong. While discounts may be offered from time to time, there is no way that the distributor and principal would slash prices to levels that seem unbelievable. An example given during the seminar was that a filter might have been half the price and swapped regularly, thus the fleet operator might save money. However, as the filter was of inferior quality, it comes apart when in use, thus offering no filtration: an engine thus might be destroyed, causing replacement costs far exceeding the saving that one could possibly achieve by using fake, cheap parts.



Held 17 – 19 October in the Club Med in Cherating, a seminar titled "Spot the Fake", organised for members of the Negeri Sembilan Lorry Operators Association, aimed at educating fleet owners and operators about fake spare parts took place. Terus Jaya Auto (M) Sdn Bhd hosted the event to provide information about how to spot fake products and what dangers there are when using them. In addition, the three-day getaway allowed the members of the association to network and exchange ideas.

Presenting were Frank Maergner, Sales Director Asia Pacific, Hengst Asia Pacific, Eugene Kumar, Senior Executive Product Management, ZF Asia Pacific, Melvin Soh, Sales Manager, MS Motorservice Trading (Asia) Pte Ltd, Eric Oon, General Manager, GAPCO (M) Sdn Bhd and Brian Liew Vun Chet, Country Manager Malaysia, Singapore & Brunei, Valvoline Pte Ltd. In their presentations they offered practical methods to spot and deal with fake products that are sold in the market.

Label and Packaging

One of the most obvious ways to spot a fake is to look at the packaging. Almost always, the packaging is made to look like the original, while



The Right Partner

Typically, spare parts and consumables are sold via dealers (seldom direct from the manufacturer, but the same idea put forward applies). Original Equipment Manufacturers go to great lengths to ensure that they have appointed a trustworthy and dedicated dealer. Therefore, they will list all the appointed dealers on their website. If someone is offering a part or consumables, the buyer can easily check on the OEMs website if the dealer is listed. If not, chances are that the dealer is not appointed or is selling knock-offs. In addition, many of the OEMs issue certificates that the dealer would have to produce upon request. These certificates are usually limited to one or two years. The inability to produce a valid certificate would also indicate something being wrong.

Extending, it is recommended that beyond market prices, users also become familiar with the brands they use and their portfolio. The question one could ask in assessing a part for authenticity is if a brand would be offering that kind of product. If a brand suddenly offers a part that is not aligned with their philosophy (quality level for example) or product portfolio, it might be worth checking if the product is offered by the OEM.



Touch and Test

Counterfeit products can be of high quality with no obvious tell-tale signs of it being a fake product. Sometimes fake products are hard to identify without taking them apart. Sometimes it may be a good idea though to spend on an extra part to understand how it is constructed in order to know what makes an original part. For instance, an air filter could be bent and if it cracks, it is of lower quality, indicating it is a fake. The number of pleats, the folding of the pleats and how the filter material is connected to the end caps are further indications for genuine products. As a general rule, a fake product would always be one that uses less and / or inferior material and production methods in order to reduce the cost.



Stickers and Numbers

Utilising the internet, buyers of parts and consumables can also check online if their purchase is legit. The product labels can now serve as a quality seal, with distinguishing features such as holograms. In addition, QR codes and other identification numbers can be fed into online portals that verify a part to be genuine.

Production Quality

When companies offer multiple years of warranty on their products and promise superior performance, then they do so as their components are manufactured to the highest standards. Gears, piston rings, shafts and rods may look like they are original, but a closer inspection may reveal a fake: non-treated surfaces easily scratch, holes may not be chamfered, and logos may only be printed on the parts.

Mixing Oil

With the exception of highly complicated assemblies, such as a complete gearbox, not much is safe from imitation or tampering. That includes lubricants and other fluids. Mixing cheaper fluids into high quality grade fluids is one method applied by fraudulent sellers. Old fluids could be mixed in with new liquids or packaging swapped to sell low grade products for a higher price. The two remedies to prevent fraud are again to know the supplier and to be familiar with the product. A fake lubricant may smell different or feel different than the genuine item.

