

# ASIAN TRUCKER

[www.asiantrucker.com](http://www.asiantrucker.com)

MALAYSIA

## SAFETY WITH SCANIA ADAS

Advanced Driver Assistance System stands out as a tool for enabling safe, reassuring and cost-effective transport. It's an electronic system of software, sensors and cameras, addressing interactions with vulnerable road users, traffic blind spots and maintaining vehicle distance in heavy traffic. ADAS can help avoid common types of accidents and keep sought-after drivers happy. Early reactions from companies using the system have been unanimously positive.

If the driver's happy and secure in their job, then goods and passengers are secure, comfortable and happy. And above all, road users are safer. To find out more about this safe & smart transport technology, go to [scania.com.my](http://scania.com.my).

- ADAPTIVE CRUISE CONTROL
- ADVANCED EMERGENCY BRAKING
- ANTI-LOCK BRAKING SYSTEM
- BLINDSPOT WARNING
- ELECTROHYDRAULIC POWER STEERING GEAR
- ELECTRONIC BRAKE SYSTEM
- ELECTRONIC STABILITY PROGRAMME
- LANE CHANGE COLLISION PREVENTION
- LANE DEPARTURE WARNING
- LANE DEPARTURE WARNING ACTIVE STEERING
- LANE KEEP ASSIST
- VULNERABLE ROAD USER COLLISION WARNING



ISSN 2130-382X



0 7 2 1 8 0 3 8 2 0 0 9  
KDN PP18693/12/2017 (034826)



# THE ULTIMATE SIDELOADER CHOICE

- + Handle 20', 2x20', 40' or even jumbo 45' containers
- + Lightest tare weight in the world, save 2000-3000 kg! Fuel savings every kilometer
- + 1 to 45 tonnes payload, same handling time of 3,5 minutes! Same speed no matter payload
- + High quality Swedish tech combined with Malaysian expertise
- + 100% spares in stock, 24 hrs back-up service 365 days around
- + PTO or 84 HP Engine Power Pack option

*Hammar is the world leading Sideloader manufacturer, with Sideloaders sold in more than 117 countries. We have local offices in Malaysia, Sweden, Australia, New Zealand, USA, Vietnam, South Africa and Brazil, and 48 local service agents world-wide.*



# 5 Years Warranty

*Terms and conditions apply*



# Continental

## PHOENIX

Air Springs

## Air Spring Expertise

For The Commercial Vehicle  
OE And Aftermarket



Our complete replacement range encompasses air spring systems for use throughout the commercial vehicle.

These include

- ✓ Buses
- ✓ Drivers' Seats
- ✓ Trucks
- ✓ Cab Mounts
- ✓ Trailers
- ✓ Rail Vehicles



DISTRIBUTED BY

**YONMING**<sup>®</sup>  
Since 1979

+603 6251 9448  
WWW.YONMING.COM



OVER 26 BRANCHES IN MALAYSIA  
24-HOURS RES-Q TEAM



# NEW **OPTIMIZED** X **SERIES**

Continuous Quality Improvement  
As Your Strategic Partner



**优化系列**

永无间断提高**优质产品** 化为您所需的策略伙伴

Distributed By

**SHAANXI TRUCKS SDN BHD** A member of YONMING® GROUP

Lot 63857, No 25, Lorong Jala 14/KS10, Telok Gong, 42000 Pelabuhan Klang, Selangor, Malaysia.

Contact Person

**MR. KAU CHEZ CHING** +6012 282 2948 | +603 3166 3880

[WWW.SHACMAN.COM.MY](http://WWW.SHACMAN.COM.MY)

**AUMARK S**

**AUMARK S** COLD CHAIN EXPERT

**INTELLIGENT COLD CHAIN  
ARRIVE ON TIME**



**FOTON**



**ANGKA-TAN MOTOR SDN BHD**  
(A subsidiary of Warisan TC Holdings Berhad)

# STEELBRO

## CONTAINER HANDLING SOLUTIONS

### SB450 45T Sidelifter Facelift Model



We have gone the extra mile with the new SB450 heavy duty model, further enhanced with exceptional performance, quality and cost effective solution for your container handling solutions.



Aluminium mudguard and LED tail bar provides sporty, long lasting design

Additional safety features with LED emergency beacon light and LED rear licence lamp

4 extra LED working lights for night operation



Additional decals for safety compliance on the road

Rear control box double protection for safety and theft



Strong side guard protection

Electrical Caterpillar track support

RNM – Repair and Maintenance contract is available for engines and side loader cranes



Latest V2403 Kubota engine with higher HP and improved performance

Better mileage and less down time with OEM approved long life coolant and premium grade engine oil

Extra protection with metal cover for radiator and fan



Light weight durable lifting chains for heavy duty operation

Smart leg sensor for safety and stability

Proportional landing leg with reinforced support

T & C Apply. Please contact STEELBRO Malaysia sales team for further details on the product and sales packages

## The World's Best Valued Sidelifter

### STEELBRO (M) SDN BHD (303253-W)

Lot 2, Jalan Sultan Hishamuddin 2  
Kawasan Perusahaan Selat Klang Utara  
42000 Port Klang, Selangor, MALAYSIA  
General Phone: +603 3 176 3833  
[www.steelbro.com](http://www.steelbro.com)

### STEELBRO SALES

Sales Mobile: +60 19 383 3686  
Sales Admin: +60 19 624 2833  
Email: [sbmsales@steelbro.com](mailto:sbmsales@steelbro.com)



# Ensure the reliability and lifetime of your Steelbro sidelifter with genuine parts and expert maintenance. Steelbro stands behind its Sidelifters.



## Genuine Steelbro Spare Parts

A range of parts are available for current Steelbro product lines. Damaged items are easily replaced – we make steel fabricated parts to order. Talk to our friendly staff, and they will help to identify and fulfil your parts requirements.



## Service and Support

Regular servicing ensures cost effective running of your sideloader. We provide a nationwide network of workshop based services plus 24/7 mobile support within the Central Region.



## Warranty

The Steelbro product is backed up by a 36 month warranty on crane structure giving you peace of mind. Steelbro components are sourced from internationally recognised manufacturers ensuring commitment to quality, availability and support worldwide.



## Maintenance and Repairs

Maintenance and repair work expertly managed by the Steelbro Team. We offer repair and maintenance contracts (RNM) for all our new and existing units. Please check the details with our sales team.



## Training

Certified operator training is delivered by Steelbro trainers for new Sideloader purchases. Refresher training provided upon request.



## Trade-In / Refurbishment

We offer a trade-in and refurbishment service to ensure your fleet is always running at optimum efficiency.

### STEELBRO PRODUCT SUPPORT 3S Service Provider for Central Region (KL & Selangor)

Service Support: +60 19 358 7833  
Part Support: +60 19 273 4833  
Technical Support: +60 19 274 7833  
Admin & Appointment: +603 3176 3833 ext 105  
Email: sbmservice@steelbro.com

### 2S Service Provider Northern Region (Penang & Perak)

AF Mutiara venture  
Phone: +604 575 1181  
Mobile: +60 12 475 8909

### 2S Service Provider East Malaysia Region

Intercargo Sdn. Bhd.  
Direct Line: +60 86 253 359  
Mobile: +60 19 884 3359

### 2S Service Provider Southern Region (Johor & Singapore)

XINHWA Auto Engineering Sdn. Bhd.  
Phone: +607 590 0875 Mobile: +60 12 779 4223



**STEELBRO**



## **CAMC Heavy-duty Truck, European Standards Definition of new criteria for heavy-duty truck**

CAMC new generation heavy-duty trucks are developed by Anhui Hualing Automobile Co. Ltd. by applying world advanced heavy-duty truck technology.

It is powered by high performance common-rail engine with low fuel consumption and high power, complying with Euro III emission standard.



**Prime Mover 4x2, 6x2, 6x4**

**CAMC**

**DA** DEAUTO INDUSTRIES SDN BHD (881055-M)

4x2  
6x2  
6x4

## PRIME MOVER



**CAMC- HANMA**  
375Hp - 420Hp  
480Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

6x4  
8x4

## MIXER TRUCK



**CAMC- HANMA**  
345Hp  
420Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG.

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

4x2  
6x2  
6x4  
8x2  
8x4

## RIGID TRUCK



**CAMC- HANMA**  
375Hp  
420Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

 **FAW TRUCKS**



**BEYOND EXP**

**NBG INDUSTRIES SDN BHD**



**FAW Trucks Malaysia**



PECTATIONS



# Filters for ALL KINDS of vehicles



*WIXtreme protection*



WIX Filters  
website

Email us:  
[mhsg@mann-hummel.com](mailto:mhsg@mann-hummel.com)

Brands under MANN+HUMMEL



**MANN  
FILTER**

**Only the best for  
commercial vehicles!**



For over 70 years, research and development engineers at MANN-FILTER have been continuously working on improving the efficiency of commercial vehicle filters. Over the years, a number of innovations have been introduced onto the market to the daily benefit of forwarding companies, bus operators, and construction and agricultural machine owners.

**MANN-FILTER – Perfect parts. Perfect service.**

[www.mann-filter.com](http://www.mann-filter.com)

# CONTENTS

30



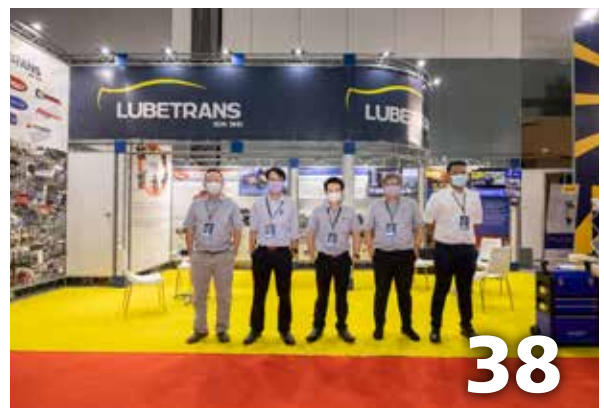
## 28 - EDITOR'S NOTE

### MARKET UPDATE

- 30 - Cummins Launches Fuel-Agnostic Internal Combustion Powertrain Solutions
- 32 - Daihatsu Malaysia Launches E-Commerce Digital Store On Lazada and Shopee
- 34 - Tc Trucks Sales Sdn Bhd Opens New Showroom In Johor
- 36 - Isuzu Malaysia Delivers First Unit of Newly Rolled-out FVR300 6x2 to TMC Metal
- 37 - Scania Launches New Powertrain and Major Updates to Its Trucks in Singapore
- 38 - Lubricants: Keeping Fleets going During the Pandemic and Beyond

### FACILITIES

- 39 - Daimler Truck Launches Innovation Center in India





NEW  
**Quester**

Made to go the extra mile



## Your Way To Save Fuel

Numbers don't lie. Rising fuel costs are tightening margins. It's tough to take your business where you need it to be.

New Quester introduces **ESCOT** automated manual transmission, which builds on the current Quester's excellent fuel economy. Automated gear shifting makes all drivers more efficient, contributing to better drivability and helping you make the break towards greater profitability.

A smart move for your business. Going the Extra Mile.

For more information, call **03-6189 9832**

\* Image is for illustration purpose only. Actual vehicle specification may vary from model shown.\*



**ESCOT**

**B20**  
BIODIESEL  
GO ON GREEN

 **UD TRUCKS**

**TCEB**

**TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD** (013285-X)  
A subsidiary of Tan Chong Motor Holdings Berhad (12969-P)

# CONTENTS



## COVER STORY

- 41** - Scania Unveils Sustainable Partnerships Of First Adas And First Euro V In Malaysia
- 42** - Out with the Fire!
- 43** - Caltex Thinks Beyond Today's Lubricants
- 44** - Webasto Keeps Truckers Cool
- 45** - Trittech Offers Ways of Making Roads Safer
- 46** - Tenming Banks on Quality to Counter Uncertainty
- 47** - Michelin Rolls Into New Transport Paradigms
- 48** - Volvo Establishes Connections
- 49** - MAN TGX Flagship Model makes Malaysian Debut at MCVE 2022



V O L V O



## Low Interest Rate of 2.88%. Zero Installment for the First 3 Months\*

Only with Volvo Financial Services For Your Volvo Trucks

Volvo Financial Services understands your business and is with you  
in both good and challenging times.

Take advantage of the low interest rate of 2.88%\* and  
enjoy the flexibility of 3-month deferment period on your loan.

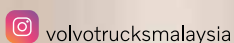
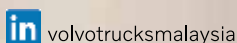
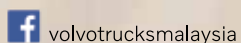
Offers valid until 30th June 2022.

To find out more,  
scan here to get in touch with us.

\*Terms and conditions apply



Follow us now



# CONTENTS



## FEATURE STORY

**50** - Steelbro takes off with PTO Option

## THOUGHT LEADERS

**52** - Road Safety: Enhanced by Technology

**53** - CLUB UPDATE





**中国重汽**  
**SINOTRUK**



**Sendok Group**

# SINOTRUK by SENDOK GROUP

**Commercial Vehicle 1 Stop Solution**

**5 YEARS  
UNLIMITED  
MILEAGE  
WARRANTY**

\*Terms & Conditions Apply



[www.sinotrukmalaysia.com](http://www.sinotrukmalaysia.com)



## Our Strength

**Nationwide  
Service Centre**

**24/7 Breakdown  
Support**

**Mobile  
Service Team**

**Abundant  
Spare Parts**

**Training For  
Mechanic and  
Driver**

**Strong Distributor  
with Track Records**

HQ - Sendok Group Building, Lot 1564, Batu 4, Jalan Kapar, 42100 Klang, Selangor

Tel: +603-3345 5600 Email: info@sendokgroup.com



**Sendok Group**

[www.sendokgroup.com](http://www.sendokgroup.com)

Klang (019-268 1430 Mr. Alan / 019-577 3001 Mr.Loo)  
Kuantan (012-957 7366 Mr. Lee / 09-536 1688)  
Kota Bharu (019-268 1430 Mr. Alan)  
K. Terengganu (019-983 3024 Rahmat / 09-624 9588)

Johor Bahru (012-788 2555 Mr. SK Tan / 07-380 8296)  
Bintulu (019-963 1319 Mr. A.K. / 086-339 136)  
Sibu (016-860 4069 Mr Goh / 084-336 160)  
Sandakan (013-880 0691 / 013-888 612 Mr.William)

# CONTENTS



## TRUCKER(S) OF THE MONTH

56 - Going Slow When you are in a Hurry

## ASIAN TRUCKER DRIVERS CLUB

58 - OKO Gets the Drivers to their Trucks

## TYRE TRIAL

59 - Good Reasons to Use Retread Tyres





吉隆公司  
KIT LOONG & CO.

**FROM HUMBLE  
BEGINNINGS,  
PIONEERING FOR  
OVER 90 YEARS**

**KIT LOONG**  
COMMERCIAL TYRE GROUP  
吉隆·商用轮胎集团

# CONTENTS



## TEST DRIVE

60 - GEODIS Trusts the Actros

## TYRE TECH

62 - The Beginner's Guide to Tyre Maintenance

## IN THE WORKSHOP

64 - When the World Relies on You, Who do You Rely on?

## SAFE ROADS

66 - Current Status of Occupational Safety and Health Management by Transportation Sector







# Croner

Make Every Moment Count

## Keep Your Business Running On Time, Every Time.

Introducing a truck that could do more with every minute, hour and day. A truck with the power to move further, and the efficiency to keep your business running like clockwork without compromising safety and driver's comfort. With Croner, we've turn that vision into a cutting-edge reality.

For more information, call 03-6189 9832

\* Subject to trucks' specifications and usage patterns.

\*\* Terms and condition apply. Subject to change without prior notice. Actual vehicle specifications may vary from model shown.



Longer service intervals  
**up to 40,000km\***



Superior braking performance  
**with ABS & EBD**



Tough and durable  
**with high tensile chassis frame**



Free UD Telematics  
**for 1 year subscription\*\***



Warranty  
**2 years or up to 200,000km\*\***



Free maintenance service for labour and parts  
**for 2 times\*\***



**TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD** (013285-X)  
A subsidiary of Tan Chong Motor Holdings Berhad (12969-P)

# CONTENTS

68



74



## TRUCK FEATURE

**68** - Startrek Carriers' State-Of-The-Art Car Carrier

## TELEMATICS

**70** - Geotab Offers a Look into the Future of Telematics

## LUBRICATE IT!

**72** - Premium for synthetics

## HEADLIGHTS

**73** - When the Plug also becomes the Socket

**74** - NEWS & NOTES



# ISUZU

# FORWARD

## KEEP YOUR BUSINESS MOVING FORWARD



**NEW LAUNCH**

**FVR  
300  
6X2**

**6 x 2 RIGID  
GVW 26,000kg**



ISUZU MALAYSIA SDN BHD (1205672-X) 200401026438 (664946-H) HOTLINE: 1-300-88-1133 GENERAL LINE: 03-7723 9777 FAX: 03-7723 9779

**ISUZU SERVICE CENTER SDN BHD (1205672-X) Lot 730, Jalan Sungai Rasa, Seksyen 17, 40200 Shah Alam, Selangor Darul Ehsan TEL: 03-5513 0518 FAX: 03-5512 7550**