Chiam Su Wooi of Terus Jaya Auto, as host of the event said that the event has been a huge success as the presentations were crucial in clearing up some misunderstandings about fake and counterfeit products. Besides the potential damage to the fleets using fake products, Soo also highlighted the issue of counterfeiting products damaging the reputation of the OEMs and endangering the jobs people hold in the companies developing original products. Having nothing to hide, Terus Jaya invited the principals to explain about the authenticity of their products so that buyers gain trust in the services offered by his company. 



Dealing with it: Risk Management

It can never be eliminated and no matter what decision you take, they are always going to be part of business: risks. We learn from FUSO how the brand looks at and manages risks.

Currently, the world is experiencing disruptions of supply chains. Truck manufacturers are affected and despite their best efforts feel the pinch. One can ask: could the current situation be predicted, pre-empted, and dealt with in a better way? The answer might be yes and no.

One issue that the industry is currently experiencing is a shortage of microchips. Without them, trucks can not be completed and delivered thereafter. When looking at risk management for truck makers, one can take this situation as a starting point to analyse the entire eco-system. A truck is made of many parts and only when all components are available and available in the right specification can a vehicle be completed. Therefore, there is no component or part that is more important than others as simply put, the smallest screw missing is still holding up the completion. From a procurement perspective, previously the paradigm was that the more expensive a part is, the more crucial it would be. However, during the pandemic and the crisis in Ukraine, the mindset has shifted to acknowledging that the smallest part is equally important.

Managing supply chain risks is a tricky business. Even a seemingly simple screw will have undergone stringent evaluation, its supplier been assessed on criteria like business ethics; Consequently, it would not be possible to simply pick a component that looks about identical in case of a shortage of the original part. This, in turn requires the procurement departments to tread carefully with orders for each part to ensure sufficient supply of parts, at the right time in the right quality. Although a part might only be valued at a few cents, it would have undergone rigorous testing, thousands of kilometres of trials and specific test protocols. The reason for these tests and procedures is also risk related as such processes ensure that the final product performs as promises without the risk of unplanned downtime.

The assessment of risks is a very difficult task, despite frequent reminders about the fragility of the business environment. For example, a decade ago, flooding impacted the production of trucks and buses. Companies were learning from this and acted to be better equipped to deal with a recurrence of such events. However, to predict all types of risks and impacts would be impossible: risk factors can most often only be dealt with retrospectively. The challenges lie in the unforeseen situations, which risk assessors refer to as known unknowns: one knows that something will happen, it is just impossible to know what that could be. To counter the impact of any events negatively impacting the supply chain, FUSO has identified crucial parts to focus on with the question "What are the parts that we cannot afford to fall back on?". This question is approached from different angles, such as financial considerations or political situation.



Today's production lines are operated as JIT, Just in Time, with the most critical components being assembled just before they are needed at the line. Under the paradigm of JIT, it is impossible to stock large amounts of these components as they are typically expensive and feature a vast number of variations. Looking at the next tier in the supply chain, suppliers are also producing their wares just in time. These suppliers would then procure raw materials and components from their suppliers. As such, it is not possible to stockpile as there are too many variables and too many possible risks involved in keeping material in large quantities on hand, for example spoilage, theft and difficulties with storage of large quantities in restricted warehouse spaces. Binding suppliers to a too-far reaching production schedule would reduce flexibility. Reacting to the current situation, FUSO has increased high-volume overseas supplier shipments by two weeks' worth. Shipment of parts is dependent on shipping lines and the

logistics chain. The higher the variation, the closer to the production line FUSO is trying to keep parts and components.

Most would associate a modular approach of a truck or bus to the ability to produce a wide range of variations. However, it is also a way to reduce risk. For instance, if one were to break down propeller shafts into its components, then the components could still be used to assemble other variants should one length of the shaft become unavailable. Rather than having the complete driveshaft with one part number, one can mix and match parts to create components. Often it is not the Tier 1 suppliers, but contributors further downstream that are the bottlenecks. To minimise any risks, FUSO communicates rolling forecasts for about five months, supported by an annual strategic forecast looking at the demand for the coming 12 months, which when cascaded down to tier two and three suppliers allow for the entire supply chain to prepare for the coming months in terms of own production volumes. Certain parts are typically sourced from more than one supplier.