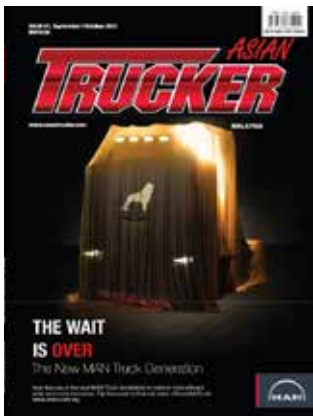
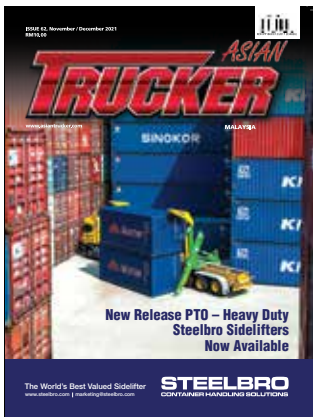
**Peninsular Malaysia Authorised Dealers:** **PENANG** • Automotive Corporation (M) Sdn Bhd (Juru) 04-501 1886 • Indah Utara Auto Sdn Bhd (Bkt. Mertajam) 04-506 1888 **KEDAH** • Indah Utara Auto Sdn Bhd (Alor Setar) 04-735 1111 • Indah Utara Auto Sdn Bhd (Sg. Petani) 04-431 8788 **PERAK** • Automotive Corporation (M) Sdn Bhd (Ipoh) 05-318 8000 • Weng Fatt Otomobil Sdn Bhd (Ipoh) 05-254 0992 • GB Motors Sdn Bhd (Taiping) 05-847 2188 • GB Motors Sdn. Bhd. (Lumut) 05-2150050 **SELANGOR & KUALA LUMPUR** • Automotive Corporation (M) Sdn Bhd (Batu Caves) 03-6188 1133 • Automotive Corporation (M) Sdn Bhd (Shah Alam) 03-5513 0160 • SV Prestige Auto Sdn Bhd (Balakong) 03-9082 1112 • SV Prestige Auto Sdn Bhd (Puchong) 03-8082 1211 • Ultra Gallant Sdn Bhd (Klang) 03-3165 9755 • Truck Venture Sdn Bhd (Petaling Jaya) 018-255 6000 • VS Automotive (M) Sdn Bhd (Rawang) 03-6093 9393 • PTM Accel Sdn Bhd (Damansara) 03-6188 6162 • Autoexec Corporation Sdn Bhd (Kepong) 03-6251 7319 / 03-6251 7329 • Autoexec Corporation Sdn Bhd (Semarak) 03-2691 2233 • Autoexec Corporation Sdn Bhd (Ampang) 03-4265 2200 **NEGERI SEMBILAN** • Ultra Gallant Sdn Bhd (Seremban) 06-677 9903 • Ultra Gallant Sdn Bhd (Nilai) 06-850 2968 **MELAKA** • Ng Hup Lee Motors Sdn Bhd 06-283 4755 **JOHOR** • Jumbo Arena Sdn Bhd (Batu Pahat) 07-435 5666 • Jumbo Arena Sdn Bhd (Segamat) 07-931 2277 • Jumbo Arena Sdn Bhd (Kluang) 07-772 2248 • Key Power Motor Sdn Bhd (Kulai) 07-599 3300 • Key Power Motor Sdn Bhd (Johor Bahru) 07-234 7080 • Automotive Corporation (M) Sdn Bhd (Johor Bahru) 07-352 1333 **PAHANG** • Automotive Corporation (M) Sdn Bhd (Kuantan) 09-512 6868 • Dynamic Motors Sdn Bhd (Kuantan) 09-566 8898 • Pacific Motor Sdn Bhd (Temerloh) 09-290 1722 • Pacific Motor Sdn Bhd (Raub) 09-355 8577 **TERENGGANU** • Yeow Lee Commercial (K. Terengganu) 09-622 7634 **KELANTAN** • T.E.C United Auto Sdn Bhd (Kota Bharu) 09-764 8385 • T.E.C United Auto Sdn Bhd (Tanah Merah) 09-950 3898

**East Malaysia Authorised Dealers:** **SABAH** • Universal Motor Sdn Bhd (Kota Kinabalu) 088-388 920 • WMM Ventures Sdn Bhd, Sabah (Kota Kinabalu) 088-222 322 • Universal Motor Sdn Bhd (Tawau) 089-915 500 • WMM Ventures Sdn Bhd, Sabah (Tawau) 089-757 622 • Universal Motor Sdn Bhd (Keningau) 087-335 505 • Universal Motor Sdn Bhd (Iramanis) 088-389 200 • Universal Motor Sdn Bhd (Sandakan) 089-272 600 **SARAWAK** • KM Mobil Sdn Bhd (Miri) 085-663 355 • KM Mobil Sdn Bhd (Bintulu) 086-318 668 • Rhino Motors Sdn Bhd Kuching (Kuching) 082-459 444 • Dai Max Automobile Sdn Bhd (Kuching) 082-334 855 • Rhino Motors Sdn Bhd (Sibu) 084-344 444 • Dai Max Automobile Sdn Bhd (Sibu) 084-212 113

For more information, log onto [www.isuzu.net.my](http://www.isuzu.net.my)

# The Drivers **ASIAN TRUCKER**

**YOUR GUIDE TO ALL  
THINGS TRUCK**



PDF versions are  
available for  
download at  
[www.asiantrucker.com](http://www.asiantrucker.com)

## EDITORIAL

**EDITOR** Stefan Pertz  
**GRAPHIC DESIGNER** Tony  
**PHOTOGRAPHER** Stefan Pertz

## CONTRIBUTORS

**Professor Dr. Wong Shaw Voon**  
**Mohamad Suffian Ahmad**  
**Wahida Ameer Batcha and**  
**Ts. Aqbal Hafeez Ariffin**

## ADVERTISING

Nicole Fong  
[Nicole@asiantrucker.com](mailto:Nicole@asiantrucker.com)

## SINGAPORE

Floyd Cowan  
[Floyd@asiantrucker.com](mailto:Floyd@asiantrucker.com)

## THAILAND

Songyot Kamontavikun  
[Songyot@asiantrucker.com](mailto:Songyot@asiantrucker.com)

## ASIAN TRUCKER DRIVERS CLUB

Sponsorship / Membership  
[info@asiantruckerclub.com.my](mailto:info@asiantruckerclub.com.my)

## CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION

[info@asiantrucker.com](mailto:info@asiantrucker.com) WEBSITE and E-NEWSLETTER  
[www.asiantrucker.com](http://www.asiantrucker.com)

## PUBLISHED BY

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,  
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia [www.asiantrucker.com](http://www.asiantrucker.com)

## ARTICLES

Asian Trucker is a registered trademark of Asian Trucker Media Sdn. Bhd. All articles submitted for publication become the property of the publisher. The editor reserves the right to adjust any article to confirm with the magazine format.

Asian Trucker is a bi-monthly publication. The publisher will not be responsible for any copyright violation of articles that have been approved by contributing writers. The publisher accepts no responsibility for unsolicited manuscripts, illustrations or photographs.

## PRINTED IN MALAYSIA

Percetakan Oscar Sdn Bhd (Co.Registration : 63461-W)  
No 16 Jalan IDA 1A, Industri Desa Aman, Kepong, 52200 Kuala Lumpur

Boost your business with a listing on our new website.

Find businesses or sell your truck, upload your events or images to the gallery.  
Visit our new website [www.asiantrucker.com](http://www.asiantrucker.com) to put your company on speed.

# PROFITABILITY x SUSTAINABILITY.

New MAN Truck Generation with  
Euro V engines as standard.



Ensuring business profitability and assuming environmental responsibility need not be a zero-sum game. The New MAN Truck Generation with Euro V engines as standard allows you to grow your business by leading the way in driver orientation, fuel efficiency, assistance systems, digital networking and, above all, sustainability. It is built for businesses like yours and drivers like you.  
#SimplyMyTruck #mantruckbusmy [www.man.com.my](http://www.man.com.my)





## Of Reactions and Reflections

The unofficial theme of the Malaysia Commercial Vehicle Exhibition was "Spotlight On A Resilient Transport Industry". Having spoken to many of the participants, this seemed to have rung true for all of them. I did not need to spill out the theme as, somehow, this was the overall mantra of the industry as it came together for the first large-scale event in two years. What I have experienced during the three days was a reflection of the theme by each of the exhibitors in their own way.

A number of the exhibitors told me that the past two years have allowed them to re-think certain aspects of their business and to improve from the inside out. I use the word allowed as the pandemic also opened up opportunities for the industry. Recurring comments were that the OEMs are now expecting a boom in demand for vehicles. Spurred by e-commerce and the need for replacement vehicles after having put that off for some time will now likely

see transporters increasing their fleet sizes. This would mean that I should be seeing you at a vehicle hand-over soon. I look forward to such occasions as I like to be close to the action where I can learn from seasoned players about the industry and what moves you.

Besides MIROS, others were also very vocal about road safety. The pandemic has been an interesting time with regards to this topic. One should assume that there would be fewer accidents as there was no movement on the roads. However, what has been observed around the world that the accidents that happened during the pandemic were more severe and that there have been more accidents in relative terms. The reason is unexpected: as there is less (near none) traffic, vehicles move faster. With that, drivers are also not as focused as there is not as many others to pay attention to. However, when an accident happens in such scenario, it will be more severe as a result of the increased speed. I never thought of traffic jams as a way to reduce accident rates.

As you can imagine, it was a very anxious time for me leading up to the event. Just like any daring decision, there is always doubt as a number of issues are beyond anyone's control. When the opening day finally arrived and everything worked, it was certainly a relief. I assume that the gamble some brands have taken is also paying off now. In the past weeks we have seen several OEMs making some bold moves that must have certainly raised some eyebrows. As our reader you will be able to follow these developments closely.

Another exciting topic I am getting more and more involved in is the electrification of the transport industry. While there are other major developments, this is currently the biggest stream of news. However, it appears that articles, news and scientific papers seem to have forgotten other fuels. Take for instance LNG or the good old Diesel. These are still and will remain feasible means of fuelling the industry for some time. The need to find better solutions to satisfy the demand for fuels cannot be denied. However, Diesel for instance has been said to still be a better solution than electricity. For now.

Looking ahead, the rest of the year is going to be packed with action too. As the borders open, more and more activities are announced. I urge everyone to remain cautious. Not just in regards to the Covid virus, but also on the roads, while working. We may all have gotten a little cabin fever and now that we are able to go about our business again, we may drop our guards. What I hope for is that we will collectively look at how we can take this opportunity to make the transport industry not just even more resilient, but also safer.

Drive safe, stay safe,

Stefan Pertz  
Editor, Asian Trucker

Light you up



SCAN HERE



TO SHOP ONLINE



Shopee Mall

DAIHATSUMALAYSIA.OS

VEHICLE BOOKING | GENUINE PARTS

EXCLUSIVE MERCHANDISE

WE ARE NOW

ONLINE

**LM** LazMall  
DAIHATSU MY OS



SCAN HERE



TO SHOP ONLINE



DAIHATSU (MALAYSIA) SDN. BHD.

198001001541 (31324-H)

Customer Hotline: 03 - 5510 1399



www.daihatsu.com.my



daihatsumalaysia

# Cummins Launches Fuel-Agnostic Internal Combustion Powertrain Solutions



work an application does, we'll have an engine powered by lower carbon fuels with diesel-like performance to get the job done."

Cummins Inc announced the expansion of their industry-leading powertrain platforms, leveraging a range of lower carbon fuel types. As the industry's first unified, fuel-agnostic engines, these platforms will use engine blocks and core components that share common architectures and will be optimized for different low-carbon fuel types.

"Getting to zero is not a light-switch event. Carbon emissions that we put into the atmosphere today will have a lasting impact. This means anything we can do to start reducing the carbon footprint today is a win for the planet. We need to take action now," said Srikanth Padmanabhan, President, Cummins Engine Business. "Having a variety of lower carbon options is particularly important considering the variation in duty cycles and operating environments across the many markets we serve. There is no single solution or "magic bullet" that will work for all application types or all end users."

## Parts Commonality

These new fuel-agnostic engine platforms will feature a series of engine versions that are derived from a common base engine, which means they have a high degree of parts commonality. Below the head gasket of each engine will largely have similar components and above the head gasket will have different components for different fuel types. Each engine version will operate using a different, single fuel.

This new design approach will be applied across the company's legendary B, L and X-Series engine portfolios - initially in on-road applications - which will be available for diesel, natural gas and hydrogen.

## Reliable & Durable

These fuel-agnostic platforms are designed and built-upon the learnings extracted from millions of diesel and natural gas engines manufactured and currently in-use. Today's digital and connected technologies allow Cummins to extract insights specific to different engine duty cycles, and leverage these to design reliable fuel-agnostic platforms.

"Our customers can be confident in Cummins' unmatched testing and evaluation process ensuring high-performance products," said Jonathon White, Vice President of Engineering, Engine Business. "No matter what type of

## Destination Zero

These new products are an important element of Cummins' strategy to go further, faster to reduce the greenhouse gas (GHG) and air quality impacts of its products and reach net-zero emissions by 2050 in a way that serves all stakeholders in a sustainable way for Cummins' business. This commitment requires changes to Cummins' products and the energy sources that power them.

Two of the company's environmental sustainability goals for 2030 goals include reducing scope 3 absolute lifetime greenhouse gas (GHG) emissions from newly sold products by 25 percent and partnering with customers to reduce scope 3 GHG emissions from products in the field by 55 million metric tons.

"Cummins is innovating at every level of the company to find new ways of working that use fewer of the world's resources and the Engine Business is at the center of this exciting innovation," said Padmanabhan. "We know that our planet cannot wait for the perfect solution to happen. Instead, our approach must be a combined effort of using zero emissions power where it's available and using cleaner power where it is not. The planet cannot afford for us to hit pause in the meantime." **T**



## Blue.maxx - the intelligent fuel filter concept.

Blue.maxx is setting new standards in fuel filtration. A low weight, due to a consistent lightweight design and the optimization of the installation space unites with maximum performance. The pioneering performance data with respect to dirt and water separation speak for themselves!

### The layout of the filter concept at a glance

- 01** Manual feed pump (optional)
- 02** Bleed screw
- 03** Fuel heater (optional)
- 04** Energetic® filter insert
- 05** Cover with integrated water collection area (window optional)
- 06** Water drainage screw (water fill level sensor optional)

**Fig. multi-staged pre-filter**

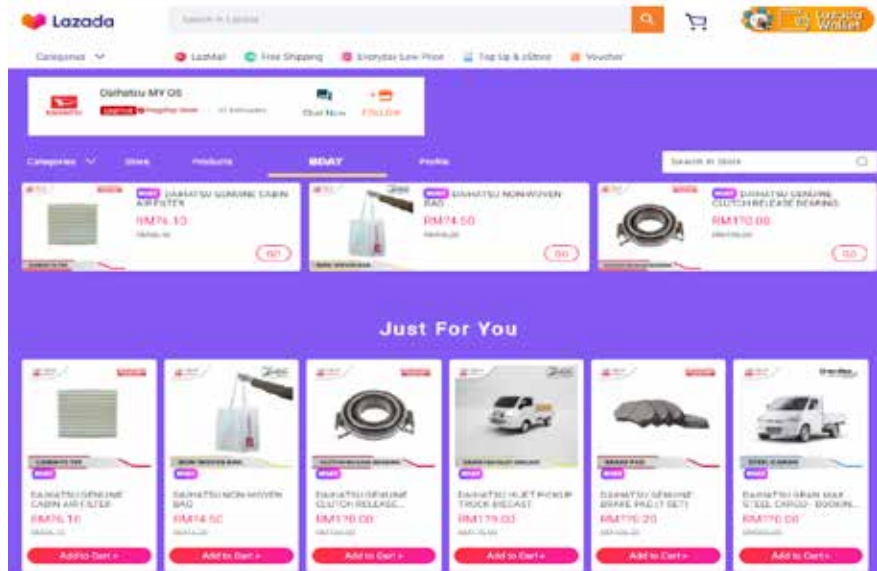


## The SMART Alternative.

OE quality and service excellence.

# Daihatsu Malaysia Launches E-Commerce Digital Store On Lazada and Shopee

*Daihatsu Malaysia has officially launched its first e-commerce digital store by the name of Daihatsu MY OS Flagship Store on Lazada and Daihatsu Malaysia Official Store on Shopee.*



In line with the company's business growth and diversification strategy, Daihatsu Malaysia aims to provide customers with seamless buying experience and simultaneously to further expand its market coverage reach significantly. Daihatsu Malaysia believes in the strategic importance of an e-commerce store, especially in this time of pandemic which has sped up the adoption of digital technologies and is confident that this initiative will complement its extensive distribution network available nationwide.

Arman Mahadi, Managing Director of Daihatsu (Malaysia) Sdn. Bhd. commented "This is yet another initiative from Daihatsu Malaysia, after having been the first to have introduced a web-based online e-showroom for commercial vehicle segment back in 2020 when the pandemic first hit. We are once again very proud to be the first one-stop e-commerce digital store offering automotive solutions comprising of aftersales genuine parts, vehicle sales booking and official merchandise. Daihatsu in Malaysia is going to have an exclusive presence on both Lazada and Shopee - recognised as the leading e-commerce shopping platforms."

The Daihatsu Malaysia e-commerce digital store offers an array of genuine and local certified parts (OEM), with a more extensive range of parts that are most sought-after by Daihatsu's customers to be added in the coming phases. Being an exclusive and official distributor of Daihatsu motor vehicles and its component parts in Malaysia, every part distributed by Daihatsu Malaysia is 100 percent authenticity guaranteed and, having passed quality assurance, is packed with an authentication security seal for peace-of-mind.

Customers are also given the option of having their purchased parts being professionally installed at selected authorised Daihatsu Malaysia service centres nationwide by their expert technicians for optimal performance. In addition, such customers will be entitled to three months/ 5 000 Kilometers (whichever comes first) parts installation warranty with terms and conditions applied.

In view of the fact that the Daihatsu Gran Max is significant to essential segments of road transport, specially as last mile carrier for services, as such e-commerce companies, placing a booking for the Gran Max via the Daihatsu Malaysia e-commerce digital store is also made possible nowadays. With

booking fees from as low as RM 500, every Gran Max comes with standard warranty of three Years/ 100 000Km, whichever comes first.

As unconventional as it may be for commercial vehicle industry, the booking process is rather hassle-free for customers. They would only need to browse through their preferred Gran Max variants on Daihatsu's official LazMall and Shopee Mall store and pay an upfront booking fee.

Customers will then receive an e-coupon via push notifications upon confirmation and will be contacted by Daihatsu Malaysia's official representative to arrange for the customers' preferred authorised Daihatsu Malaysia showroom, date and time slot for redemption of the booking e-coupon. Additionally, the e-commerce digital store offers the Daihatsu Lifestyle Collection line of official merchandise. Ranging from limited edition die-cast models to day-to-day essential pieces, the list of collectibles will expand more moving forward.

"From placing a booking to purchasing a Gran Max genuine parts and collectable official merchandise, we have it all via the Daihatsu Malaysia e-commerce digital store. What's more is having it delivered directly to your doorstep!" said Arman. Muhammad Fahmi, Head of Corporate Planning, Product & Marketing of Daihatsu (Malaysia) Sdn. Bhd. highlighted "Exclusively for the launch of Daihatsu Malaysia Flagship Store on Lazada and Official Store on Shopee, we were offering irresistible deals."

Fahmi further added that "We are excited for our customers to venture along into Daihatsu's new journey with the e-commerce digital store. With so many great online deals, Daihatsu's management is already looking at the possibility of offering special vehicle maintenance service packages that will benefit customers with worry-free driving experience. It is intended for the e-commerce digital store to enhance Daihatsu's 2022 business pipeline, ergo customers can expect more products and services to be added into this e-store as we progress ahead." **F**

# Valeo



# PREMIUM QUALITY

FOR YOUR COMMERCIAL VEHICLES

valeo added 



DISTRIBUTED BY

**YONMING**<sup>®</sup>  
Since 1979

+603 6251 9448  
WWW.YONMING.COM



OVER 26 BRANCHES IN MALAYSIA  
24-HOURS RES-Q TEAM



From left to right:  
Mr Eric Wang, Southeast Asia Region Director of Foton International Trade Co. Ltd

Mr Say Teck Ming TC Trucks Sales Executive Director

Mr. Tan Keng Meng, Executive Director of Angka-Tan Motor Sdn Bhd

Mr Eddie Leong Executive Vice President of Group Corporate Sales of JMC Malaysia

Mr Heng Fook Ping, Head of Branch Johor Bahru



Speaking at the opening ceremony, Mr Law Ah Tiong, Sales Director of TCTS said, "With the new showroom here in Johor, we at TCTS look forward to being able to serve our customers better, and grow our business in this region. This new showroom is part of our effort to improve our network and provide ease and convenience to the community. We will continue to enhance and upgrade our sales and service to provide the best services to our customers"

The new TCTS showroom will have Foton and JMC brands products, offering customers products ranging from heavy duty truck (Foton Auman), light duty truck (Foton Aumark) and 4X4 AT pick-up (JMC Vigus Pro) to cater to different business requirement. Foton trucks and JMC pickup sales has been gaining momentum since the introduction as an alternative solution to business operator especially in this challenging times by providing innovative and reliable products with great service and parts availability.

TCTS also works closely with Angka-Tan Motors, the Foton and JMC National Distributor in Malaysia and their Principals, by actively providing feedback and market demands to ensure we have the right products for the local market.

To date TCTS has been supported by a 3S network coverage in major cities including two from Klang Valley, three from southern region, three from northern region and eight from East Malaysia. TCTS will continue to develop and enhance our presence in the near future.

Operation hours for Bukit Indah showroom are stipulated below:  
Monday – Friday: 8.15am – 6.15pm  
Saturday – Sunday and Public Holiday: 10.00am – 4.00pm

## Tc Trucks Sales Sdn Bhd Opens New Showroom In Johor

**T**C Trucks Sales Sdn Bhd (TCTS) officially launched its latest and modern new showroom in Bukit Indah, Johor Bahru as its commitment to expand its nationwide network in the southern region.

The selection of the location of this latest showroom at Bukit Indah, Johor Bahru augurs well for TCTS given Johor Bahru growing population and close proximity to Singapore. Its strategic location and the strong business growth trends arising out of the various large investments and property development in the region makes it a perfect combination for business sense.

TCTS new showroom is located at Wisma Tan Chong, No. 2, Jalan Indah 15/2, Taman Bukit Indah, Iskandar Puteri, Johor and covers a total build-up area of 2,912 square feet with capability to display 1 light commercial truck and 1 pick-up truck with a cosy customer lounge.

# JUST

Fifth Wheel Coupler



King Pin



Landing Gear



**ALL KIND OF WINDSCREEN FOR TRUCKS & CARS**



Hydraulic Tipping Hoists

**Edbro**  
Leading the market with product developments ever since 1916  
Member of **JUST**-World



## HYDRAULIC PUMP

Bend-Axis Pump



Iso Gear Pump



Buffalo Mobile Batching Plant Uses JOST Landing Gear & TTK Trailer Component



**U-LI AUTO PARTS & SERVICE SDN.BHD**

(350857-M)

NO. 54, JALAN BESI, BATU 3 1/2, OFF JALAN SUNGAI BESI, 57100 KUALA LUMPUR. W. MALAYSIA.

TEL: 603-7980 8429 / 7980 8430 / 7980 8431 / 7984 3428 / 7983 8428 FAX: 603-7980 8433 E-MAIL: uliauto@gmail.com


# Isuzu Malaysia Delivers First Unit of Newly Rolled-out FVR300 6x2 to TMC Metal



In addition to tonnage, Chong also shared that price competitiveness and technical specification like horsepower, fuel efficiency, safety features and cabin interior were important factors that his company considered. After some comparisons with other truck brands, he said that they felt the Isuzu FVR300 6x2 is best suited to meet their expectations.

He said his company is confident that the FVR300 6x2 is built to deliver greater productivity and performance thanks to the 6-cylinder engine capable of delivering high maximum torque of 1 450 rpm and maximum gross output of 2 400rpm. Optimising these features, his company looks forward to increase to an additional 400 metric ton of collection this year using this new truck.

“Our drivers will use this new truck for weekly collection from our northern region customers and make the trip back down south to our Sendayan plant. We feel that the compact and powerful Eaton ES11109 9-speed transmission will allow for better drivability with higher-than-average speeds, lower fuel consumption and longer service life. Moreover, this truck is Euro III and B20 compatible, which will further help us reduce fuel consumption costs which is excellent for our business.

“Also, as a company that values the hard work of our drivers, we are happy to know that the FVR300 6x2 has a spacious and comfortable cabin for their comfort. The wide view surrounding the vehicle and easy-to-see new digital meter on the dashboard are also good aspects for overall safety, which contribute to a smooth business operation for us,” concluded Chong. 

Isuzu Malaysia has recently made the first sale of and delivered the newly-rolled out Isuzu FVR300 6x2 medium-duty truck in Malaysia to TMC Metal (Malaysia) Sdn Bhd. The purchase and delivery were made through Isuzu’s Seremban-based authorised dealer Ultra Gallant Sdn Bhd.

Koji Nakamura, CEO of Isuzu Malaysia Sdn Bhd shared, “The introduction of the new Isuzu FVR300 6x2 model signifies our commitment to offering the widest range of commercial vehicles in the market to meet our customers’ diverse needs. The FVR300 6x2 is an enhancement from the previous 4x2 axle variant, and it offers bigger load capacity, safety and comfort –everything that truck operators seek in order for them to run their operations efficiently and productively.”

Lawrence Chong, Vice President of TMC Metal (M) Sdn Bhd said, “TMC Metal is an asset conservation company serving the semi-conductor industry and our business operations involve the collection and recycling of e-waste materials. Our headquarters is located in Rawang, Selangor and our factory is in Sendayan, Negeri Sembilan.

“Due to certain e-waste components from electronic products containing toxic substances, which can generate a threat to the environment as well as to human health, we always maintain a strong commitment to the safety of the environment and handling of materials throughout all operational processes from collection and transportation to our recycling processes at our factory.”

“We bought our first Isuzu FVR truck last year from Ultra Gallant and we have been very satisfied with it, especially on the reliability, safety and fuel economy features. Thus, we decided to buy another Isuzu truck and this time, we are proud to be the first Malaysian customer to own the new Isuzu FVR300 6x2 which has bigger load capacity to support our expanding business especially towards the northern region of Malaysia.”

Khoo Kim Hong, Managing Director of Ultra Gallant Sdn Bhd commented, “We are very delighted to be able to serve our customer TMC Metal for the second time. When they informed us that they would like to buy another Isuzu truck, and after learning about their trucking requirements for supporting business growth, we immediately recommended the new FVR300 6x2 which carries more tonnage and comes with many suitable features and specifications for their optimum operational usage. Given the truck’s features and axle specification, it will greatly serve customers in a variety of goods transportation services such as TMC Metal’s business and others including livestock carrier industry too.”



# Scania Launches New Powertrain and Major Updates to Its Trucks in Singapore

*Scania Singapore launches a new powertrain and major updates to chassis, frames, axles and tanks for its trucks, to strengthen its industry-leading position in sustainable transport.*

The new powertrain – which together with its improved components offers up to 8 percent fuel savings for long-haul operations – is the single biggest launch since the introduction of Scania's New Truck Generation in Singapore in 2018. Since that launch, Scania has invested more than two billion euros in research and development to further improve the truck line, focussing its efforts on customer needs while taking the necessary steps towards a sustainable future.

The new powertrain offers an all-new engine platform for Euro 6 vehicles, with inherent capability to handle HVO and FAME biodiesel alternative fuels. Each engine will feature the new Scania Twin Selective Catalytic Reduction System for excellent fuel-saving capability and increased productivity and uptime, with a brake thermal efficiency of up to 50 percent.

It comes in 7-litre engines for 230-320 horsepower, 11-litre engines for 350-430 horsepower, 13-litre engines for 420-560 horsepower and 16-litre engines for 530-730 horsepower. The 13-litre engine is part of the new powertrain called Scania Super that delivers up to 8 percent fuel economy.

The launch also includes new chassis, frames, axles and tanks for increased modularity. Each truck will be fitted with the new Scania Opticruise gearbox for lighter and quieter operations, and the new Scania 756 single reduction rear axles for improved efficiency with reduced internal losses.

In addition to the new side-mounted AdBlue tanks in 123 and 150 litres, the new aluminium D-shaped fuel tank is also available from 165 litres to 910 litres in various lengths for greater



fuel optimisation and durability. The new fuel tank can be positioned in different parts of the chassis, offering more flexibility and modularity in truck configuration.

Scania is also introducing an option for digital rearview mirrors for increased safety. In Singapore, the Scania Super 13-litre and the 16-litre engine and their corresponding components will be available immediately to customers. **T**



South East Asia Partner Opportunities now available

## Rest Cool & Easy with Webasto

### Cool Top RTE 23 - Parking Cooler

High performance, 2.3kW, lightweight, low profile, roof mounted 24v electric parking cooler. Cooling without engine idling. Integrated low voltage battery cut-off ensures engine re-start. Easy Installation via vehicle roof hatch.



### Cool Split 20 - Air Conditioning

High Performance 2kW cooling, very low noise, low profile, light weight, rear or roof mounted Air Conditioning.



## Air Filtration Systems

### Remove 99.995% of airborne infections including Covid-19

HEPA-14 Medical grade air filtration solution can be retro-fitted to any Ambulance or mass transport system providing protection from airborne infections and contaminants. Straight forward installation, automatic filter monitoring and easy, contamination free, filter exchange.



## E-Mobility

With over 90 years of automotive expertise and a sustainable vision, Webasto has developed a modular, **scalable battery system** perfect for a wide variety of applications. Our high-quality, high-performance and high-safety battery products enable a secure and long-term investment into a green mobility.

Webasto's Integrated **thermal management system** for electric vehicles, provides complete system competence integrating new technologies and components to guarantee consistent and optimum temperatures for passengers, batteries, powertrain and power electronics.



# Lubricants: Keeping Fleets going During Pandemics and Beyond



*The past two years have certainly held some surprises. While the oil prices dropped below zero at times, lubricants were in high demand for commercial vehicles. Preparing for what's next is Lubetrans.*

**W**orkshops are vital for the commercial vehicle industry. Without them, being it in-house or a third party, the vehicles would soon run out of steam. This may be obvious, but what is unexpected is how the Pandemic has impacted transport businesses and with that workshop operators. Jason S.Y. Han of Lubetrans Sdn Bhd shares insights with us.

As a response to the lockdowns, E-Commerce boomed. With everyone utilising online ordering, a real boom for transporters happened, especially those concerned with last mile deliveries. "A lot of trucks and vans were ordered, however, some could not be delivered as supply chains were disrupted." Consequently, with the increase of commercial vehicles, Lubetrans also experienced an increase in demand for lubricants. According to Han, the market also reacted by keeping vehicles for extended times in the fleet. "This means that more vehicles were operated outside warranty periods, thus their owners opted for independent workshops to service them. What we have seen was a drastic increase in demand for lubricants ordered by these workshops." Instead of changing vehicles, fleet owners extended the life-cycle of their vehicles.

Another trend that Han has observed is that fleet owners, understanding the importance of vehicles having a high uptime, did not skip or prolong service intervals. However, as the situation was highly unpredictable, operators hedged their own risk by changing the lubricants from the top-level to the mid-range in order to reduce cost. "However, there are hardly any low grade lubricants available anymore. There are two reasons for it: the first is that modern engines need quality lubricants. Secondly, operators are more educated now and won't skimp on lubricants."

Highlighting upcoming changes in legislation, Han points out that soon workshops will have to re-design their operations. "Every drop of lubricant dispensed in a workshop will soon have to go through a SIRIM-approved meter." These meters have to be calibrated and verified in order to provide transparency for the consumer. This will be applicable for all types of fluids with the exception of brake fluids, whereby the balance of brake fluids left

in bottles has to be given to the customer. Lubetrans has geared up for this development and is an official retailer of Graco fluid management systems, which are currently being validated by the Ministry of Domestic Trade and Consumer Affairs.

A bulk oil fluid management system will help you improve your operational efficiencies by giving you the ability to closely monitor your day-to-day oil consumption while keeping an eye on bulk oil inventory control. Bulk oil tracking is essential if you're overseeing a vehicle service center for cars, heavy trucks or even heavy equipment, and Graco leads the industry with wire-free and PC-based solutions in a bulk oil fluid management system. "With such system, you know exactly what you have dispensed. Imagine, typically a workshop would lose a few litres per drum of lubricants."

As a distributor of lubricants, Han also expects major shifts in the market impacting them. "Electromobility will be affecting all of us in one way or another." For instance, electric vehicles will be impacting the need for mid-sized commercial vehicles in his view. Han expects the market penetration of electric vehicles to be slower than in Europe whereby the big trucks would still remain as ICE-powered (Internal Combustion Engine), thus needing lubricants. **T**






# Daimler Truck Launches Innovation Center in India

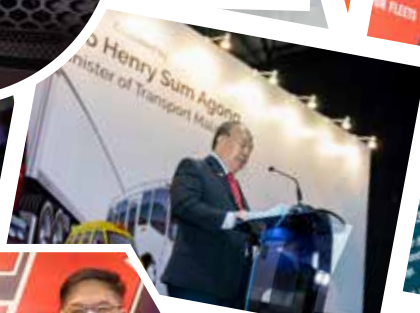
**D**aimler Truck Holding AG (“Daimler Truck”), one of the leading global commercial vehicle manufacturers, launched the product engineering and IT center Daimler Truck Innovation Center India (DTICI) in Bangalore, India. With DTICI, Daimler Truck is creating a new, company-owned incubator in which scalable innovations for the global product portfolio will be created in the future. DTICI leverages India’s very comprehensive engineering and IT talent pool to develop innovative products providing competitive advantages for all Daimler Truck brands across the globe. Furthermore, DTICI functions as global engineering provider as part of an integrated research and development network with North America, Japan and Germany.

Commenting on the launch, Dr Andreas Gorbach, Member of the Board of Management of Daimler Truck AG, Head of Truck Technology, said: “The transformation of our industry is a huge challenge – and also a huge opportunity: It gives us the chance to rethink the truck itself. And that is exactly what we are doing by developing CO2-neutral drives and transforming the truck into a software-based device. Together with DTICI, we are able to increase our development speed in both areas. Especially the comprehensive software expertise will help us to accelerate towards an intelligent Truck Operating System. This can make the business of our customers more successful – by increasing vehicle uptime, reducing innovation cycles and by improving their operational efficiency.”

DTICI emerged from Mercedes-Benz Research & Development India (MBRDI) due to the spin-off of Daimler Truck from Mercedes-Benz AG (former Daimler AG). It will focus on research, product engineering and IT capabilities to

empower all business units and brands of Daimler Truck worldwide including Mercedes-Benz, Freightliner, Western Star, Thomas Built Buses, FUSO, Bharat Benz, and Setra.

The engineering team at the innovation center will focus on a range of topics: vehicle engineering, powertrain engineering, software development for electronic control units, computer aided engineering (CAE), computer aided design (CAD), IT programming using complex engineering tools and methods. Equipped with state-of-the-art software tools and labs this entity will work on connectivity, cyber security, big data and advanced analytics, system integration and electrification topics. The design team will focus on developing best-in-class products to redefine the interior and exterior across Daimler Truck’s extensive range of vehicles. 





## Scania Unveils Sustainable Partnerships of First ADAS and First EURO V in Malaysia

Scania unveils sustainable partnerships of the first New Truck Generation (NTG) with Advanced Driver Assistance System (ADAS) and the first Euro V truck in Malaysia together with other sustainable transport solutions. Scania also showcased more sustainable partners who are joining the journey to achieve Scania's Science-Based Target. The list goes on with B100 FAME-prepared coaches; and the test and drive competition called 'A Good Driver' MCVE Edition that is open to the public. MCVE's Guest-of-honour Yang Berhormat Dato' Henry Sum Agong, Deputy Minister of Transport witnessed these proceedings.

Chemtrax Sdn Bhd's P410A6x2NA is the first ADR Specification NTG customer that subscribed to the ADAS – the two of many safe and smart transport technologies are the Lane Departure Warning (LDW), Automatic Emergency Braking (AEB) and also comes with the award-winning rollover side curtain airbags, for the latest 10 units delivered.

The Malaysia Commercial Vehicle Exhibition was also an excellent opportunity for Heba El Tarifi, Managing Director, Scania Southeast Asia, to reflect on her experience thus far in the country, having arrived here a little over a year ago. "I have been to Australia for a short break, but I must say, when I got back here, it was a little bit like coming home. After a challenging year, on so many levels, coming back, I missed the team and being in the business after spending a few weeks in Melbourne. Working remotely, I felt I needed to be back in the action." According to her, the strong response to Scania's exhibits from customers, bodybuilders and potential customers signals that the brand is on the right track with its message. "This exhibition has managed it very well to sell these good signals to the market."

The New Truck Generation has seen a number of enhancements since the launch in Malaysia. In particular, the ADAS have been a hot topic at the booth. "These safety features are now becoming selling points for our customers to attract their customers." One organisation that has been highly interested in these systems has been MIROS, which highlighted the benefits of the systems in the keynote address for MCVE. "We note that it is the customers that want to be seen to be doing more than what is legally required. It is becoming a pull," she said. In summary, El Tarifi said that the push for sustainability Scania has been promoting for years is definitely paying off.

"Sustainability goes hand-in-hand with profitability, which is reflected in our new slogan, which we present here: Profit Now. Profit Tomorrow." In the meantime, Scania has positioned itself as a one-stop solution provider that not only offers vehicles, but also engine technology that can handle Biodiesel

up to 100 percent while supporting customers with financing through Scania Finance. According to her, transparency is key and thus, clients will know exactly what the vehicle costs and that the trucks start to churn a profit right away.

Recently, Scania Malaysia appointed a "Director of Driving the Shift to a more sustainable transport system". This is to accommodate the instruction of electric vehicles as an extension of the push to be a sustainability leader. "Now that we have a product, we need to push it." El Tarifi reflects that the Malaysian market is one where there are a lot of opportunities. Bolstered by the fact that the second generation is now taking over, the market presents itself as being dynamic and energetic. To address the demands from the next generation, Scania vows to continuously enhance the offering to meet the needs.

"I would like to take this opportunity to thank all our customers in our sustainable partnerships, especially the ones who are here today, together with Scania in showing that profitability and sustainability can go hand in hand. That is why Scania continues to be a leader in driving the shift towards a sustainable transport system together with our partners. We hope more will join us on this journey towards reaching our SBTi targets," said El Tarifi. 🚚



# Out with the Fire!

*When life and load could be wiped out in a fire that suddenly engulfs a commercial vehicle, the installation of a fire suppression system may be a smart investment into safety.*

Swedish brand Dafo Vehicle Fire Protection participated in MCVE for the second time after having shared a booth with SRI for MCVE 2019. Eric Low, Executive Director, Dafo Asia Sdn Bhd, took time off from a busy day at the show to introduce the company. The Malaysian office is handling the Asian region from Mongolia to New Zealand and was set up in July 2020. A dealer network services the customers worldwide.

"We focus on safety on board of commercial vehicles. Mainly, these are buses, but a lot of trucks and heavy machinery in different segments also use our systems," Low said. Especially in ports, Dafo systems are critically needed in ports as the port operators are handling goods and dangerous goods in their day-to-day operations. As an automated system, technology takes care of the fire without harming people, the vehicle or the environment. Additionally, unlike systems using powder, the Dafo solution does not pose a safety risk to other road users as there is no cloud of powder inhibiting the view. As a business case, the investment in this system pays out in places where the insurances give discount to those installing it.