One advantage that FUSO has in terms of managing risks is the fact that it is a Daimler Truck brand; Daimler Truck AG and its entities are present in many markets. The question FUSO is asking here is if the brand can add value to a product if a component is made in house. Reliability in delivery is not the main factor as a component made in house also needs to be managed in terms of production, which would then require dealing with multiple parts, machines and people as opposed to managing one supplier that delivers a ready-made unit. Perhaps the most underestimated value-add for any truck or bus manufacturer is the ability to provide after sales services. In the case of FUSO, the sales and service network span some 170 countries. The assembly of a truck from components has certainly become easier with electro mobility, however, keeping the vehicles running and offering services to continuously improve customer's bottom lines is more difficult. Insourcing is only an option for FUSO in case there is a strategic advantage of doing so.

Today, commercial vehicles are, in a way mass-customised. The vehicles ordered have to perform a specific task and are therefore highly customised.

Customisation is both a risk as well as a way to reduce risk. With bigger production volumes, shortages may be avoided as a supplier would have bigger stockpiles, prices reduced while there is lesser risk of using the wrong part when assembling a vehicle. However, at the same time, if a shared part is severely impacted, it could potentially put more units at risk of not being produced or recalled in case of a failure. Parts can be standardised and sourced as one part number globally, made by different suppliers. Another approach is to use just one supplier globally; finally, local suppliers may be chosen based on specifications of a part, for instance the quality of a powder coating. The question that FUSO is asking for each parts is whether it is better to put all eggs in one basket or to spread the risk by managing multiple suppliers. The direction is, admittedly, extremely unclear as there is no best way to assess the risks associated with either approach.

One advantage that FUSO has in terms of managing risks is the fact that the brand is present in many markets globally. Should there be a supply chain issue in one country, the procurement teams working for the FUSO brand can tap into a vast network of suppliers that can support the brand in case of problems in one country. With multiple locations globally and a production volume of half a million vehicles as a group, there are economies of scale and ways to eliminate risks as a consequence of having such a vast network.

Whatever methods and procedures FUSO may apply, the pandemic has shown that our world economy and societies highly depend on trucks. The ultimate risk is that trucks and buses can no longer be produced and serviced, which would result in the total breakdown of economies. There may not be any bigger risk for us today than the failure of road transportation. **T**





Ford Trucks Generation F

Ford Trucks unveiled this truck model as part of its road to zero emissions at 2022 IAA in Germany



Ford's only heavy commercial vehicle global brand Ford Trucks unveiled its up-to-date position at 2022 IAA Transportation, in Hannover, Germany. The company showcased the international award-winner F-MAX and presented its CO2-neutral transport solutions roadmap, also new specifications and features, bringing connected mobility technologies to Ford Trucks customers, offering more convenience and greater efficiency.

Building on more than a half-century of experience and dynamic product development in the field of heavy trucks, Ford Trucks took the point it has reached in new generation technologies to the next level in 2022 IAA Transportation. Its new product variants, plus updated services and technologies and its current product range, launched in more than 40 countries.

Ford Trucks making strides towards a sustainable future in the heavy commercial segment. As an innovative brand that has the purpose of "to be the road mate that cares about customers and makes their businesses thrive", it focuses on future and prioritizes research and development efforts on bringing next-generation technologies to the market. The transition of heavy commercial vehicles to zero emissions is critical for a sustainable future. Therefore, Ford Trucks' objective is mainly to contribute to the reduction of operating costs and CO2 emissions in road transport while increasing fleet productivity. Ford Trucks' F-MAX is an ITOY award winner.

Ford Trucks is transforming its vehicles into data-driven, connected mobility products, equipped with next-generation technologies that benefit customers. The new technologies include features such as GPS-based cruise control and multimedia system that make life easier for drivers and fleet managers.

Ford Trucks offers safer, faster and, more efficient transportation solutions with its "Autonomous Technologies". Developed by Ford Trucks engineers, "Level 4 Highway Pilot" technology offers trucks the ability to carry out transportation activities autonomously between H2H (hub-to-hub) logistics centers. Therefore, trucks being the most important players in the transportation industry; will offer much safer, faster, cheaper, environmentally friendly, and most importantly, much more reliable transportation.

The Remote Driving Technology is an industry-first technology developed by Ford Trucks, enabling operators to remotely connect to the autonomous vehicle and take over the driving in case of unexpected events or human control during autonomous driving.