According to Low, Dafo is able to instal their system in any type of vehicle in the vehicle production line but also as after-market product. In Hong Kong, 3 580 buses have been retrofitted. "Buses with the capacity of more than 22 people must have such a fire protection system on board". As an investment, the Dafo system is estimated at approximately one percent of the vehicle cost and it can be installed within a few hours. A regular service is required, however, Dafo can also train workshop staff to handle the service, which ensures that the system has a lifespan of the vehicles lifetime.

The Dafo agent tank is based on a piston principle, which makes our tank unpressurised. Unlike fire extinguishers or any pressurized tanks, there is a risk of leakages for pressurised tank. The liquid used to knock out a fire is harmless to people and the environment as it is easily washed away and diluted with water. Furthermore, the liquid used does not damage any parts of the vehicle. It only takes one second to extinguish the fire while the liquid is going to be pumped out for a longer time to prevent re-ignition of a fire, because re-ignition is generally most underestimated. "This fire extinguishing agent (Forrex) is biodegradable, non-corrosive and is non-hazardous to the human skin."

Low said that forwarder transporting dangerous or flammable goods (ADR) have shown interest in the system. At the moment, it is not compulsory to have such fire protection installed in the vehicles sold and therefore it is a question of the individual approach of companies to safety. An installation can be done shortly after an order is placed. Should a fleet need to be equipped, Low's team will prepare the prototype installation to ensure the installation for the fleet is uniform and it could be quickly added to the vehicles.

At the MCVE, Low was in particular proud of their latest development that is to be used for electric vehicles (EV). "A battery vents and may catch fire, therefore, our system will pre-alert the user by sending out a warning signal first." Low said. Batteries may explode as a result from the extreme high temperature. Further, a battery may re-ignite after 14 days. The Dafo system not only detects a looming issue, but also extinguishes the fire. 🔥





Khoo Huan Teong, Manager, B2B Fuels & Lubricants Malaysia (l) and Bobby Marshal, Manager, Marketing SEA (r)

## Caltex Thinks Beyond Today's Lubricants

*Returning to MCVE, Chevron Malaysia Limited showcased their Delo Bumper to Bumper range of Delo products applicable to on-the-road trucks.*

Speaking to Asian Trucker were Bobby Marshal, Manager, Marketing SEA and Khoo Huan Teong, Manager, B2B Fuels & Lubricants Malaysia. Their first highlight is the StarCard Online App. "It is designed to help free up valuable time, our StarCard Online app grants you complete visibility of your fleet's operations and tracking expenses 24/7/365, enhancing your business efficiency anytime, anywhere. Available in English, Bahasa, Mandarin and Thai language," Marshal said.

Another focal point was what Khoo called the Delo and Diesel triple advantage. He said that by using TechronD (fuel) and Delo (lubricants), in summary one would achieve reliability, durability and efficiency. Asked about the significance of this, Khoo stated that "This allows us to deliver a value-added fleet customer experience through digitalization and product portfolio offerings, i.e., StarCard Online App and Delo Bumper to Bumper range applicable to on-the-road trucks."

### **Caltex Advisory – Accelerate your Business Advantage**

Caltex Advisory is a business and technical solutions program, managed by a Caltex team of first-class industrial and automotive experts, who are committed to delivering the technical and commercial advice and technologies you need for world-class business performance. The program focuses on three critical areas of your business to save on costs, drive up production performance, and train for better workforce know-how to deliver world-class standards, uptime, and equipment service life. Example, (1). Fluid Care Management System for customers in 2 main categories, Storage / Tracking and Cleanliness / Quality Monitoring. (2). Fleet Management System (FMS)

that there are key differentiators beyond price and product. Such differentiators being the Caltex Advisory – Fleet Management System (FMS) and Fluid Care.

Like the industry in general, lubricant makers are also working on megatrends. Caltex identified growing increase in digital adoption rate (CaltexGO), expansion of Mobility as a Service (MaaS) and the push towards hybrid vehicles with lower carbon emissions as current developments.

The usage of lubricants depends on the type of electric vehicle. Hybrid vehicles still have an internal combustion engine, so there will be some engine oils used. Pure electric vehicles only contain an electric motor, so the only lubricant there would be greases. However, both types of electric vehicles should still have a transmission, bearings, and brake system, hence there would still be some lubricant applications in these vehicles.

Chevron Lubricants is already working on a range of products for hybrid and pure electric vehicles. With regards to Malaysia, adoption of electric vehicles may not be as quick as western countries, so there should still be a large market for automotive lubricants soon. **T**

Through said Delo and Diesel triple advantage, Caltex aims to be recognized as the most customer centric supplier of industrial fuels and lubricants by way of value-added solutions, product innovations and partnerships. Khoo explained

# Webasto Keeps Truckers Cool



***With a product line-up that addresses the current and future needs of transporters, Webasto is well positioned to aid in reducing carbon footprint and cost.***

**F**reshly set up in Malaysia, the Webasto office is headed by Kamaljit Gill, Technical Sales Manager, South East Asia Customised Solutions, Webasto Group Asia. Taking the opportunity to introduce their products during MCVE, the company offers timely solutions that will make the lives of commercial vehicle drivers easier and safer.

"The first product we have on display here is our parking cooler, RT 23. As the name suggests, this is a device that cools down your truck while it is parked. However, we see this also as a means of reducing the carbon footprint of transport companies," Gill explained. Right now, lots of drivers would keep their engines running to cool the cabin down. Using the Webasto parking cooler, in optimal conditions, the cabin can be kept cool for up to eight hours, whereby the engine would not have to idle to power the unit. "This way, you save a lot of fuel, reduce emissions while providing a comfortable environment for the driver."

A second product on display was a Webasto HEPA filter. This unit can be retrofitted to ambulances and buses for instance, thereby reducing the viral load within these confined spaces. HEPA filters have a removal efficiency of up to 99.995 percent of contaminants (viruses, bacteria, dust, etc) in the air. While this is particularly important during the Covid pandemic, having clean(er) air is always a good point when transporting people, especially those in ambulances. "What makes this unit highly user-friendly is the fact that the replacement of the actual filter can be done without having to touch the filter," Gill said. When swapping the replacement filter with the one inside the unit, there is no contact with the filter. An indicator signals the need to replace the filter, which should be about every six months. In heavy use conditions, this time might be shortened.

Gill told Asian Trucker that the Webasto name has been a well-recognised in the Malaysian market. Many visitors to the booth recognised the brand from air conditioning systems installed in buses. To ramp up the distribution of Webasto products, current efforts are to appoint distributors throughout the country. Gill sees potential for more distributors in the northern and southern

parts of peninsular Malaysia. "We need such support as these products, which we classify as traditional, can be customised."

Klang-based Roda Dimensi is the first one to sign on and currently, trucks have been fitted for localised data gathering. One unit has been installed on a truck of a customer fleet. The aim is to be able to calculate fuel savings while also testing the durability in the harsh climatic conditions of Malaysia. Before commenting on the cost savings, Gill cautioned that one can not just simply take the data gathered in other countries. He sees huge potential for operators in the ports. "There is always a lot of delays and waiting times in port operations. I am sure that these units will pay for themselves very quickly. However, we would like to thoroughly study this first before making any comments." Installation of the units is done quickly as the parking cooler will be fitted where the roof hatches are.

The Webasto booth was segregated into what the company calls traditional and future products. Among the future products are batteries, control units for battery electric vehicles and other systems that will be needed for the electrification of commercial vehicle fleets. **T**





## Trittech Offers Ways of Making Roads Safer

*While hi-tech can assist in the ambition to reduce traffic accidents, it is sometimes simple procedures and tools that can have a big impact.*

Returning to MCVE was Trittech, a leader in road safety equipment. At the event we spoke to Andrew Lee, Managing Director, Trittech Sdn Bhd about how road safety can be enhanced through the use of fairly simple tools and adhering to proven and tested procedures. In the context of the pandemic it is crucial to point out again that the commercial vehicle industry did not stop and that the drivers would have been out in the field every day to ensure a filled supply chain.

"We have seen the industry being impacted though. For instance, when PUSPAKOM shut down during the pandemic, crucial vehicle checks could not be performed as scheduled." Overall, Lee assesses that the industry is split into those that prioritise safety and others that do not emphasise this in their daily operation. "In that respect, nothing much has changed during the past two years."

However, Lee said that an investment into safety pays big dividends. Using petroleum transporters as an example, he told Asian Trucker that time and again, the application of safety equipment makes a lot of business sense. Fully reflectorised, managed right and always using new trucks, the reference petroleum company has seen less accidents, therefore reduced insurance cost; fewer accidents and incidents also mean less vehicle downtime and repair cost. An investigation may even ground the entire fleet, resulting in significant financial losses. "Every time your vehicle has to stop for repairs, there are all sorts of other cost associated with it." Reflectors being one of the easiest to use as safety tools, Lee pointed out that all vehicles over 3.5 tonnes should be equipped with approved reflectors. However, he noticed that not all transporters adhere to the laws associated with this, simply because education and enforcement is lacking. "It is important to use those reflectors that are compliant."

Gearing up to new legislation to be introduced, Trittech was showcasing equipment and videos that address the upcoming needs for the commercial vehicle industry. Citing Malaysia's industrial code of road safety practice,

ICOP SHE, he points out that every commercial vehicle will have to carry a number of items. For instance, a driver needs to have a safety vest handy which has certain properties to ensure that the vest is performing as it should. "Other items that commercial vehicles have to carry along are safety cones and a safety triangle." Oftentimes, his clients contact him after an accident, having realised that these relatively simple items could have prevented harm to people and damage to assets. As such, the purchase of these items is not an expense, but an investment.

Safety triangles have been a very effective tool to protect people during roadside breakdowns for a long time. However, Lee points out that most people do not use them correctly. "To begin with, you need the right size. The one for commercial vehicles is bigger. Again, there are standards that need to be complied to and we urge users to buy only those that are approved." There are good reasons why the safety triangles are designed the way they are. Bigger ones for commercial vehicles are needed as the triangle should be visible from a further distance and also because commercial vehicles are generally not painted in bright colours, thus they are not as visible.

Having the right equipment is part of securing a breakdown properly. "Tree branches and luggage bags don't really work," Lee quipped. Properly placed, the triangle should be placed at a distance that allows for traffic to react in time to the hazard. The distance is about 50 yards, which is about 50 steps. "While doing so, wear a safety vest and hold the triangle towards the oncoming traffic, not just on the side." Being an internationally recognised sign for danger, the triangle will be understood by anyone on the road. In addition to that, the safety cones should then be placed to direct traffic around the broken down vehicle. "Unfortunately, the use of these items is not followed by all road users that need to secure a site," Lee said.

"We have come a long way, but there is still work to be done. Do not wait until an accident happens. Invest in safety equipment and training as it is going to save a lot of money in the long run."



## Tenming Banks on Quality to Counter Uncertainty

*When your business operates on the principle of dependability, quality spare parts make the difference. Tenming's founder knows what it takes to take away the headache associated with spare parts.*

Visitors to the booth of Nick Ching, Managing Director of Tenming Marketing Sdn Bhd, were presented with two very distinct product portfolios. Within the booth, Ching showcased two of his businesses, namely Tenming and Maxlastic. There is a clear separation between the two, as explained by him. "Tenming focuses on air-suspension and brake pads and trailer parts. On the other hand, Maxlastic deals in rubber-metal parts, such as bushes, suspension and engine mountings. In essence all rubber parts."

Picking selected brands, Ching represents Fuwa, which currently claims to be the world's largest axle maker, Se-M and Andac. SEM LASTIK A.S. was established in 1972 in Bursa, which is one of the most important centers of the automotive industry. SEM LASTIK A.S. started its activities as a small workshop but managed to secure a solid place in the automotive replacement market within a short time as a result of our high quality and service mentality. ANDAC Automotive has started in 1976 as a spare parts retailer and service for heavy vehicles. Since 2008, ANDAC has specialized in manufacturing of repair kits and components for air activated and hydraulic brake caliper systems. "ANDAC is among the top Turkish manufacturers for this kind of parts," Ching said. Last but not least, Ching presented Pega air suspension at MCV. Pega Otomotiv Sus. San. ve Tic. A.Ş. was established in 2008 by a team well experienced in developing, manufacturing and marketing air suspension systems on the International market for years. Pega, as a major air spring manufacturer, is competing with the sector leaders in 75 countries all over the World with a high-quality products and a range of over 1 200 types.

Ching started the business eight years ago when he found out that his interest is not in the passenger car industry. Then deciding to start his own business, he is now well established in the commercial vehicle industry. "What is interesting to note is that our business increased during the pandemic," he added. As a result of an increase in the truck population in courier and delivery services, there has been a sharp uptick in the demand for spare parts too.

Tenming has a country-wide reach and is also supplying to Indonesia, Taiwan and Thailand. A typical customer would be transport and logistics companies that run their own workshops. "This makes up about 80 percent of our clientele." Ching identified specific buying patterns that his operation accommodates: air-springs and brake pads are usually bought in bulk whereby customers keep stock to have it readily available when needed. Hoses and engine mountings are one-off items, however, Tenming would deliver single items.

However, the current situation is putting some heavy strain on his supply chain as raw materials, oil and other components have increased drastically. "We are in the middle as transport companies are unlikely to succeed in increasing their rates." His answer is to increase the service level provided. Hiring seasoned professionals, Tenming offers on-site consultations. By providing a more in-depth service, Tenming is helping clients to improve their bottom line. In turn, Ching expects that this will lead to increased loyalty of clients to his company.

"Being here at the MCV for the second time has been really rewarding. We have met a lot of people, many of whom we know well. It has been a great opportunity for us to present ourselves again and to be part of this," he praised the event. Although predicting future market developments is currently rather tricky, Ching plans to source additional high-quality products. In his view, it is important to counter uncertainty with the provision of quality products as those would reduce downtime of client's vehicles. **F**



# Michelin Rolls Into New Transport Paradigms

*With a full product line-up, Michelin gears up to meet the demands of transporters operating in a new normal and in an electrified transport industry.*

Everyone loves Bibendum, the very instagrammable mascot of Michelin. At MCVE, the brand brought him out and he was the centre of attention whenever he was at the stand. While this added photo-ops, the brand was showcasing important products and its vision. Recently transferred into Malaysia, Timothy Mitchell, Commercial Director – B2B, Michelin Malaysia Sdn Bhd, shared insights with Asian Trucker.

In line with the theme of the exhibition, Michelin displayed their full range of heavy duty commercial tyres. Also on display were light commercial tyres and tyres suitable for vans as well as retread tyres. “With all these on offer, we hope to excite the market in our complete line-up of tyre products,” Mitchell said. Those operating a range of vehicles were able to be consulted on which tyres would be the best for each class of vehicle in use.

Highlights were the newly introduced MICHELIN X Line Energy Z2 and MICHELIN X Line Energy D2 products, which are evolutions of the MICHELIN X Line low rolling resistance tyres, which help to reduce emissions and improve fuel efficiency. “These are produced in a new size, which is 315/70R22.5, which makes them wider tyres with a lower profile,” Mitchell stated. This particular size offers improved grip and stability, especially useful for double deck buses or other uses where the vehicle needs to have a good hold on the road.

Headquartered in Clermont-Ferrand, France, Michelin is present in 177 countries, has over 124 000 employees and operates 68 tyre production facilities which together produced around 173 million tyres in 2021. The regional facility responsible for Malaysia is located in Bangkok, Thailand. There, tyres are developed

by taking into consideration the needs of the users here, climatic conditions as well as specifications developed by the regional office. A unifying characteristic is that Michelin will always use the MICHELIN X Multi, MICHELIN X Line and MICHELIN X Works in the portfolio. These might be a different evolutionary version or featuring different thread patterns or tread names, but they are essentially a global product.

Mitchell praised his team for being highly motivated and resilient at the same time “Safety of our staff is of course a concern and with the pandemic, we had to shut down most of the in-person contacts with our clients and partners. Being at MCVE is therefore very important for us as we need to finally be coming back to a more normal business.”

While the pandemic posed problems for everyone, Mitchell and his team is anticipating the next challenges already as raw material prices are already under pressure due to the conflict in the Ukraine. However, Mitchell reassured that the Michelin brand will continue to deliver the same outstanding value as always. Knowing that the brand is a price leader, the approach has to be one that satisfies the expectations towards this position.

“Take our retreads for instance. These are designed to be retreaded a minimum of three times.” Beyond that, the challenges are to reduce impact on the environment and to improve mileage of the tyres.

Looking ahead, tyres will need to change with the implementation of electromobility. “We are aware that the demands are different. For instance, some EVs have very high torque and therefore, our products need to be adapted.” Michelin tracks

tyres, especially in urban settings, in order to analyse the needs of the industry. While the tyres are crucial, services are becoming more and more important. Citing mobile services, the development of electric vehicles also opens up new business opportunities. For instance, tyres could be checked and serviced while the vehicle is charged.

“There is a real difference between our products and those offered by other players. It was crucial to be present here at MCVE to make sure that we can communicate these differences and to get back out into the market.”

Michelin, the leading mobility company, is dedicated to enhancing its clients’ mobility, sustainably; designing and distributing the most suitable tyres, services and solutions for its clients’ needs; providing digital services, maps and guides to help enrich trips and travels and make them unique experiences; and developing high-technology materials that serve a variety of industries. **T**





# Volvo Establishes Connections

*New trucks, new services the highlight at the Volvo booth at MCVE aimed to reconnect and boost the industry.*

Taking up position in the front row of exhibitors, Volvo Trucks put on display their recently launched vehicles. Making it an event, the Swedish marquee also launched their Volvo Connect during the exhibition, bringing it closer to the market during the show.

Meeting with Anthony O'Connell, Managing Director, Volvo Malaysia Sdn Bhd, Asian Trucker investigated further on the ambitions for the year ahead. "It has been an interesting period over the last 24 months whereby we are now starting to meet with our customers face to face again," he said. According to him, it is now back to what the brand does best: listening to the demands of the people, getting their honest feedback and converting it into tangible business opportunities. O'Connell is looking forward to re-assessing Volvo's customer's businesses. He opined that, although there is still some uncertainty, the fact is that the businesses of transport companies has changed during the pandemic.

Volvo Connect is a milestone service in his view. Data and its analysis is becoming more and more important and therefore, this new service is crucial going forward. "Through the use of telematics, productivity will be increased. And that is where we are getting closer to our customers." Offering real time data and real time information, this new offering goes beyond just tracking vehicles. With the ability to provide insights used for predictive maintenance, transporters and Volvo's service network are also moving closer to each other. This allows Volvo to act proactively, which in turn increases productivity.

The ability to tailor the information is a hallmark of Volvo Connect. Data, as many would agree, is not the issue. Converting the reams of data collected into useful information has always been a tricky business. What Volvo does not want to see happen is that the data is either not used right or that users get carried away looking at too much data, which may even create the perception that more staff is needed to work the intel. "It is important to understand what each client needs. For instance, one transporter may focus on safety, another one on a totally different metric," he explained. With the interface and dashboard, users will have all the information at their fingertips.