Another technology pioneered by Ford Trucks: "Autonomous Reverse Parking" is a complementary feature to reach the target of "Fully Autonomous Driving" where it is necessary to dock at the loading and unloading station. **F**



Strong Pulse of Transportation Felt at SITCE 2022

Themed “Heartbeat of Mobility – Towards a sustainable, resilient and seamless public transport”, the SITCE 2022 Congress featured congress streams with over 30 sessions, aiming to address challenges and raise solutions for urban mobility planners, operators, service providers.

In An Economy Built For Men” on women and innovation addressed the hall with a presentation on why it is high time that women took the lead in innovations and design. In her speech she cited too examples of how the needs of women have let to wheeled innovations that in today’s world are indispensable.



In its fourth edition, SITCE 2022 aimed to explore the theme of ‘Heartbeat of Mobility’ and focused on improving commuter experience so it can be safer, more inclusive, and convenient.

Setting the tone for SITCE 2022 was Keynote Speaker Katrine Marcal of leading Swedish Newspaper Dagens Nyheter. The bestselling author of “Who Cooked Adam Smith’s Dinner?” and “Mother Of Invention: How Good Ideas Get Ignored

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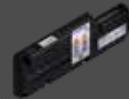
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Homologated to ECE R100, ECE R10



First, she talked about electric cars, which have been built specifically for women some 100 years ago, featuring roofs as it was understood that women wear hats, dress nicer and men wouldn't mind bad weather, being the tougher gender. The other example was the fact that we landed on the moon before having castors on our luggage as standard. Again, it was the times we lived in where it was assumed that women would not travel alone, and it was the natural thing for a man to hand-carry the luggage. Today, a snazzy wheely-case is the ultimate symbol of the astute and successful businessman, born out of the necessity of females to have to move their luggage as they started to travel solo. Today, the wheels put on luggage have changed the way we travel and even how airports are designed. These two examples of gender influence set the direction for SITCE 2022, which was focused on how we can innovate transportation in a post-pandemic world.

Delegates got to learn more about the rapidly evolving transport sector with topics spanning across the five main congress streams:

- Building Net Zero Transport Systems
- Resiliency of the Mobility Ecosystem
- Revolutionising the Public Bus Industry
- Acceleration of Urban Rail: Assets, Infrastructure and Operations
- Smart Cities of Mobility - Active, Shared and Innovative

Thanks to modern technology, the harnessing of IoT, we are now able to fine-tune transport systems. In one of the seminars it was learned that car sharing can become an integral part of the transport ecosystem.

Union Internationale des Transports Publics

UITP (Union Internationale des Transports Publics) is the International Association of Public Transport and a passionate champion of sustainable urban mobility. Established in 1885, with more than 135 years of history, it is the only worldwide network to bring together all public transport stakeholders and all sustainable transport modes. We have, over 1 900 member companies spread out over more than 100 countries.



Our members are public transport operators and authorities, policy decision makers, research institutes and the public transport supply and service industry. 





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ANGKA-TAN MOTOR SDN BHD (85810-A)
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filters are offered as packages according to the requirements. As environments, such as construction sites, are not sterile, even brand-new fluids should be filtered when added to the system as pollutants can enter when the tank is opened. In addition, there are abrasions within the system that need to be captured. In essence, it can be said that nobody would want to buy a hydraulic filter, but it is necessary to protect high value items and ensure an excellent performance of the system.

The new portfolio of Hengst now includes filters for hydraulic applications for stationary machinery, such as hydraulic presses, hydraulic rollers, conveyor belts and crushers as well as mobile ones, including construction and agricultural machinery and trucks. Tippers and tail lifts are typical applications found with commercial vehicles, however, there are numerous other applications where the filters are needed. It is here, the filter, which is typically the problem occurs and further system damage can be avoided. Therefore, this relatively small part has to be of the highest quality.

The expansion fits very well with Hengst' ambition of "Purifying our Planet". The addition of the hydraulic unit is an important one for Hengst as it complements the other industrial applications for filtration. Especially in the mining sector, which is a crucial one in Southeast Asia, the hydraulic filtration is valued as a growth market for the German brand. With this acquisition, Hengst is closing a gap in the product portfolio where such filters have been missing previously to accommodate customers that are specialised in hydraulics. Strategically, the acquisition of the hydraulic filtration unit is also paving the way to counter the loss of business when combustion engines will be phased out. **F**

Purifying Your Hydraulic System



hydraulic oil, there is a chance that pollutants enter the system. Generally, hydraulic systems comprise of a reservoir, a pump, valves, and activators, connected through hoses. Especially pumps and valves need to be protected from any particles that are being pressed through the system at high pressures.