"Response to our new range has been good. We expected the model we introduced to be a favourite for the haulage industry." O'Connell expects demand for other segments to pick with time. Overall, he is predicting that demand for heavy duty commercial vehicles will significantly pick up in the next months. As the supply chains have been under heavy strains, customers might have held back and are now emerging with renewed appetite for new trucks. "We are seeing a global trend for operators now to re-new and increase their fleets as a result of increased demands for all sorts of products now." With Malaysia being an export market, demand for transportation can be expected to ramp up now.

When asked about the response to the MCVE, O'Connell pointed out that there is a real buzz and that the crowds have been a welcome sight to have again. "It is always too to meet people as it is a very person-centric events. MCVE is a highlight in that regard" In his view, it is the connection with the customers that makes the industry tick and being part of the exhibition as been a highlight during his stay in Malaysia thus far. Going out and about now, O'Connell is a big fan of Chicken Rice and Chendol. He is looking forward to having more exposure to Malaysian culture. "In the past 12 months I have learned how phantastic Malaysian people are and now that I am able to meet more of them, I think it will be just an even more enriching connection with the market doing business face to face." **T**

# MAN TGX Flagship Model makes Malaysian Debut at MCVE 2022



**MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) believes there is significant market demand for the flagship model of its recently launched EURO V emission-compliant New MAN Truck Generation line-up.**

The all-new MAN TGX made its Malaysian debut at this year's Malaysia Commercial Vehicle Expo (MCVE) 2022 where it was officially unveiled by Deputy Transport Minister Dato' Henry Sum Agong.

The all-new MAN TGX features a high roof and the largest cab among all the New MAN Truck Generation models. It is powered by the proven MAN D2676 LF08 EURO V diesel engine with a maximum power output of 540 HP, maximum torque of 2 500 Nm and much lower carbon emissions to comply with stricter Environmental, Social and Governance (ESG) standards that are the norm in today's business environment.

At the expo, the MAN TGX 33.540 6x4 was snapped up by Sea Hawk Global Lines Sdn Bhd, a mere four days after its arrival in Malaysia. MAN Malaysia officially signed sale and purchase agreements for a total of 33 trucks at the event.

At MCVE, we met with Andrew O'Brooks, Managing Director, MAN Truck & Bus (M) Sdn Bhd to get an update on the brand's performance. He first told us that he has been surprised by how much the market is responding and prepared to move forward with solutions that put the protection of the environment at the core.

"MAN is proud to be the first truck manufacturer in Malaysia to offer EURO V engines as standard across our entire product portfolio. And we are pleased that transporters have really taken an interest in our New MAN Truck Generation range and how these low-emission trucks can benefit their business."

O'Brooks said that it is now crucial to continue providing the market with information about this technology to allow for a better understanding. In essence, it is a radical change of how a business operates if a company, especially one operating across borders, is implementing stricter environmental policies. Beyond that, the newly launched trucks offer a vastly improved driving experience according to him.

"There are very few countries left that are using EURO II or EURO III fuels. It will not be long before all OEMs decide to cease the production of these engines. The

cost of producing them for such a small number of markets will be too high and it will no longer be feasible to maintain them in the product portfolio.


It is a fact that the reduction of CO2 emissions is achieved through the use of EURO V or EURO VI engine technology. As Malaysia demands the use of biodiesel, we are proud that the MAN fuel system technology can operate with B100 biodiesel," he said

O'Brooks was delighted with the overwhelming response from the market at the three-day expo.

"What we showed at MCVE was the New MAN. We demonstrated enthusiasm, conviction, excitement and energy. Visitors to our pavilion could clearly see that MAN is becoming stronger in Malaysia. We didn't just display vehicles. We were able to convince them of the exceptional, class-leading products and services we have and how these can help businesses achieve both profitability and sustainability. The gala dinner that we hosted was a wonderful celebration of new partnerships and strengthening of existing ones," he said.

Arriving in Malaysia in early 2020, O'Brooks has had limited opportunities to experience the country and to meet with industry players.

"During this time, I would honestly rather be here than back in other countries I have worked in! Yes, initially it was frustrating, but I would also say that we also benefitted from the lockdown. We were able to analyse the weaknesses of the brand in this market and address them as the country opens up," he said.

MAN Malaysia is a wholly-owned subsidiary of MAN Truck & Bus SE of Germany. With its recently launched New MAN Truck Generation with EURO V engines as standard, it is leading the way in driver orientation, fuel efficiency, assistance systems, digital networking and, above all, sustainability. 



# Steelbro takes off with PTO Option

*Adding a new type of Sidelifter to the product line-up, Steelbro Malaysia now offers a solution for any transporter, regardless of their preference how to power the equipment.*

Steelbro (M) Sdn Bhd, explains to Asian Trucker about the development and advantages this brings for the local market. "This follows extensive discussions with our customers. They have highlighted the need for this variant," he stated. Following the need analysis, discussions with Steelbro's management were initiated. According to Ersalle, the entire process, including the adaptation of the trailers, took about three years. "This seems to be a long time, however, it is imperative that the end-product is done correctly, matching the needs of the market and complying with prevalent regulations."

"What followed the needs analysis was a thorough analysis of the market," Ersalle elaborated. Beyond the type approval to be obtained, Steelbro needed to make sure that these Sidelifters are priced right and that spare parts supplies are guaranteed. According to him, this approach to quality and service has resulted in a very good resale value for the Steelbro Sidelifters. This was



Pioneerpac Sdn Bhd –  
The 1st buyer of  
Steelbro PTO

The market for trailers is a heavily contested one. In total, Steelbro offers four variance models for different hauliers' solution. In 2020, Steelbro reacted to demands from the market with SB 450 face-lifted versions of their Sidelifters. In accordance with the safety requirements from customers, such as safety lights, extra protection accessories, stronger sideguards, light weight durable lifting chains and mudguards are among other details added to the variants offered in the Malaysian market. In 2019, Steelbro introduced regular duty model - SB 362 powerpack with bridge leg options In 2021, Steelbro launched a Sidelifter to handle 45 foot containers.

This year, Steelbro Malaysia is extending their product range in Malaysia with Sidelifters powered by a PTO, in line with 30 percent of overall market preference. In this exclusive interview, Andy Ersalle, Regional Manager S.E. Asia,





evident when Steelbro opened their operation in Thailand and supplied customers across the border with used units from Malaysia. "This comes down to supporting our clients beyond the close of the sales."

There are two different schools of thought: Sidelifters powered by a PTO and those using a separate engine to generate the power to operate the hydraulics. From market observation, Steelbro deduces that Sidelifters with own gen-set are more widely used in less developed countries. In Europe for instance, there is a mix of both variants, which is about equal. Depending on the power source, issues related to the powering of the Sidelifter may then be claimed against the trailer maker or the truck OEM. As Ersalle explained, the use of either PTO or separate gen-set is also related to the licencing of trailers. If a Sidelifter can be coupled to different trucks, the gen-set is the better option. Another aspect is the service and maintenance of the gen-set, which requires expert knowledge outside of the truck OEMs responsibility. At the same time, the use of a PTO would disallow the independent use of the Sidelifter when the trailer is parked at a clients place and there is no truck with PTO available.

Paul Ravindar, Business Development Manager, Malaysia of Steelbro, added that "We see a pattern. Once a fleet has reached a certain size, transporters typically want to shift their maintenance in a way that they deal with as few suppliers as possible, hence the PTO solution becomes one that could be seen as preferred." He stated that this is now closing this gap in the

product portfolio in Steelbro's line-up. However, Ravinder cautioned that the use of PTOs may sound easier than the on-board engine to power the Sidelifter. He stated there needs to be proper communication and specification of the parts, the trucks and the technical requirements to ensure that the truck is fitted correctly with the right PTO. "With two units already in the market for six months, we were confident that we can now officially roll out this product with the introduction at MCVE 2022." Pre-orders have been received and during the exhibition, Steelbro handed over the units to pioneer clients.

Ersalle stated that Steelbro now has three main products. "Our bread and butter SB450 Heavy Duty Sidelifter comes with a power-pack and a capacity of 45 tons. It is an extremely robust and versatile unit." For those needing less lifting power, Steelbro offer a 36Tonne lifting capacity Side lifter, SB362 powerpack with bridge leg options. "If you asked me if one is better than the other I would have to say that it is a question of how you use the equipment." He went on to explain that a PTO naturally adds to the cost of the prime mover. A power-pack on the trailer can be more cost-effective as it only runs when the Sidelifter is in operation and the engine produces only up to 50 Hp, thus needing less fuel.

However, A PTO is oftentimes seen as an additional piece of equipment that reduces downtime. "Having obtained all the required approvals, we are now ready to serve this market segment, which we estimate to be a sizeable volume in Malaysia." This latest addition to the product family features a single-pressure system, heavy duty outreach and the ability to handle one 40 foot or two 20 foot containers. Ravinder said that the Steelbro Sidelifters are designed for heavy duty and that they contain a lot of high-quality steels to ensure durability.

Furthermore, this new Sidelifter also features proportional control. "This makes it not only easy to manage the trailer, but it also complies with European regulations." When designing this trailer variant, Steelbro decided to add a few features, although adding cost, to ensure that the user experience is top-notch. The PTOs and hydraulics are sourced from HYVA, in-line with the approach to provide heavy duty equipment that is durable and provides value to the transporter. Currently, there are two truck brands that can be fitted with the PTO required while Steelbro is currently in discussions with other truck makers to achieve compatibility.

Both Ersalle and Ravinder were confident that the new product will be a success. Their first customers have added these Sidelifters to their fleet in order to increase their capacity while hoping for reduced downtime. "We need to point out that we are not discouraging one or the other version. However, we expect to see that the market will be demanding about half half of the two options," Ravinder says. A power-pack for instance requires proper maintenance in order to provide the transporter with a long lifespan. On the note of engines, Ravinder points out that the power-packs used by Steelbro are supplied by Kubota, which is a highly reputable brand for such applications.

"As we are adding to the product line-up, we are also supplementing them with more training programmes to our clients. We are reacting to the market demands and are confident that we can now satisfy any of the transporters needing a Sidelifter, no matter which school of thought they are from," Ersalle summed up.



**RMK Haulage Sdn  
Bhd – 2nd buyer  
of Steelbro PTO**



By Professor Dr. Wong Shaw Voon, Chairman of MIROS (pictured) and Ts. Aqbal Hafeez bin Ariffin, Research Officer, Commercial Vehicle Unit, of MIROS

# Road Safety: Enhanced by Technology

*Tasked with improving road safety, MIROS shared thoughts about the way forward for the commercial vehicle industry with regard to road safety during MCVE.*

According to statistics published by the Royal Malaysian Police, there are slightly more than half a million road crashes every year in Malaysia. Heavy vehicles were involved in 7 percent of these crashes on average for the last one decade, while contributing 3 percent to annual fatalities over the same period. That seems to sound little, but we are talking about 200 heavy vehicle drivers losing their lives every year! And there are many more other drivers who were killed as a result of collision with heavy vehicles. On average, more than 450 fatal heavy vehicle crashes involve motorcycles (60 percent) and more than 250 fatal crashes involve passenger cars (35 percent). In Malaysia there are about 10 fatal crashes involving heavy vehicles hitting bicyclists every year. Of all these crashes, half were due to head-on and rear end collisions.

The estimated costs of road fatalities and serious injuries in Malaysia make up more than 5 percent of Malaysia's GDP. This is due to the fact that each fatality on our roads costs the nation roughly RM3.2mil and each serious injury costs RM0.8mil based on the estimated models developed by the World Bank and the International Road Assessment Programme (iRAP). The iRAP also estimated that Malaysia should be looking at investing 0.1 percent of its GDP annually over the next 10 years on road infrastructure improvement so that at least 75 percent of road travel can occur on 3-star or better roads. However, having good road infrastructure is just a piece of the whole puzzle that we are working on.

Right now, road safety is evolving so quickly that relying only on human capabilities to solve the puzzle is a mistake. A high-level report published by the Academic Expert Group (AEG) of the Swedish Transport Administration for the 3rd Global Ministerial Conference on Road Safety held in Stockholm in 2020 proposed nine recommendations to be adopted by all countries in line with the UN Sustainable Development Goals 2030 (SDGs 2030). These recommendations cover all aspects that are possible to address road safety issues, from management best practices, human behaviours, road engineering to vehicle safety. The recommendations were seriously deliberated during the Ministerial Conference and further embedded into the 2020 Stockholm Road Safety Declarations. The Declarations was then further endorsed as one of the United Nations General Assembly Resolution.

The AEG report also emphasized on the use of technology, particularly vehicle safety technologies. A lot of evidence shows that these advanced vehicle safety technologies is currently saving lives. What makes them more viable is the fact that the cost of computing equipment needed to build these safety systems are getting cheaper nowadays. The only challenge is to create demand for these technologies, and sustain the supply chains of production. But these are not impossible if every single party understands and commits to the roles and responsibilities within the business model, including both the government and the private sectors.

The effectiveness of these systems has not only proven for passenger cars but has also extended to commercial vehicles. Take the Electronic Stability Control or ESC for example. It is designed to help drivers maintain control of their vehicles in high-speed or sudden manoeuvres and on slippery roads. Studies in Australia and the US have demonstrated potential large, estimated savings in fatality prevention when light commercial vehicles and heavy trucks are fitted with ESC. In Malaysia, ESC is mandated for all new car models since 2018. It is high time we make the same effort for commercial vehicles, work hand-in-hand with vehicle manufacturers, related industries and authorities, to make this a reality.

As commercial vehicles are much bigger than other vehicles, their blind spot is bigger, and blind spot detection (BSD) technology can help. The Blind Spot Detection (BSD) system or Blind Spot Monitoring can monitor this area and take much of the strain off the driver and avoid hazardous situations. Sensors monitor the road area behind and next to your own vehicle and warn if you try to pull out despite there being no gap. A study in Taiwan projected that if BSD is equipped in all large trucks, as much as 24 percent of crashes involving vulnerable road users (VRUs) can be avoided.

The Automated Emergency Braking (AEB) is also found to benefit commercial vehicles. The system is an advanced assistance system designed to identify imminent collisions and react by automatically activating the brakes and is based on camera / radar recognition of an object in front of the vehicle. The results of a meta-analysis on evaluation of AEB's effectiveness showed a surprising 38 percent overall reduction in real-world, rear-end crashes for vehicles fitted with low speed AEB compared to a comparison sample of equivalent vehicles. According to Bosch Research Centre in Germany, 34 percent of all crashes caused by heavy-duty commercial vehicles could be avoided with AEB. The AEB system market is projected to grow and reach USD 55.31 Billion by 2025.

Not only that, we are also seeing the booming of autonomous vehicles being developed and tested for passenger cars. We call these the CAV or Connected and Automated Vehicles. The good news is that this system is already available for heavy vehicles and is very significant for the industry because the organized nature of heavy vehicle operations benefits very much from connectivity. A very good example of this system already being used in the commercial vehicle industry is where a mining company in Australia uses self-driving trucks which carry iron ore. Each truck is the size of a three-storey house and uses GPS to transport 300 tonnes of ore along predefined routes. These trucks communicate with each other of their position and speed using the vehicle-to-vehicle wireless links. In road safety, connected vehicles remain as one of the most potential technology in speed management. Such technology has a very big potential in countries like Malaysia where motorcycles are the biggest contributor to road fatalities nowadays. More importantly, there is one important element of it, that is with such platform, the logistic and transport operations would be a lot more efficient where the operators can make informed decisions and quick adjustment with real-time information.

Last but not least, we have what we call the Intelligent Speed Assistance (ISA) technology. This system is an in-vehicle system that displays the enforced speed limit and assist drivers to comply with it. There are different implementation types ranging from advisory type to mandatory type with different degree of control by the drivers. All the regulations with regard to the installation approval of the device is documented under the UN Regulation No.89 which came into force in 1992 and until today have gone through several amendments

to incorporate technological needs from time to time. Studies by the European Transport Safety Council have shown that ISA not only benefits the environment through reduced CO2 emissions, but the most notable one is that it could reduce collisions by up to 30 percent and fatalities by 20 percent.

As a developing nation, Malaysia ought to leverage on effective adoption of safer and greener commercial vehicle technologies. While gearing for greater economic growth, the country is bound to strive for a sustainable, safe and efficient logistics industry in Malaysia and the region. These 'vaccines' for heavy vehicle crashes are already there in the market and have been proven to save lives. We have to increase the demand for these technologies so that it not only becomes a sustainable investment for suppliers and manufacturers but also benefits the operators and road users. With a wider application of these technologies throughout this decade, we take a step closer towards achieving at least a 50 percent reduction in road fatalities by 2030. Optimizing resources in life saving investment, especially for the benefits of road users, can be done in an innovative way. Together, we shall keep improving road safety and start saving more lives. **T**



ASIAN TRUCKER DRIVERS CLUB

# UPDATE




PREMIUM SPONSOR:





# Welcome 2022: get a full set of Asian Trucker merchandise with 1 year magazine subscription for **RM125** only!

- (1) year subscription Asian Trucker magazine (6 issues)
- (1) Asian Trucker Collar Shirt
- (1) Asian Trucker Cap
- (1) Asian Trucker Sticker
- (1) Asian Trucker Limited Edition Facemask

 017 232 8451 - Amira

Free  
Delivery  
within  
Malaysia

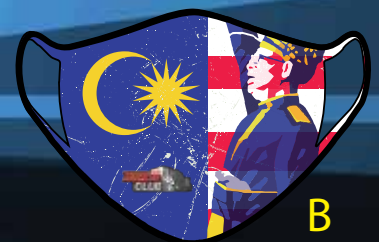


Rekaan Pilihan :



A

or



B



# Going Slow When you are in a Hurry

**//** It is the purple one!" That is an easy-to-stop truck that the duo is driving. Having taken delivery of this Tata truck only a few weeks back, the trip over to the venue for our interview is also one that our two truckers enjoyed as they get to experience the new vehicle. Sangkar and Karunakaran are the owners of A One Quick Resources and they have come by on a whim to tell their story.

Sangkar and Karunakaran started the business in 2012, having ditched their corporate jobs. "I have a finance background and Karunakaran used to have a truck just

idling and a background in warehousing," Sangkar said. Having hedged their plans for the business, they sent the existing truck for service and got moving (cargo). Their pledge was to increase the fleet size, which mainly comprises of Isuzu, Inokom and the Tata now, but one vehicle per year. Initially, the duo would move any kind of cargo: furniture, FMCG or the odd bulk goods. Today, their focus is in NorthPort and WestPort.