Mid last year, Hengst acquired the hydraulic filtration business of Bosch Rexroth AG. This included the site in Ketsch, Germany with approximately 190 employees and the worldwide sales activities in more than 30 countries. Former Bosch Rexroth's hydraulic filter business develops and produces complete filters and filter elements for industrial and mobile hydraulic applications. With this additional acquisition Hengst Filtration continued the growth and expansion of the "Industrial Filtration". Here is what this acquisition means for industrial applications and trucks.

There are three positions at which a filter is installed in a hydraulic fluid system: before the pump to filter the medium before it enters the hydraulic circuit, after the pump to eliminate contaminants at high compression and as a return filter to take particles out before its flow back into the reservoir. In addition to these, a filter at the filling nozzle and breather filters are used to keep the air clean that is present in the system. Depending on the working environment and application, these

This particular business unit has a long track record in oil filtration as it has been the former Eppensteiner company in Ketsch, which was acquired by Bosch Rexroth in 2008. With the acquisition of the former Bosch Rexroth's hydraulic filtration division, the business unit has been absorbed into Hengst Filtration. This acquisition fits into Hengst' strategy as every system using hydraulic oils requires filtration. Wherever cylinders are activated via





Gateway's Secret to Success is the Truck

Deploying reliable trucks has a positive impact on a business. Not only in terms of profit, but also when it comes to peace of mind and the ability to take the stress out of the operation as Gateway experiences with their MAN trucks.

Serving the port and chemical industries in Kuantan, Gateway shipping has been able to enhance the operation with the addition of MAN trucks to the fleet. Providing exclusive insights, Mr Rishinsa Yusoff, Managing Director of the Gateway Group of Companies, elaborates on how it pays dividends to invest in the latest truck models available. The German marque was recommended by other hauliers and their drivers, motivating the purchase of a number of MAN trucks.

Having acquired three MAN trucks last year, prior to MAN's introduction of the EURO V engines in Malaysia, Yusoff sums up the experience as being satisfactory. However, there is more to this when digging deeper. The German trucks are used for long-haul operations, whereby the goods are moved from Kuantan to Bukit Kayu Hitam, traversing large parts of the country. "Reliability and fuel efficiency is what counts on this route," Yusoff explains. Their TGS 28.440, quipped with engines producing 440 Hp of pulling power, are dependable, and Yusoff jokingly said that thanks to the MAN trucks, he can now sleep through the night as he is not getting calls to attend broken-down trucks. He also mentions that in mining operations higher power engines are preferred, however, he assesses the 410 Hp engines as sufficient for the haulage operation they run. This seal of approval is supported by the experience Gateway has plying the Karak Highway on a daily basis.

Gateway handles mainly chemicals and petro-chemicals, moving ISO tanks. Therefore, safety is a paramount concern. Every two years, drivers complete a defensive driving course and first aid training as well as fire fighting training. Drivers working for Gateway are to be aged below 50 years. "We are very concerned about this as it not only reflects on our company's image, but also involves other road users." Having studied accidents reported in the news, Yusuff identified fatigue as the major cause of accidents involving trucks. "Typically, these accidents happen during the hours between 3 and 6 am. Therefore, we have imposed a driving ban for our drivers during that time."

In order to enhance road safety, the vehicles are crucial. Drivers will have to inspect the truck prior to leaving the yard, uploading the results of their walk-around via an app. The truck itself has to be serviced as per schedule. "The components impacting safety the most are the driver, tyres and the brakes," he says. Failure of the brakes typically has disastrous consequences; Gateway ensures that the entire system, including the hoses, is checked regularly. Again,



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1. 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

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MAN's bunk beds are legendary and are said to be among the best installed in trucks. Instead of truckers trying to keep awake using sugary or energy drinks, a comfortable bed is the best way to prevent fatigue. "It goes a bit further as the use of all these energy drinks is causing long term health problems, like diabetes," Yusoff added.