"I truly enjoy driving these modern trucks. They are really comfortable!" Karunakaran quipped. The joy of being independent and mobile is sometimes hampered by the

restrictions one encounters when driving a big vehicle. When going on lunch break, both would eat wherever they are, although Sangkar truly loves his Nasi Lemak. "When we go to busy areas we see where we can stop to get our food, but oftentimes we have to drive to other places to find places to park. We are very aware of the impact we have when we just park on the roadside," he said. If possible, they try to find open spaces to park. While that is often possible, both lament the lack of infrastructure to support simple things like parking spaces for bigger vehicles.

One will note that their vehicle is a curtain sider. Somehow, the finance and business backgrounds shine through as this option was chosen being one that allows for more efficient loading and unloading. This approach harkens back to the company name, which was inspired by Sangkar's wife. Having named all their children with names starting with "A", she also wanted the business to be a number one as well as being resourceful.

Normally, the trucks would ply their routes between the ports and depots. "When we got the job to move materials for the LIMA in Langkawi, we had the opportunity to be part of something special." Providing transportation services for an exhibition main contractor has been a highlight in their careers, allowing them to go a longer distance for a change.

"A real challenge for us are tyre failures," Karunakaran says. Bound by strict timetables and the need to fulfil orders on time, such events add undue stress. "Especially, when this happens on the highway, outside the city centres, this is something that really challenges us." Naturally, the Pandemic also posed a challenge as they wanted to continue growing the business and at the same time also keep all staff on board.

Having made the transition from a corporate job, the experience of driving a truck has been inspirational. "Only when you have done all the jobs related to the business would you be able to truly understand it. I have been a bit shy to drive the truck at first, however, after an initially tough time, I got to understand how things connect. Then I really enjoyed driving the trucks." At times, long distance trips are a good opportunity for them both to take some time out as well. Karunakaran encourages young people to take up the job as a truck driver as this could lead to be an entrepreneur and the opportunity to start their own business. **T**



Karunakaran



Sangkar



# OKO Gets the Drivers to their Trucks

**O**KO Malaysia used the 'MCVE' for the Malaysian Launch of the mobile fitting service for OKO's outstanding tyre sealant for motorbikes. With good reason, as many drivers of commercial vehicles get to work on a motorbike.

Punctures in a four wheel vehicle are a big inconvenience – but much more so (dangerous even) with a two wheel vehicle. Especially if the main bread winner travels to and from work on only two wheels.

"Many riders we have spoken to are aware of earlier tyre sealants for tubeless tyre motorbikes, but they have complaints that they do not last, they create imbalanced wheels and vibration, and only sealing 2-3mm punctures if it still works!" Graham Carmichael, Director, OKO Malaysia told Asian Trucker. According to him, there have also been numerous complaints about wheel rim corrosion when using other products.

OKO's On Road Motorbike sealant uses the latest sealant technology and customers will suffer none of the above complaints.

The reason for that is that OKO's formulation uses no latex/ammonia mixtures, which can create allergies if the sealant comes into contact with skin. Also in very rare cases, it may cause death via anaphylactic shock. OKO sealant's formulas have been developed to ensure no ingredients will damage wheels or tyres. More importantly, OKO reduces the risk of a puncture causing the rider to fall off after losing control of the motorbike.

Carmichael stresses these key points for OKO Motorbike sealant:

- Lasts the life of the tyre
- Creates no vibration/imbalanced wheels
- Seals multiple punctures of 5mm instantaneously
- Washes out with water if the puncture is bigger than 5mm and you want to repair the tyre.
- The seal strength is 1.6 time stronger than a Patch repair and 6 time stronger than a 'plug' repair.
- If the puncture is larger than 5mm, OKO will still try and seal the puncture and allow the rider to bring the bike to a stop with some control.

OKO Motorbike tyre sealant prices start from a very reasonable RM35-40 per motorbike for the smaller 'kapcais'; up to RM85-90+ for the very largest bikes.

"Why do we launch at the MCVE? Well, we know that many Truck drivers use a motorbike to drive to the yard where they collect their trucks from. Getting a puncture while on the way to work might mean you miss out on a job, or if you are coming home after a day's work you just to not want that hassle," he said further. Obviously, this brings benefits for both employee and employer.

Of course, what better way to launch this New Product and Service, than with a Special Offer for the Members of the Asian Truckers Club! For the three days of the MCVE, OKO Malaysia and their Dealer, Saxa Sdn Bhd, provided the correct dose of OKO Tyre sealant for the first 15 Asian Trucker Club Members free of charge. Those bringing their bikes to the OKO Mobile fitting booth by the Scania "A Good Driver" Competition in the outdoor area received a free treatment.

Anyone wishing to consider this for their employees, including the Truck drivers, please contact Graham Carmichael directly.

# Good Reasons to Use Retread Tyres

In an ongoing trial, GIIB puts their retread liners to the test by providing a number of fleet customers free-of-charge retreading services. There are good reasons to use retreads and for this trial, which we learn about in this report about the trial, which is accompanied by Asian Trucker.

## Why the Distrust?

At the heart of the tyre trial are questions about the reliability, safety and cost efficiency of retread tyres. The perception of the retreads is a negative one, which Tai Qisheng, Managing Director, GIIB Rubber Compound Sdn Bhd, traces back to operators having made bad experiences with retread tyres. "Usually, this experience is the result of an inferior product or having been ill-advised." He elaborates that operators may want to reduce cost and are therefore looking at retreaders to provide them with cheaper options. However, if such a retreader is not using quality products and the required processes to produce a tyre that is meeting the high standards needed in the transport industry, then the joy over the lower price is usually short-lived. Another problem that has been identified is that tyres are not used properly. For instance, a retreaded tyre might be specified for the use on a trailer, but is mounted on the drive axle of a truck (or a bus tyre mounted on a construction vehicle). It would be no surprise that such a tyre would not perform as it should.

Sometimes, one may find that a vehicle will have a mix of patterns on an axle. This could happen when there has been a tyre failure and the operator just fitted any tyre to get the vehicle moving again. After that, it might have been missed to change a tyre that does not fit the application. In Tai's experience, it is not unusual to see a mix of trailer patterns with drive patterns. "If operators do not even take care of that, then there is a chance that they are not using a retread tyre correctly either."

## A Case for Casings

In this trial, Japanese casings are preferred to be used for the long term study. Tai assures that all good quality casings are retreadable, provided



that they are being cared for. Japanese are preferred as they are time-tested to perform in Malaysia. Fleet operators may not want to use retreaded tyres. Tai encourages those to get in touch with retreaders as they would be always on the look-out for useable casing and would likely offer some cash. This will also help to reduce the amount of tyres that go into landfill.


## An Investment into Reputation

GIIB and its authorised retreaders are supporting the trial with advice, liners as well as retreading process. There is a good reason for doing so, as Tai explains "The first reason is that we want to prove that retreaded tyres perform, contrary to the perception in the market. Secondly, we want to demonstrate that this can be a way to reduce impact on the environment." Tai is convinced that operators would continue to use retreads once they have had a positive experience.

The trial not only involves a spread of transporters from various industries, but also several retreading companies. Those involved are authorised and trained retreaders, able to produce top-notch products. "These are the good ones and we believe that they need to be recognised and acknowledged. Hence, we are working with them for this experiment to show that there are reputable and capable retreaders operating in Malaysia." In Tai's view, this will demonstrate that right product, made right will perform in the toughest of applications. He recommends that operators seek the expert advice of retreaders first to identify the best suitable solution as even the best-made product will not perform if it is not used right.

## Global Issue

For the interview, Tai called in from Dubai where the company is conducting a similar trial. According to him, the conditions there are even harsher than in Malaysia "It is hotter, the distances severely bigger and the loads are heavier than in Malaysia. However, if the retreads can perform here, then there shouldn't be a reason why they can't perform anywhere else in the world."

"What we want to achieve with this trial is to prove that a good product can help reduce cost, improve safety and that there are good manufacturers of retread tyres out there," Tai said when asked about why the company is investing in this exercise. As final tip he urged transporters to instil a simple routine to check tyre pressure. According to him, GIIB's experience shows that a simple inflation and routine check will save up to 10 percent in their cost, whether through better mileage, improved fuel consumption and preserving the casing for its next life. 



## GEODIS Trusts the Actros

*With the addition of seven new Actros prime movers, GEODIS adds layers of safety to their operation while enhancing capacity ahead of an expected increase in demand.*



**G** EODIS' vision is to be the growth partner for its clients. As a logistics company, they aim to achieve this through proven expertise across their five lines of business: Supply Chain Optimization, Freight Forwarding, Contract Logistics, Distribution & Express and Road Transport. Adding seven units of the Mercedes-Benz Actros 5 2640LS recently, GEODIS reinforced the latter.

With a total fleet size of 16 trucks, of which now seven are Mercedes-Benz Actros, GEODIS is servicing routes in Malaysia and Singapore. This also brings the average age of their vehicles down to seven years. When asked about why they chose the Actros, Lakshmanan Venkateswaran, Sub-Regional Managing Director – South East Asia, GEODIS, told Asian Trucker "Safety and

environmental issues are key for us. We've chosen Mercedes Actros for their highly innovative safety and security features. In addition, we hardly see any such vehicles in the international road freight market, and take the opportunity to try out something different in South East Asia."

The inclusion of all the safety features is important to Geodis. According to Venkateswaran, GEODIS has been at the forefront of expanding road transport services throughout Southeast Asia. With the increase in demand for road freight, the company has built experience of various verticals with customers asking for differentiation and value-added services suitable for their products. There has been an increased demand for security and safety features given the current congestion in the sea freight sector and lack of capacity in air travel as restrictions continue. For instance, high-tech and semiconductor customers value these features. It is also valuable for the retail business and luxury products where GEODIS claims to have a stronghold.

"We have invested in additional security features for our fleet with the aim of ensuring reduced risk to our customers' cargo as well as to our drivers," Venkateswaran said further.

One of their golden rules is to ensure the safety of their staff everywhere and at all times. Therefore, it is very important that during long-haul trips, the driver's attention becomes enhanced by the capability of the vehicle they are using. Lane assistance ensures drivers stay on the road as long-distance journeys across the peninsular sometimes involve single carriage roads. "We believe that the features enhance the transportation safety." Stability control assistance for example ensures utmost care and minimal damage to the cargo, but also the visibility that their customers are constantly looking for. To safeguard drivers, cargo and the total transportation process, this series of enhancements is to secure the entire road freight network.

Malaysian roads are generally good and drivers are also very responsible. One may ask why the extra safety features when they are not mandated by the government. Venkateswaran addressed this, saying "Our customers value the additional investment that GEODIS has put in place to handle their shipments and cargo. This attention to customers' needs and requirements would set us apart from our competitors. For example, our mandate that each truck is always manned by two drivers."

The MirrorCam has been featured heavily ever since it was introduced. One may expect that drivers would need to get used to this feature. "We think this innovative solution will be of benefit to the drivers, contributing to support of them and enhancing safety." The MirrorCam offers improved visibility to the rear and in the area of the A-pillar. It also provides added safety during manoeuvring, turning off and lane changing, for example by panning the camera image according to the vehicle's movements. To help the driver better assess the traffic behind when pulling in or out and when turning, coloured guidelines and distance lines for example appear on the display when the driver indicates to turn at a vehicle speed above 30 km/h.

Venkateswaran also provided a general overview. He stated that road freight has been the first mode of transport to recover in the wake of the pandemic, with most governments recognizing that transport through key land borders

is essential to maintaining a supply of fresh produce and other consumables. It has become an essential service for industries such as high-tech, semi-conductor, retail and manufacturing. "We observe a tremendous growth in our road transport activities in Southeast Asia connecting Singapore, Kuala Lumpur, Penang, Bangkok and Hanod. Apart from the scheduled door-to-door service, it also provides the option of multi-modal transport (air, sea or train), providing solutions to connect cargo from other parts of the world into Southeast Asia, and vice versa. We introduced our own AirDirect services into Asia-Pacific, where our customers' air cargo can seamlessly connect to our road service, via our air hub in Kuala Lumpur. This helps overcome any air travel restrictions and port congestion."

As demand for GEODIS' road transport product grows, they are increasing their schedule of cross border services throughout the countries, ensuring customers' requirements continue to be supported as they grow their business into 2022. **F**

## SPECIAL OFFER FROM ASIAN TRUCKER!

Books dedicated to wheel alignment, more so on wheel alignment for commercial vehicles, are very rare indeed. You will not find them in bookstores. Wong Thiam Boon has poured decades' worth of experience into this book and you can now buy it from Asian Trucker for a special price.

If you want to learn more about how to reduce the cost of operating your fleet through correct wheel alignment, then wait no longer and grab a copy of this practical guide book.

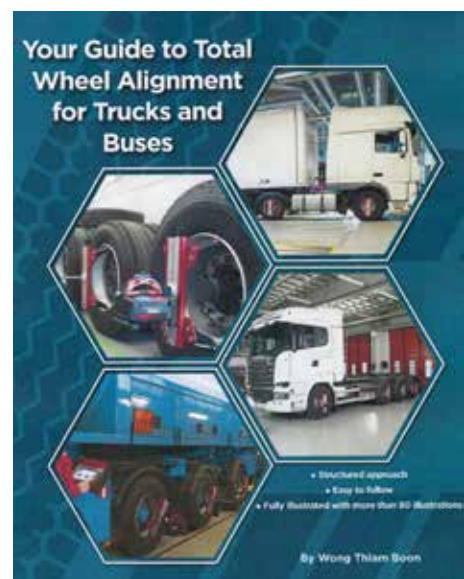
RM 120.00 or SGD 40.00 + Postage  
Discounts are applicable for bulk orders of five copies or more.

"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious about their transportation business. The industry had to wait far too long for a resource like this and I am excited to see TB Wong's knowledge now being available to the market."

Stefan Pertz,  
Editor, Asian Trucker Malaysia  
Editor, Asian Buses

**Available from Asian Trucker. Order via [info@asiantrucker.com](mailto:info@asiantrucker.com)**

**ASIAN  
TRUCKER**





# The Beginner's Guide to Tyre Maintenance

The key to tyre maintenance, like most things in life; is proactivity, which will result in:

- Better mileage
- Better casing retreadability
- Less tyre failure
- Lower unscheduled downtime
- Better vehicle handling and safety
- Better fuel economy

Each and every one of these areas will not only improve safety, but will also save cost on tyre expenditure (a badly maintained tyre can sometimes only achieve 20 percent of its potential life). People often view a tyre as a 'fit and forget' object, and the availability of cheap products has extenuated this attitude, however, a well maintained tyre will serve your business better than any other type of tyre.

Here are the basics you need to be aware of when looking to implement a tyre maintenance strategy across your business.

The journey actually begins without even touching a tyre. The first part of any maintenance overview is communication. It is essential that everyone in your organisation understands that tyre maintenance is important. If a driver doesn't care about tyre maintenance, there's little likelihood that anything will change. Stipulating from the top that a driver at least needs to 'tap' tyres to check pressure before he leaves the yard in



Murphy's law is cited as: "Anything that can go wrong will go wrong." Anyone who works with commercial fleet operations will know this innately, without thinking about it. We are presented daily with any number of issues that must be solved, quickly. But all too often we forget that most of these issues don't need to be a problem if we are proactive about understanding what 'could' become a problem and taking steps to address it before it 'is' one.

Tyre maintenance, in particular, is made up of so many 'could' factors that it's often daunting to try and address them. However, no problem is worse before it happens, and we can all take steps to reduce the likelihood of things even becoming a problem.




the morning should be the absolute bare minimum an organisation is doing. We see many that don't even do this. Putting value on this from the top will trickle down, better yet, set Standard Operating Procedures (SOPs) to make sure this is enacted. A five minute check of tyre pressures before departing can save a RM 1 500+ call to a breakdown service to replace a tyre roadside. As part of this SOP, you can have a tyreman on hand at your busiest time for trucks leaving the depot, or you can use a mobile service provider to be on hand if any work needs conducting immediately.

Finding a problem before it results in ultimate failure will ALWAYS be cheaper than the alternative. From a practical perspective, steps you should take monthly to enact a basic tyre maintenance procedure are as follows. Start with a load distribution study, so you know the average load-bearing of every axle of your truck. This will give you the information you need to set the correct pressure for tyres on each axle. Record this, check it monthly (at least; weekly if possible). Remember that pressure and load are directly related. Over inflation is better than under inflation by about 15 percent of a tyre's life,

yet 90 percent of tyre pressure we see are under inflated given the load. Heat is the second thing to pay attention to, a lot of this comes from tyre choice (don't fit an on/off road tyre for a regional haul application), but make your drivers aware that overheating leads to failure.

So, longer journeys should include a stop to let tyres cool down. Again, this should be a company-wide SOP. It might cost a little time, but not as much time as tyre failure. Put in place a regular maintenance schedule. If you don't have a tyre man, there are services available to help you conduct this regularly. This will allow you to spot uneven wear, chunking, foreign-object impact and other types of potential tyre damage, and will allow you to action the problem before it leads to failure. In some companies, implementing even a two hour a week 'tyre checking' SOP has led to a 70 percent reduction in road-side tyre failure. Just think of the cost saving of reducing breakdowns by 70 percent!

In summary, choose the right tyre and take care of it. Implement an SOP approach from the top of your organisation down. Tyre maintenance will only ever save you money, it will never be an overall cost to your business. The key things you need to do are summarised as:

- Develop a specific tyre maintenance methodology and SOP for your company's needs
- Develop pressure specifications based on load distribution
- Training tyre technicians or outsource with these specifications
- Training drivers to instil basic tyre care and maintenance principles, particularly checks they can perform quickly
- Compliance audits for tracking proactive maintenance 



## A UNIQUE COFFEE TABLE BOOK BY ASIAN TRUCKER.

45 TRUCKS FROM AROUND THE WORLD. 230 IMAGES. 388 PAGES.

LIMITED EDITION

PRE-ORDER NOW AT SPECIAL RATE

ICONIC TRUCKS

FUTURE ICONS

Liebherr - Sweeping Ahead 88





## When the World Relies on You, Who do You Rely on?

*Dependability and being able to fulfil promises are paramount. ZF's WABCO brand answers the call for a reliable partner with their workshops solutions, saying when the world relies on you, you can rely on us!*

Supply chains depend on road transport. The first question posed by WABCO is how do you define reliability? The WABCO brand has long been a trusted name within the automotive industry. Today, after the merger with ZF, their pioneering spirit continues to drive all they do – and drive businesses forward. WABCO branded Commercial Vehicle parts solutions are manufactured globally, with industry-leading methods, therefore “Reliability” means that products, systems, and services will perform its intended function adequately, will ensure safety and long life of the product, helping users to reduce cost, improve their uptime and make fleets leaner, greener and safer.

Why is this important for ZF to provide, we ask. From better all-round safety to increased efficiency, smarter operations and telematics that ensure a whole lot less downtime, WABCO-branded aftermarket parts set the global standard.

Within the aftermarket, they have a broad client base, spanning distributors, workshops and fleets. Although there are some shared objectives, these customer bases have different needs and goals. As such, it's important to deliver the right parts, that will serve them for a maximum period. Global availability for fast delivery to get vehicles back on the road sooner is therefore a priority.

Workshops are at the heart of these solutions offered by ZF aftermarket. These solutions provide workshops with a complete range of high-tech diagnostic tools for commercial vehicles. In this case they can easily set the right diagnosis to the problem and repair or replace the defective part. This is what workshop's customers expect from them. Hence, they need all the knowledge and experience to detect the issue and without the right tools, it is sometimes a trial and error they cannot afford.

A clear distinction between OEM and aftermarket exists and the differentiation ZF aftermarket offers in their solutions is mainly guarantee of safety. In addition to the proper training and experience, the right tools are vital to ensure safe adjustments, repairs, part replacement and configuration of special vehicle functions. An original WABCO System Diagnostic tool is the best equipment for testing and inspecting ZF's systems, that are designed and tested by our experts. So, when speaking about reliability, having the original tools puts a quality mark on the product.



**Matthew Liang**  
Product Manager, ASEAN Fleet Solutions

To provide the right solutions, insights into the workings of operators is crucial. Based on data gathered, ZF aftermarket is constantly striving to enhance the services. The first step of automation is information. Data, regardless of the source (vehicles, drivers, cargo, customers, cloud, etc.) is crucial for the evolution of products, solutions and services. For example, by harnessing Big Data and machine learning, today we can optimize and automate the refueling process of a fleet by telling the drivers exactly when and where to refuel next without the dispatcher being in the equation at all. Today it is a service which the WABCO brand is able to provide. But what about tomorrow when it becomes crucial to predict the best parking, resting, and refueling areas for a driver when something unexpected happens on the road? Fleets cannot take the best decisions if there aren't smart systems that can help take the right operational decisions and execute. Also, workshops need automation and support to release the trucks as soon as possible back on the road. Therefore, it is so important to gather data so we can learn and anticipate future.

Given a new live, overhauled products re-enter the market after they have been passed through the REMAN service work. A WABCO REMAN SOLUTIONS branded product is restored from a re-usable core, which goes through a series of advanced industrial processes performed by dedicated industry experts at certified facilities around the world. It is not simply re-build for function, but remanufactured for perfection using the latest technologies and industry knowhow gained from original equipment manufacturing. Every remanufactured WABCO branded product performs to the same standards as the original product and is given the same warranty as a new product, guaranteeing a quality that users can truly rely on.

Applying all this can add significantly to the reliability of trucks. In case of mechanical parts, all critical components are replaced with new ones, followed by the various tests that confirm the quality and reliability of the product, which has undergone an advanced reconditioning process. WABCO's electronic and mechatronic parts are updated to the latest software versions to ensure greater driver safety additionally.

Through the Service Partner (WSP) program, ZF works with the OEMs in providing the services that ensure reliability. ZF aftermarket certifies vehicle service facilities that meet the company's stringent technical and safety standards in the maintenance and repair of commercial vehicles. WSPs undergo specialized training by ZF's technical experts to attain extensive knowledge of the company's products and services – and provide service, repair or replacement of the WABCO branded suite of products for trucks, trailers, off-road equipment and other vehicles including buses and RVs. The program's goal is to increase uptime for customers, getting them back on the road as quickly as possible, and providing peace of mind that the service was done by a certified facility.

Just like the trucks never stand still, developments press on as well. The latest developments in preventive and predictive maintenance are exciting. Knowing which data to prioritize and harvesting that data from trucks and trailers is one thing but analyzing



it and using it effectively is another entirely. Aside from fuel, that has been mentioned before, a fleet's operating cost can be reduced by looking at other expenses thanks to Big Data. Repairs, parts, tolls, inefficient driving routes, damages, accidents and insurance costs – all of these can impact on the bottom line. The downtime and costs of repairs can be reduced with Big Data insights into truck and trailer performances, so that fleets can plan maintenance and take vehicles off the road before any minor issues become major problems.

Many OEMs aim for longer service intervals and operators are anxious that this could mean higher risks of breakdowns. ZF assures that this is not the case at all. As mentioned before, data analytics today gives us a lot of opportunities to be proactive and anticipate, more than before, the future of the parts installed. Therefore, intervals can be optimized while at the same time mitigating the risk of breakdowns and improving workshops and fleets' uptime.

One should, however, now just depend on third parties. Perhaps the most important action any transporter can take to ensure that parts and systems perform at their best is through the conscious use of quality parts. Given the magnitude of the global road haulage industry, and the size and speed of the vehicles travelling within it, safety is a number one priority.

This means not only driving safely but making sure that the vehicle is equipped with original parts and solutions and reacting to system warnings immediately. ZF's experts design, develop, and offer innovative technologies to improve the competitive advantage of its customers; in turn, increasing efficiency, reducing repair costs and helping to prevent accidents on the world's roads.

Road transport sits at the heart of our economy. It's an industry that is crucial to not only deliver the goods that we consume every day. Imagine that every year European truck drivers jointly cover over 1 trillion kilometers. Therefore, we need to support this sector with all the technological disruption in order to drive for the Next Generation Mobility. We may realize that there is a lot we have to do, and the WABCO brand already offers a lot to solve the industry's key pain points. Leveraging the latest technologies on the vehicles, creating unique data products for our customers – in the cloud – and supporting them in the field. With an optimal portfolio of solutions to improve road safety and goods security, becoming your preferred source of total cost of ownership solutions and sustainability, supporting you in your daily operational needs. That is why ZF Aftermarket wants to be the best partner for their customers and strive together to achieve zero downtime for all commercial vehicle types: trucks, trailers, buses and special purpose vehicles. ZF wants to support customers with industry leading systems know-how, and wants to support them today and tomorrow as we collectively evolve towards autonomous, electrified and connected vehicles. **ZF**



# Current Status of Occupational Safety and Health Management by Transportation Sector

*We take a closer look at the state of Occupational safety and health in the transport industry.*

Occupational safety and health, commonly known as OSH, is a multidisciplinary field concerned with the safety, health and welfare of workers. Workplace safety is an important component for the well-being for both employees and employers of an organization. It is one of the responsibilities of a company as required by the Occupational Safety and Health Act 1994 (Act 514) to look after the employees' safety and health while working. The Act also includes transport as one of the sectors being covered in the employment areas.

Findings from the MIROS crash investigation and reconstruction on road crashes involving heavy commercial vehicles revealed deficiency in term of OSH management among operators that was highlighted as one of the contributing factors. Among the weaknesses identified include lack of commitment from the company management, driver management and vehicle maintenance.

As a result of the findings, in 2007, MIROS together with several agencies and the industry had developed a Safety, Health and Environment Code of Practice for Transportation Sector (SHE COP) to assist transport operators in driver, vehicle, and route & risk management as well as proper record management. Subsequently in 2010, the Department of Occupational

Safety and Health (DOSH) revised the content and scope of the code with the assistance of relevant agencies and the industry, and formulated a new code named the Occupational Safety and Health Industry Code of Practice for Road Transport Activities 2010. The Industry Code of Practice was gazetted under subsection 37 (4) of the Occupational Safety and Health Act 1994 [Act 514].

Through the implementation of the Industry Code of Practice, the risk of road crashes can be reduced by all involved parties. The implementation of good occupational safety and health management will also benefit the company in terms of: (i) reducing the cost of injury or casualty suffered by the employees who got involved in road crashes; (ii) providing more business opportunities; (iii) improving safety, service and operational performance; and (iv) finally providing more profit to the company.

For example, 84 percent of transportation companies in Sweden that adapt safety management standards in their companies reported excellent performance in road safety. In addition, voluntary roadsafety management certification in South Africa has been reported to have shown significant success in

improving road safety, compliance with legal requirements, as well as improving operational efficiency among transport companies which have received the certification.

Currently, the Commercial Vehicle Inspection and Safety Control Unit (Unit Pemeriksaan Keselamatan Kenderaan Perdagangan) of the Road Transport Department (JPJ) is responsible to conduct compliance audits on the safety management of commercial vehicle companies. The audits include periodic, road accident and audits on complaints involving logistics and bus companies, and taxis.


In total, 519 safety audits were conducted during 2018 – 2020 period for truck and bus companies. The periodic audit findings revealed only 54.7 and 22.2 percent of express bus and tour bus companies, respectively, complied with the Industry Code of Practice. This result is worrying as the findings of the audit conducted by MIROS found that several tragic road crashes involving commercial vehicles were due to lacking in safety management by the company.

Last year, the government has launched the national Occupational Safety and Health Master Plan 2021-2025 (OSHMP25). This plan

is developed to assist and provide guidance to companies so that both the employers and employees can work in a safe, healthy, and conducive work environment. Furthermore, under Strategic Thrust 7 this plan emphasizes on improving road-related Occupational Safety and Health (OSH). This shows the importance of safety management that need to be applied by companies involved in the transportation sector.

Lastly, it is hoped that transport-related companies will be able to comply with the Industry Code of Practice and implement OSH management in accordance with the standards that have been set. This is vital to assist the country towards accident prevention efforts in the workplace specifically in the transportation industry.

**By:**

Mohamad Suffian Ahmad, Wahida Ameer Batcha and Ts. Aqbal Hafeez Ariffin  
Research Officers, Commercial Vehicle Unit (CVU), Malaysian Institute of Road Safety Research (MIROS) 





Unique in Malaysia: Confidential Auriga Deluxe 122

# Starrtrek Carriers' State-Of-The-Art Car Carrier

*With more than 30 years' experience in the Malaysian Automotive Logistics Industry, Datuk Kumar Prabakaran is now offering a brand-new state-of-the-art vehicle carrier under a new brand, Starrtrek Carriers Sdn Bhd.*

**B**uilt on a collection of vast experiences and knowledge from years of service in the Malaysian automotive logistics industry, Starrtrek commits to introduce its fleet of automotive transporters by bringing the best in class European-designed car carriers.

Introducing for the first time in Malaysia, The Confidential Auriga Deluxe 122 and Blizzard semi-trailers are both game-changers for Malaysia's automotive logistic market. Both the Auriga Deluxe 122 and Blizzard trailers are built by Rolfo of Italy. The Rolfo Group is now a world leader in manufacturing equipment for transporting vehicles. It specializes in the production of transporters (for general cars, collection and sports cars, road tractors, cruisers, farm tractors, off-road vehicles, SUVs and all kinds of commercial vehicles), and in the study and manufacturing of special equipment, made for specific uses in a limited number of models each year. To these, Rolfo applies all its skills and craftsmanship acquired over more than a century of history.

Thanks to the combination of high-quality craftsmanship and build quality, the Auriga Deluxe will move vehicles without being subjected to the harsh Malaysian weather, road gravel and stone chips along every journey due to the trailer being confidentially enclosed. The Blizzard semi-trailers are non-enclosed, bringing forth the potential to load more units per trip than usual in Malaysia.

Datuk Kumar Prabakaran, Managing Director of Starrtrek Carriers highlighted the fact "With this state-of-the-art car carrier, we are setting another benchmark for higher quality and no compromise vehicle logistics service. We



are proud to be a pioneer in this field and to be able to offer our customers even higher quality door-to-door services."

This represents the ultimate evolution of a family of transporters for finished vehicles receiving maximum flexibility, high efficiency, driver's friendly utilization, long durability

and reduced maintenance costs. Those familiar with the other brands of the group will know the bright green car carriers often seen on the highway. "Nexus has established itself as an efficient and dependable volume mover. We wanted a new brand identity that reaches a different and more discerning customer," Prabakaran elaborated.

This range of carriers are capable of coping with the most severe requirements of the industry and to meet various customers' needs.

- Load factor: from passenger cars, multi-purpose vehicles, sports utility vehicles, to vans, caravans, and campers.
- Lightweight: lightweight has been achieved with no compromise on the strength and durability, thanks to the high yield steel and high-quality components. Light weight reflects directly on low fuel consumption.
- Flexibility: truck superstructures and trailers can be combined among the various models and the carrier's system operation allows for fast and easy loading.

Both Auriga Deluxe and Blizzard semi-trailers are equipped with advanced hydraulic systems to aid vehicle loading and unloading with minimal handling. Its lightweight high yield steel combined with new technology and innovation enables multiple high loading capacities for automotive logistics and transportation business. Steel components are calvinized for enhanced durability. Bringing forward a greater sense of reliability, safety, and ultimate protection to the vehicles during the journey is facilitated only by the best handpicked drivers to fulfil door to door services.



Starrtrek's Blizzard trailer



Both Auriga Deluxe and Blizzard are supported by Scania Prime Movers which are fitted with GPS and surveillance cameras for safety and compliance. "The demands of the new trailers, particularly in terms of payload and hydraulics were able to be met by Scania which was why we went with this option," he added. It is noteworthy to point out that this truck coupled to the Auriga Deluxe is the only one example of Scania's model G360A4X2EB in Malaysia. Its low height makes it the perfect tractor for this new trailer concept.

The Confidential Auriga Deluxe can accommodate a maximum of six passenger vehicles or up to four sports utility vehicles for each trip depending on the vehicle dimension. Currently, Starrtrek Carriers Sdn Bhd has a total of one Confidential Auriga Deluxe and six units of Blizzard Semi Trailers and operate throughout Peninsular Malaysia. **F**

# Geotab Offers a Look into the Future of Telematics

*Being prepared for the future is a hallmark of successful businesses. In this exclusive interview we learn from Geotab, a global leader in IoT and connected transportation, how the company is responding to future challenges when it comes to providing fleet management solutions, powered by telematics and data*



Today, sales is seen as a by-product of the ethos of being an innovation and development focused company “Most of our sales happen through our third-party channels,” Deepak explained. Typically, Geotab does not sell directly to end customers. As a technology-driven company, Geotab’s indirect sales model allows for the company to focus on innovation and has enabled global expansion. A channel partner, for instance a Malaysian distributor, understands the local market better than Geotab and can educate the team on local transportation requirements, thus market entry is not only possible with an indirect sales model, but is more likely to be successful. “The company’s ability to be flexible and customize its solution to better fit the use cases of either a region or of a specific industry, is one of the many reasons Geotab has managed to amass its high number of connected vehicles on its platform.”

Since being established in 2000, Geotab has grown from a small, family business to a global leader in solutions for fleet management and vehicle monitoring. In its 20+ years of operation, Geotab has achieved significant milestones; in 2020 Geotab surpassed two million connected vehicles built on a single, open platform.

Focused on advancing security, connecting commercial vehicles to the cloud and providing cloud-based analytics, Geotab helps customers better manage their fleets. Geotab’s open platform and Marketplace allow both small and large businesses to automate operations by integrating vehicle data with other data assets.

As an IoT hub, the in-vehicle device provides additional functionality through IOX Add-Ons. Processing billions of data points a day, Geotab leverages data analytics and machine learning to help customers improve productivity, focus on sustainability, optimize fleets through the reduction of fuel consumption, enhance driver safety and achieve regulatory compliance.

Talking to Asian Trucker was Geotab’s Deepak Kadambi, General Manager, APAC, who explained more about the business and its offerings. Currently having over 2.6 million connected vehicles in over 130 countries in all seven continents (yes, including Antarctica!) on their platform, Geotab prides itself in being one of the largest telematics providers globally. Founded at the turn of the century, the business took off when GPS gained popularity as a business tool. “Initially, Geotab was a product-based company. However, today the company understands itself as a company that leverages its prowess of data to provide its customers with a plethora of solutions that addresses their needs and pain points,” he said. The aspiration, as mentioned by Geotab’s CEO, Neil Cawse, is to become the operating system for connected vehicles.



**Deepak Kadambi, General Manager, APAC, Geotab**

This approach has allowed Geotab to be more responsive to market needs and become more global in its orientation. The company had seen a significant growth last few years. Through the expansion of its distribution network and adaptation of strategic innovations that paved the way into new areas, Geotab’s products are now poised for new



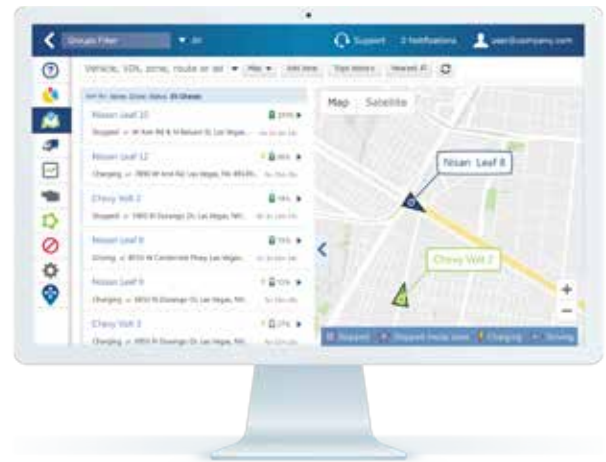
paradigms in transportation. “For instance, electrification of the transport industry is on everyone’s agenda. Geotab has, however, developed products to support electrification for more than 10 years now.” While most players would treat this as a new trend, Geotab has already future-proved itself by developing products for what the world could become.

Speaking about this topic, Deepak points out that electrification of the transport industry isn’t necessarily going to make things easier or more difficult for the telematics provider. There are certain challenges that need to be addressed, for instance the fact that currently there isn’t a unifying standard for electric vehicles (EV). Retrieving data from electric vehicles is more complicated than from Internal Combustion Engine (ICE) vehicles, but Geotab helps mitigate this problem. Today, Geotab is compatible with and can retrieve data from over 200 electric vehicle makes and models. For those fleets that are not quite ready to make the transition from ICE to EV, Geotab offers myriads of data to help them focus on sustainability. The data enables fleets to analyse their



environmental footprint, for example, vehicle data can help analyze how efficiently a fleet is using their fuels. If a business is thinking about transitioning to EVs, Geotab can offer an electric vehicle suitability assessment, to determine which vehicles in a fleet are most suitable for an electric replacement. “The transition to electric vehicles for most fleets will be slow and likely only start with a few vehicles. Conveniently, the Geotab platform enables mixed fleet management for ICE and electric vehicles, on one platform.

Typically an aftermarket product, this kind of telematics solution is addressing a very apparent need of transporters to be able to manage multi-brand fleets by enabling mixed



fleet management on one unified platform. “Transporters will, naturally, hedge purchasing risks by purchasing vehicles from different brands. This is where Geotab’s software becomes very important as it offers a unifying platform that allows fleets to manage vehicles from different OEMs.” This capability stems from the ambition to become the operating system for connected vehicles, an ambition that has driven Geotab right from the start. While currently the revenue of Geotab is coming from the aftermarket, there is conscious effort to work with the OEMs.

The Asian market is, surprisingly, one that is not as easy to penetrate. The unique situation of countries like Malaysia, where trucks are being imported from all corners of the world and in a wide range of applications make some fleets incompatible with the Geotab platform. In North America or Europe, as Deepak points out, the average vehicle age is much lower and the technology is homogenous across brands and fleets. In order to produce the information from telematics in the Asian market, one would need to reverse engineer how data is extracted from the vehicle. “In developed markets like North America and Europe, it is pretty much plug and play and you get all sorts of information. However, in Asia, the vehicle complexity is much bigger as a result of the imports of used vehicles from other markets.”