With the economy rebounding, Gateway readies for an increase in workload. One issue that Yusoff points out is that MAN's service centre is a little bit far from their operation. He hopes that MAN could deploy additional services to the Kuantan region, as the brand has done in Port Klang to better support the local customers on the East Coast. Currently, Gateway is still holding back on acquiring further MAN trucks as there are still some questions in the market about the use of AdBlue and the EURO V engines offered by the German truck maker. "Sooner or later, this technology will be mainstream. However, at the moment we want to better understand how the technology works. The trucks are even competitively priced." **T**

Yusoff points out the demands for the truck when driving on the Karak Highway: performance is not just the pulling power, but also the stopping force and steering comfort on roads like that. As the topography is also impacting wear and tear, the performance of the truck is an important aspect when it comes to running a profitable operation. Cost for tyres has increased significantly and thus, a truck that is easy on the tyres is one that can help curb the increase in cost.

Having opted for new vehicles, Yusoff is able to sleep much better at night. "With older trucks, you always have to be alert and oftentimes you get a call in the middle of the night to attend a breakdown. Now, having replaced our old vehicles, I have peace of mind." Good sleep is also important for the drivers.

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The Supporting Actors Need a Spotlight

Recently I researched why the credits of a Hollywood movie would include everyone that is involved in the production, down to the tea lady. Typically, when we are discussing a movie, the star and some of the cast will be the ones we recognise. In a movie credit, everyone is acknowledged as it takes a lot of effort behind the scenes and the tiniest contribution is still part of the success. This reminded me of road transportation with its stars and supporting actors.

When I see a LinkedIn post or a Facebook page, typically, the vehicles take centre stage. The launch of a new vehicle typically focuses on, well, the actual vehicle. In a press release we may hear about the team of engineers and project managers that have been involved. But it takes more than that to put a commercial vehicle on the road, right? If we look at the entire cast, we will find that there are many companies involved in the manufacturing of a commercial vehicle. Take for instance the tyres: before you can mount the pneus you need to have the rubber compounders work their magic. Aluminium wheels do look good, but I am sure that there is a lot of invisible effort when we admire them on an 18-wheeler. The reduction of weight in these wheels translates into fuel savings. I feel that such facts oftentimes drown out in the bravado around the introduction of a new vehicle that is introduced with an overall fuel saving of several percent.

Beyond the introduction of the vehicle there are many others involved later on. In the assembly of CKD kits for instance. Here again, are many operators that are working in the background: those supplying the tools to assemble the vehicle, providers of testing equipment and organisations involved in the homologation of motor vehicles. They all have a very specific area of expertise and competences needed to ensure that your assets run perfectly although one may never be aware of these brands.

When thinking of a workshop, the mechanics, technicians and managers come to mind. However, without the many brands that complete a workshop, they could not perform their duties. Someone would have to design and make the power tools without which no wheel would ever come off a vehicle. Tapping into the on-board systems of a commercial vehicle now allows for an electronic diagnosis, one that is not possible without the programmers that develop such software. Whenever I take my car for a service, I am extremely grateful for the friendly staff that hands me a coffee. Such staff may not work on any vehicle itself, but the fact that someone looks after the vehicle owner sure counts when it comes to the overall experience.

Who knew? Just as with a movie, there are many operators, suppliers and team members that are needed to get our commercial vehicles moving first, then to keep them in



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good running condition. When we look at the entire ecosystem, we will see that the chromium plated front of the vehicle is only possible to shine with the help of dozens of suppliers. Only when we really think about the many people that are required for the transport industry to function will we realise just how wide this circle is. Someone will make the coffee on the set of a big screen production. This may not seem significant on a quick glance, but without the person being responsible for this task, the overall experience for the end-customer might not be as entertaining.

Here I can only mention a few of the many parties that are involved in the creation, production and operation of commercial vehicles. I wonder if it would ever be possible to come up with a complete and comprehensive list of all the people that are directly involved in the business. I also wonder how those feel that have contributed to the industry in any shape or form but will not get a mention when a new vehicle is launched. **F**



Career Advancement Through Constant Learning

The transport industry offers the promise of a long and successful career. Companies like Sendok Group offer such opportunities as we learn from our industry insider.

Meeting customers and business partners in the R&A Commercial Vehicles outlet in Jalan Kapar, Alan Chai Kok Chong reflects on a career with the group that started in 1996. "I have just returned from a two-year stint in Taiwan, where I did some work, and it was Sendok Group that offered me my very first real job." At the time, Chai did not have any formal education relevant to the industry and he simply gave it a shot. It was a friend that recommended he apply for the position as a workshop supervisor, which he was appointed to. Being in charge of the workshop, Chai supervised the importation and preparation of recon vehicles for sales.

In order to succeed, Chai had to absorb knowledge. Getting up to speed, he turned the opportunity into a career, making good on the promise that the opportunity won't be wasted. "Till today, I continue learning. I don't think many people entering the workforce realise just how much they will still need to learn." Pointing at the laptop on his desk, he uses modern technology as a striking example. Back when he started, computers were not as dominant in the office. The same transition is happening in the workshop and mechanics need to be increasingly computer savvy. Each year, technology changes and one needs to keep up with developments Chai sums it up. In order to rise through the ranks, Chai says it is crucial to have experience gained from the ground up.

The experience gained was turned again into a hands-on job when, in 2007, Chai was tasked to set up the rebuilt assembly of trucks for the group. Having completed that, he was moved to after sales to gain insights into this aspect of the business too. "As of 2008, I was handling the aftersales for the CAM and Sinotruk products." A major task was to set up the after sales network, appointing over 100 outlets. When in 2015 management decided to move Chai into Sales, he had to start over again learning how to perform in the job. However, having seen all other divisions of the business, he applied his knowledge again.

"Nowadays, people like to change jobs very often. I urge youngsters to re-think this approach. When you work for the same company for a longer time, you understand the business better and you yourself improve performance as you know all the ins and outs,"

Chai reflected on why he has been with the brand for almost three decades. He also reminisces that it was more of a family-like working environment when the group was smaller. However, as companies grow, implementing procedures and structures is a must, he acknowledged. "What is important is that I am happy doing what I do." Chai said that his most memorable moment was when he was handling the company's presence at the Malaysia Commercial Vehicle Exhibition. Transferring his knowledge to others, he is seeing that those he trained are also enjoying their work and are happily staying with the company for many years.

Chai feels at home in sales, now as General Manager, as he can consult customers in depth. Selling a truck is not just about price, but about understanding the exact needs of the user and to match the right vehicle to it. "And now you also need to know the competition in detail as you have to understand the strengths and weaknesses of both contenders."

Chai welcomes change as it allows for the expansion of his knowledge. The change he is hoping for is that the next government would look at the process of vehicle registrations and to abolish many of the procedures deemed hindrances by many in the industry. "I even have customers telling me that we are the only country where there is such a lengthy and complicated process to get a truck on the road. In some places, you pay cash and drive the truck off the yard right away." **F**

Escalating Cyber Threats in Asia Puts Electric Vehicle Charging Points At Risk



consequences including:

- Risk to User Safety: Theoretically, via an EV charging point, a hacker could access a vehicle's engine management system and either compromise safety, performance or disable the vehicle altogether.
- Compromise the EV Charging Network: Hackers could knock out an entire network of charging hubs by taking advantage of just one vulnerability in one device.
- Commercial loss: In addition to shutting down a network of EV hubs, hackers could access the operator's management software and drop ransomware with consequent financial and reputational damage. A hacker could disable an entire delivery operation just from their laptop.
- Payment systems: Threat actors could potentially compromise the payment system at an EV hub, leading to financial loss for the driver or the network operator.

Check Point Software Technologies Ltd. highlights the cyber threats that come with electric vehicle (EV) charging points and warns they may delay the wider adoption of EVs.

Governments around the world are pushing the move to greener technologies to combat climate change and reduce their reliance on hydrocarbons. However, the industry may not be doing enough to deal with cybersecurity concerns around, what are essentially, IoT devices.

When users charge their vehicles, there is also a data connection between the vehicle and the EV hub. Charging stations are connected to the internet and, like any other IoT device, are vulnerable to the actions of cybercriminals. If a threat actor can gain access to a charging hub this could have serious Check

Point Research recently reported a 59 percent global increase in ransomware attacks alone, while Asia as a region experienced the most cyberattacks in the third quarter of 2022, with an average of 1 778 weekly attacks per organization. As a result, it won't be long until the potential to exploit EV charging stations is noted, so it is pivotal that newer, greener technologies are protected. **T**

First Deliveries of Tesla's Semi

First introduced in 2017 with an initial delivery date of 2019, the Tesla Semi has entered production in October. In a Tweet, Tesla announced the first deliveries of the electric truck: Tesla will host a special "delivery event" on 1 December at its factory in Nevada.