Deepak stressed that the approach of the company is not only rooted in current needs but in the anticipation of how the market may evolve. “What Geotab works toward is addressing the technology gap between today and where the world is heading. I believe it is this approach that will ensure our lasting success,” he said in closing.





The seal materials in MANN-FILTER fuel filters for synthetic fuels according to DIN EN 15940 have been tested, are ideally suited for the application, and have the relevant OE approvals. They ensure a permanent hold and a complete seal of the filter.


## Premium for synthetics

***Carbon-neutral combustion engine: MANN-FILTER now also offers filters for commercial vehicles that are compatible with synthetic fuels.***

Climate change is one of the biggest dangers facing mankind and requires urgent action. According to Eurostat, the statistical office of the European Union, commercial vehicle traffic was responsible for around 38 percent of CO2 emissions from EU-wide road traffic in 2019. In view of the CO2 fleet emission targets introduced by the EU in 2019, the commercial vehicle sector must also contribute to the climate and energy goals of the Union and reduce its CO2 emissions. This is where synthetic fuels can play a role. Synthetic fuels can be produced sustainably from biomass – for example straw – or organic waste such as used vegetable oil. Electrofuels or e-fuels are synthetic fuels produced using renewable electricity from water and carbon dioxide, for example. Synthetic fuels allow greenhouse gas-neutral operation of conventional gasoline and diesel engines.

The premium MANN-FILTER brand of the global filtration specialist MANN+HUMMEL already offers various fuel filters for commercial vehicles that are compatible with synthetic fuels. Dr. Björn Schmid, Director of Material Development at MANN+HUMMEL, explains: “Synthetic fuels can be aggressive to some types of elastomer seals and can leach plasticizers from the fuel filter sealing ring. As a result, a seal can lose up to ten percent of its volume. In the worst case, this can even cause fuel to flow out and the filter to come loose while driving.”

MANN+HUMMEL has already started series production of these highly efficient fuel filters for various commercial vehicle manufacturers. In the independent automotive aftermarket, for example, the MANN-FILTER WK 11 052 is available in original equipment quality for Volvo and Renault trucks. This is just one of the MANN-FILTER fuel filters for synthetic fuels, and the range is being consistently expanded.

“The mobility of the future will certainly consist of a mix of different drive technologies, and liquid fuels will be required for a long time, such as in the area of long-distance heavy goods traffic. Here, synthetic fuels can make an additional contribution to effective climate protection in transport,” says Schmid. To meet the challenges ahead, MANN+HUMMEL engineers are developing the filters of tomorrow in the vehicles of today. After all, customers should also be able to rely in the future on: MANN-FILTER – Perfect parts. Perfect service. 



## When the Plug also becomes the Socket

**R**ecently, we talk a lot about electromobility. One of the sub-topics of this mega trend is the charging infrastructure. Said infrastructure is, of course, very important as without it, even the most sophisticated EV won't move. In this connection, Hydrogen is also on the agenda of many. Diesel seems to have been pushed into the background as a fuel. However, fuels they are all of them. Electricity, no matter how it is generated and how it is delivered to the vehicles, is another fuel. Simple as that.

What is interesting to watch though is how this new type of fuel is being treated by the vehicle OEMs. I am referring to the integration of own production of fuel cells, batteries, charging stations and even the production of the electricity. Let us just quickly reflect again on the good-ol Diesel: It is a third party provider that produces and distributes the fuel. In a consistent quality, sufficient amount and in accordance with the needs to comply with the relevant emission norms. The only difference might be in the fuel quality available, but the pumps look similar, the shops too and the idea is the same everywhere that you plan your trips so that you have access to sufficient fuels. The last time I read about issues around fuel supplies was in the book "Who needs a road?", which recounts a journey around the globe in the mid-1960s.

Today, the makers of trucks are also heavily involved in the creation and delivery of the fuel, the electricity. Not only have OEMs started to design the vehicles around what is available, but many are taking active steps to ensure supply is sufficient and efficient. The grid is something that these OEMs are no concerned with. On top of that, OEMs are creating the tools that transporters need to have their vehicles charged. Now you can get the truck, the station and access to the fuel from one source.

Not only are OEMs offering a complete solution that encompasses the fuels as well, the industry is breaking down barriers as they work together. For instance, the "nozzle" is something that everyone seems to agree on. While the trucks and their design philosophy differs, the plug is a standard item. The plug, the equivalent to the fuel nozzle at the petrol station is now a standard item. If you want, you could create your own truck and you would be able to use the same power sources as the vehicles made by others. I know I am oversimplifying things, but let's just continue with a simplified version of how electromobility works. Because, strangely, one large country did not seem to have gotten the memo and is using a different standard: China.

Joint ventures are formed between competing OEMs to ensure that the entire transport industry has access to sufficient fuels. How cool is that? What are the traditional Oil and Gas providers? They are, of course, deeply involved in this mega trend as well. They either join the OEMs or are working on their own solutions. However, I find it more fascinating that brands that would normally fight for every single vehicle to be sold are wired together to push for a more sustainable transport industry.

At the same time, should not the providers of traditional fuels be the best ones to know how to deliver this essential item to the transporters? Knowing about these issues in detail, they could have taken the opportunity to create their own vehicles, incorporating their knowledge about how to keep an industry going. That could have been a case of the socket becoming a plug as well. Perhaps, it is not so much about the creation of a vehicle, but the knowledge required to make the moving parts work together. OEMs increasingly talk about transport solutions, complex systems that are not just the vehicle, but many more components and services. Just like the plug, the fuels may be crucial, but not the only thing that matters. **T**

# Caterpillar Launches Bigger, More Competitive 2022/23 Global Operator Challenge



Challenge will be demanding for even the most experienced operators. We can't wait to see what they can do with our machines."

Those who qualify in the local dealer events will then move onto regional semi-final competitions in October 2022. Nine finalists will emerge from the regional semifinals and participate in the global finals competition in Caterpillar's outdoor Festival Grounds exhibit F4455 during CONEXPO-CON/AGG in Las Vegas, March 2023. The winner of the competition will receive an all-expense-paid trip for two to one Caterpillar facility worldwide.

Caterpillar Inc. invites machine operators around the globe to take on the world in the 2022/2023 Global Operator Challenge. The challenge tests the skills and precision of equipment operators as they prove their excellence in operating Cat® machinery and their ability to master any piece of construction equipment safely and efficiently.

"More than 80 Cat dealers will host local, one-of-a-kind competitions, celebrating equipment operators and enabling them to showcase their exceptional skills in fun and dynamic ways," said Tony Fassino, group president, Construction Industries, Caterpillar Inc. "Whether their expertise lies in digging a trench, moving aggregates, or managing demolition, our Global Operator

During each portion of the Global Operator Challenge, participants execute a variety of tasks, such as digging a trench, loading a precise amount of dirt, and hauling or maneuvering the equipment through a variety of obstacles. Scoring is based on the operator's skills, efficiency, as well as his or her competence in using integrated technology to enhance the machine's performance. **F**

## FOTON Donates Mobile Service Vehicle to Boost Healthcare in Pakistan

As International Women's Day approaches, FOTON Motor launches a "special initiative" in Pakistan to donate a mobile medical service vehicle to a local Charity Foundation. The vehicle is to address absence and inaccessibility of medical facilities for mothers and their children in Chakwal district, in northern Punjab, Pakistan and will be offered free-of-charge lifetime maintenance services by local FOTON dealer.

As the level of health care in Pakistan is relatively low, the problem of high maternal mortality ratio and infant mortality rates is increasingly prominent, particularly in backward rural areas due to their harsh conditions. This FOTON vehicle will serve this purpose to facilitate prenatal care check-ups, blood pressure and many other services for expecting mothers and children in the backward regions.

With the operation of this mobile service vehicle, it will greatly improve the level of emergency relief and comprehensive service capacity in Pakistan, playing a major role in making the inaccessible, accessible. Next,



FOTON Pakistan will continue to follow up the operating condition of the vehicle and provide a free and reliable maintenance service under the Worry-Free Warranty. **F**

## ABB E-mobility Increases Majority Stake in Chinese EV Charging Provider Chargedot

Recently, ABB announced that it has increased its majority stake in Chinese electric vehicle (EV) charging provider, Chargedot Shanghai New Energy Technology Co., Ltd. ("Chargedot") to 80 percent. ABB had previously acquired a 67 percent stake in Chargedot in March 2020. The additional investment is part of ABB E-mobility's growth strategy and further strengthens ABB's

position in the rapidly growing Chinese e-mobility market. Financial terms of the transaction were not disclosed.

China recorded the highest number of EV sales globally in 2021 for the seventh consecutive year, with more than 3.5 million electric vehicles sold; a 1.6 fold increase on 2020. **F**

## Automechanika Ho Chi Minh City 2022 Ramps up Business Exchange and Engagement

With Vietnam's plan to reopen the borders coming into fruition, Automechanika Ho Chi Minh City will be one of the country's first large-scale automotive trade fairs this year. As anticipation grows for the show's return to the Saigon Exhibition and Convention Center (SECC) from 29 June to 1 July 2022, the organisers will plan an array of onsite fringe events and continue releasing valuable online content. The objective is to immerse the community and maintain market momentum for the local and international automotive industry.

The Government continues to make Vietnam more accessible by resuming international flights to and from global destinations from 15 March 2022 onwards. While the Vietnamese Government advocates for local manufacturing and electric vehicle development, the

opening up will allow greater access to resources in Vietnam and, therefore, stimulate international trade and business. Strong opportunities that stem from the country's automotive industry include the aftermarket, which could see a compound annual growth rate (CAGR) of 8.4 percent between 2020 and 2025.

To date, a line-up of exhibitors from 15 countries and regions like China, Germany, Japan, Korea, Malaysia, Singapore, Taiwan and Vietnam have confirmed participation at the 2022 edition of the fair. With the aim to facilitate broader ties between local and overseas markets ahead of the fair, Automechanika Ho Chi Minh City continues to actively connect players using online activities that add further value to the physical show. **F**

## Shell Malaysia Reinforces its Commitment to Lower Carbon Emissions

Shell Malaysia has reached another milestone in its journey to lower carbon emissions in its mobility operations with the installation of solar panels at 216 of its retail stations. This is part of the energy company's drive to adopt a combination of measures to improve its energy efficiency and reduce its carbon footprint.

Shell is working with Cleantech Solar to install solar panels at its retail stations in Malaysia. So far, a total of 22 505 solar Photo Voltaic (PV) panels with a total capacity of 10.12 megawatt (MWp) have been installed on the roofs of 216 stations as part of the company's commitment to run a safe, efficient, responsible, and profitable business.

In 2019, Shell Damansara Jaya and Shell Taman Connaught were the first two retail stations in Malaysia to receive the Green Building Index (GBI) Certification. The GBI is the country's industry-recognised green

rating tool for buildings to promote sustainability in the built environment by saving energy and resources. These two Shell stations mark the first entries in the new retail fuel category introduced for the certification standard. The company is also the first in the Asia Pacific region to receive this GBI certification.

Shell also opened what is an example of "the station of the future", Shell Mint Hotel, which is Malaysia's First Gold GBI Certified Petrol Station. Apart from being powered by solar, this station has sustainable features such as a food waste composting machine that converts food waste into fertilisers, energy-efficient air conditioners and chillers, recycling facilities and a smart LED lighting system at the forecourt. To lessen the station's usage of water from municipal systems, a rainwater harvesting system is utilised to collect and store rainwater to be reused in its facilities such as the toilets. **F**

# Test Vehicle of the Next Generation eCanter Unveiled



Mitsubishi Fuso Truck and Bus Corporation has unveiled test vehicles of its next generation eCanter for the first time at the company’s Kitsuregawa Proving Ground (Sakura City, Tochigi). After launching Japan’s first series-produced all-electric light-duty eCanter truck in 2017, MFTBC introduced an improved model with advanced safety features for the Japanese market in 2020. Currently, the company is proceeding with the development and testing stages of its next generation eCanter, in preparation for its upcoming launch. This mass production model will come with further upgrades in terms of range and safety features, and will be offered with an expanded line-up of variations that meet diverse transportation needs. The truck has been tested under severe conditions in both hot and cold climates, both domestically and abroad.

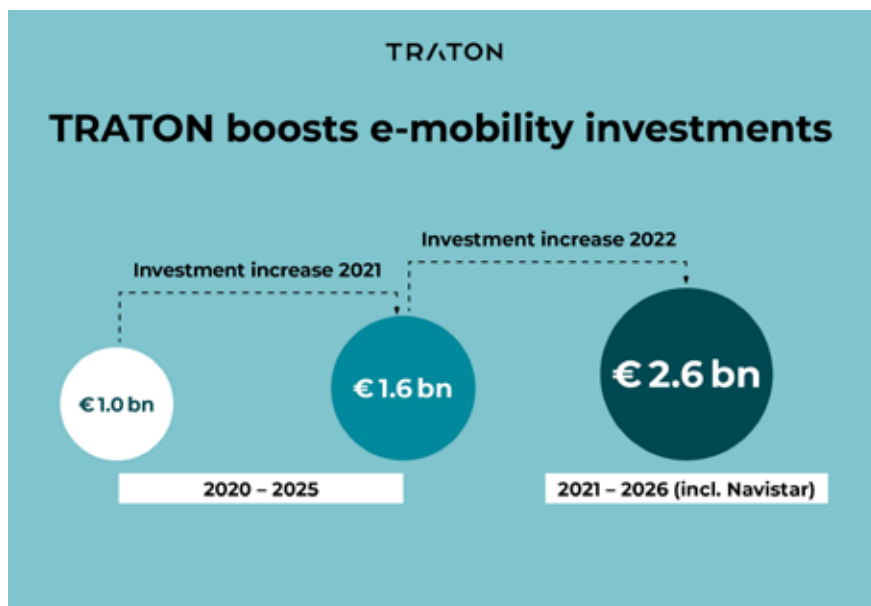
Driving tests surpassing a total distance of over 1 million km will be completed by the official launch. Since its initial launch in 2017 over 350 vehicles have been introduced in Japan, Europe, the United States, Australia, and New Zealand, and have collectively covered a distance over 4.5 million km worldwide through daily operations. The eCanter has been contributing to the sustainability goals of businesses worldwide as economies around the globe transition toward CO2-neutrality.

Following this commitment, the organization has increased its investment in EV development infrastructure. Since 2021, MFTBC has been installing high-voltage quick chargers, an EV workshop, as well as battery test benches used to disassemble and analyze lithium-ion batteries at the Kitsuregawa Proving Ground. At Kitsuregawa, other existing facilities have also been developed to evaluate high-voltage EV components and verify the driving functions of electric trucks.

## TRATON GROUP to Invest a Total of EUR2.6 billion in E-mobility Research and Development by 2026

The TRATON GROUP is intensifying its transition to commercial vehicles powered by alternative drives and planning to invest EUR2.6 billion in electric mobility research and development by 2026 to support this goal. Previously, the budget had been EUR1.6 billion by 2025. At the same time, TRATON is scaling back its investments in conventional drives.

Pure battery electric trucks have a clear advantage over their hydrogen counterparts: three quarters of the energy output are used to power electric vehicles, compared to one quarter for hydrogen ones. The TRATON GROUP intends to work with Daimler Truck and the Volvo Group to establish a public charging network for battery electric heavy-duty trucks and coaches as part of a joint venture. All partners already signed a binding agreement at the



end of 2021, which is now subject to antitrust approvals. The plan is to install at least 1 700 high-performance green energy charging points across Europe within five years of the establishment of the joint venture.

# ZF. For parts you can trust.

Innovative solution. OE quality. German technology.

With a comprehensive range of products for commercial vehicles, our reliable product brands ZF, LEMFÖRDER, SACHS and WABCO represent the best quality and dependable service. Visit [aftermarket.zf.com](http://aftermarket.zf.com)

## Brake components



Brake callipers



Brake discs



Brake pads

## Dryer Cartridges



## newSmartBoard



## TEBS-E



## iEBS



## Steering and suspension components



## Cabin dampers and shock absorbers



## Clutch components



DMF

Disc Cover Releaser

## Transmission oils and components



Lay shaft



ZF Ecofluid



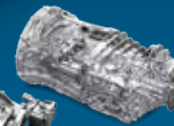
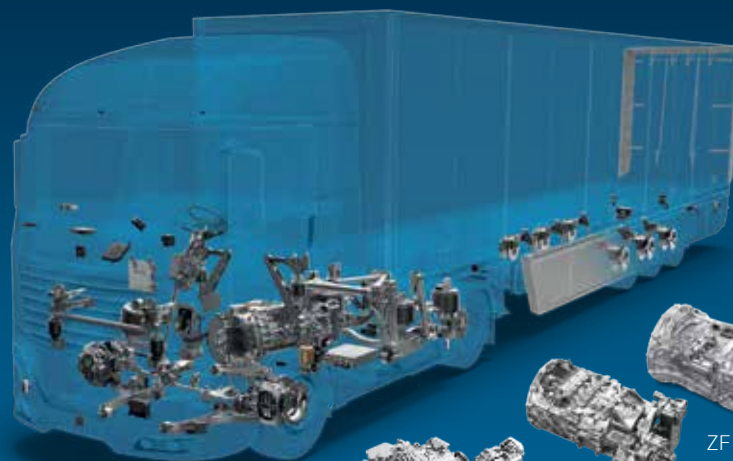
Planet carrier



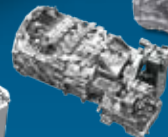
Pressure filter and inserts



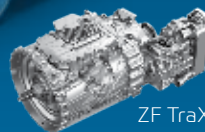
Transmission and axle parts



ZF Ecosplit



ZF AS Tronic

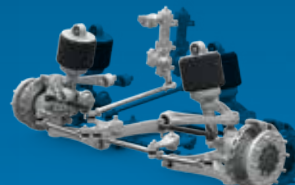


ZF TraXon

## Electric driveline



## Drive axle



## Truck & Trailer Telematics



AFTERMARKET



# The Mercedes-Benz Actros.

With a hallmark of the Mercedes-Benz star for over 100 years, the Mercedes-Benz Actros adorns premium quality and offers exceptional safety, impressive reliability, fuel economy, and exemplary comfort.

Visit your nearest Mercedes-Benz Truck authorised dealers today!

**Mercedes-Benz**  
Trucks you can trust.




**Hap Seng Trucks Distribution Sdn Bhd** (1250643-T)

No. 1, Jalan Kinrara 2, Taman Perindustrian Bandar Kinrara, 47180 Puchong, Selangor, Malaysia.

☎ 03-8082 9120 🖨 03-8082 9121 👤 [hstd.inquiry@trucksdistribution.com.my](mailto:hstd.inquiry@trucksdistribution.com.my) 🌐 [www.Mercedes-benz-trucks.my](http://www.Mercedes-benz-trucks.my)

📘 Mercedes-Benz Commercial Vehicles Malaysia 🌐 Mercedes-Benz Trucks Malaysia

Picture shown is for illustration purpose only and the actual product may vary due to product enhancement.

 and Mercedes-Benz are trademarks of Mercedes-Benz Group AG