According to an announcement made by Mr Elon Musk, deliveries to Pepsi were to start on 1 December. The "Semi Delivery Event", promoted via tweet, is to take place on 1 December in Giga Nevada.

Giga Nevada is a joint battery factory of Tesla and Panasonic. The series production of the Semi is planned at the Gigafactory Texas in Austin. However, there,

the truck production line there is not yet in operation. Tesla had set up a small truck production line in a new building near Gigafactory 1 in Reno – for five vehicles per week, according to Electrek.

Robin Denholm, chair of the Tesla board, told the Wall Street Journal that the company was aiming to produce 100 Semis this year. The real production ramp-up is expected to be in 2024 when Tesla aims to produce 50 000 units. This was announced by Musk recently at the analysts' conference. (Note: Scania's global truck deliveries were 85 930 in 2021 in comparison). **T**

eCanter showcased at Indonesian Ministry of Transport event at the Bali G20 Summit



FUSO distributor of Indonesia, PT Krama Yudha Tiga Berlian Motors (hereafter “KTB”) was showcasing the all-electric light-duty eCanter truck at the Battery Based Electric Motor Vehicle Exhibition hosted by the Ministry of Transportation

of Indonesia. The exhibit, which has been organized alongside the G20 Bali Summit, is running from November 12th to 16th.

The Indonesian government is now focused on green initiatives as

one of the major focus areas of its national development strategy, and has positioned Sustainable Energy Transition as one of its three pillars for its 2022 G20 presidency. The exhibit installed in conjunction with the G20 Bali Summit aims to showcase the country’s commitment to future mobility solutions that will aid this sustainability shift.

Following this national-level interest in emissions reductions, local industries have also been exploring means of integrating electric vehicles into their fleets. Throughout September and October 2022, KTB collaborated with major logistic transport company PT. Trimitra Trans Persada (“B-Log”) to test the eCanter truck during day-to-day operations.

B-Log, which oversees a 3 000 strong fleet running in 40 cities across the archipelago, trialed the eCanter in their daily deliveries in the capital city of Jakarta. **F**

Telematics Award 2022: idem telematics Expands Leadership in Field of “Refrigerated Transport”

Transporting food or pharmaceutical products is an enormous responsibility. Not only do transport companies have to meet increasingly complex statutory and technical requirements, but they are also faced with increasing cost pressure and simultaneously increasing demands from their customers: more and more recipients are demanding direct remote access to the data from the ongoing transport in order to feed this data into their warehouse logistics and ERP systems. In certain cases, however, a paper printout is still preferred for compliance with the legally required proof of the closed cold chain. Industry leader idem telematics is enabling transport companies to carry out refrigerated transport more cost-effectively, more flexibly and more customer-oriented - and at the same time strengthen their control over internal company data.

For the first time, idem telematics is enabling forwarders to manage data relating to trips and orders. Trip data can either be entered directly in the telematic portal cargofleet3 or transferred from an external transport management system (TMS). Based on the trips, the haulier can monitor

the transport in real time and forward selected data in a targeted manner to the shipper or other partners – data such as continuously updated estimated time of arrival (ETA) or temperature reports. In this way, idem telematics creates an alternative for hauliers to implement instead of unfiltered data release to their clients’ systems, which inevitably also reveals business-sensitive information.

However, innovations are also possible with conventional verification of the cold chain: A new smartphone app enables the driver to output the temperature data on-site via a wirelessly connected printer or to send it as a pdf by e-mail, depending on the customer’s wishes. The highlight: the smartphone app, telematics and printer are directly connected to each other via Bluetooth, so the printout at the loading ramp works even with a poor or no mobile phone connection. The new functions are made possible by the TC Trailer Gateway PRO and the new cargofleet Connect app from idem telematics, which not only governs all relevant wireless standards, but also integrates the function of the previously separate temperature recorder. **F**

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