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PECTATIONS



# Open for Booking: Malaysia Commercial Vehicle Exhibition will be held 8th to 10th May 2024





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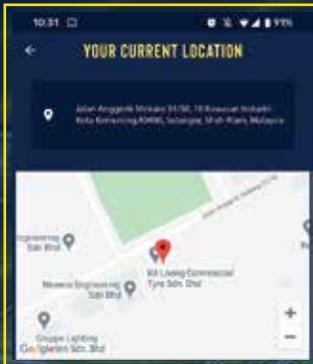
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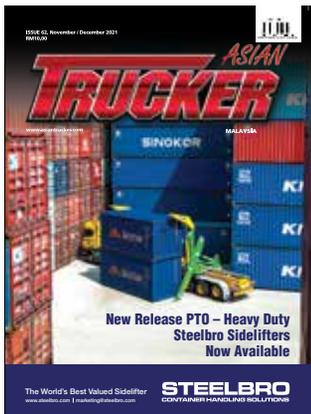
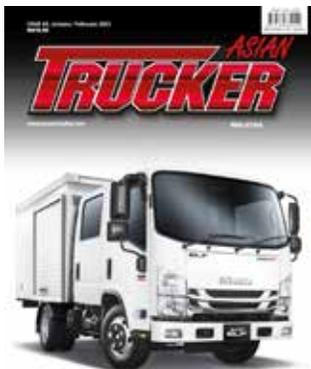
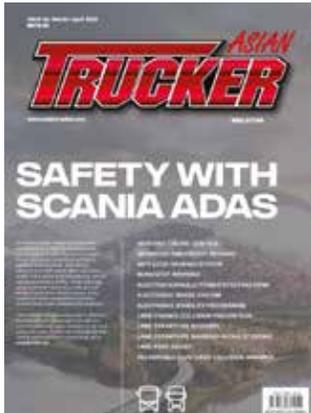
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# It's Fresh! And Exciting!

The current vibe in the market elicits a feeling of being fresh and exciting. Just like the song by Kool and the Gang. As a chunk of restrictions imposed during the pandemic were dropped, it seemed like a cork has popped out of a bottle of champagne. Surely, celebrations would also be in order for those that have managed to stay on course during this challenge which affected everyone. I would say that we are about to get back to "Normal". With the traffic jams certainly suggesting that, however, I feel that the horsepowers have been unleashed and that the industry is bolting ahead. With fresh and exciting energy.

Our exhibition may have been a bold move as it was still governed by the rules and regulations derived from the pandemic. However, a shift in sentiment could be noticed. Following MCVE, I have attended a number of events that all took the idea of having to put the pandemic behind us and to look ahead with renewed energy. The last time

I had such a feeling was when the battery of my car died and a new one was installed: the feeling that the economic motor is now able to start on demand.

An electrifying jolt also went through the industry as the push for e-mobility is now palpable in the air. There are already two distributors offering fully electric vans and a lot of events, discussions and articles are dealing with the implementation of the new technology. Personally, I am not yet declaring internal combustion engines obsolete, but it is a refreshing topic to be discussing among the key stakeholders. As with all other technology, we are now seeing a rapid growth whereby it is no longer the nerds alone that are toying with the new ideas that this mega trend brings along.

I have had the pleasure to meet up with a number of companies that have come out of the pandemic refreshed. One is adding own trucks to their operation for the first time. Another is revising the product line-up. Others have added new trucks to increase their capacity and yet others have realised that new times demand new thinking and thus have created jobs that we did not have like this before. As a curious person, I am rubbing off of that positive energy and the current, renewed excitement in the market has also rejuvenated myself. Being able to dig out stories, probing interviewees and getting to the bottom of things are now much easier again and with the increased economic activities there is a lot more that I can write about again. I feel that I am meeting a lot of new people that I haven't dealt with before.

Recently, a lot of "debate" has been on social media regarding the worsening traffic jams. While I have been working a lot from home or remotely before the pandemic, I think that the office as we know it will be making a comeback. The question is how we can address the issue and reduce the volume of traffic. If you ask me, I would confirm that there is a need for me to physically meet people and to go around the place for various tasks. I will say that others have the same need, right and option and that there is nothing wrong with the idea of being mobile and having to drive to places. However, there are ways to reduce the volume of traffic. Some of these ideas may not be new, others would require a bit of adjustments and yet others could be rather radical. For instance I got stuck in an industrial area recently as ALL factories had their shift change at the same time and everyone was using personal transport. Why not the factory operators arrange a schedule with 15 minute differences for their shifts to change, put in place lots of buses and thus ease the traffic?

Drive safe, generate ideas and have innovations!

A handwritten signature in blue ink, appearing to read 'Stefan Pertz'.

Stefan Pertz,  
Editor, Asian Trucker



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Meanwhile in Malaysia, MAN Malaysia Managing Director Andrew O'Brooks reaffirmed the company's commitment to reducing its carbon footprint while focusing on sustainable value creation over the long term.

"In Malaysia, we took a bold decision to take the lead in reducing new vehicle emissions by making all our Truck products in Malaysia follow the Euro emission level of E5 from 2022 onwards.

Such decisions do not come lightly and without sacrifice. However, we see the value for Malaysia and our customers by doing our part to reduce vehicle emissions in the country," he said.

He stressed that sustainability was not just simply protecting the environment but must be looked at from a larger aspect of social responsibility.

## SBTi Validates MAN's Ambitious Climate Targets

**M**AN Truck & Bus aims to become greenhouse gas neutral in balance sheet terms by 2050 at the latest - the commercial vehicle manufacturer has committed to this in 2021 as part of the climate protection initiative Science Based Targets initiative (SBTi). The first step is to save 70 percent of greenhouse gas (GHG) emissions at the company's global sites by 2030 compared to 2019. In contrast, the GHG fleet emissions per vehicle kilometre of trucks, buses, and vans sold by MAN are to be reduced by 28 percent by 2030 compared with the base year 2019. The commercial vehicle manufacturer has now set itself these targets in order to take account of the Paris Climate Agreement and make a contribution to limiting climate change.

SBTi's validation of the targets has been completed in time for "Earth Day 2022" on April 22. "We are pursuing clear goals to address climate change. Sustainability is a central pillar of our strategy - decarbonization of the entire value chain plays a key role in this. Our product portfolio, which currently accounts for around 98 percent of our GHG emissions, is where the greatest leverage lies. We are therefore driving forward the electrification of our fleet in particular on a massive scale. Already today, demand for e-buses or electrified solutions in urban delivery traffic is picking up significantly. We will start producing heavy e-trucks at the beginning of 2024," says MAN CEO Alexander Vlaskamp.

MAN joined the SBTi to take responsibility and contribute to limiting climate change. By joining, MAN has committed to defining binding, science-based targets for reducing climate-damaging greenhouse gas emissions and implementing them consistently - both in the short term by 2030, and in the long term in line with its goal of greenhouse gas neutrality (net zero). The commercial vehicle manufacturer will continuously publish its progress in achieving its climate targets as part of its sustainability reporting.

SBTi is a partnership between the CDP (Carbon Disclosure Project), the United Nations Global Compact, the World Resources Institute (WRI) and the World Wide Fund for Nature (WWF). The initiative supports companies in setting targets that are in line with the Paris Climate Agreement, which was adopted by the United Nations in 2015. According to this agreement, global warming should be limited to 1.5°C if possible, but at least well below 2°C compared to pre-industrial levels.



"We must create a fair working place and conditions for all our employees, respect human rights and invest in the safety of our employees. That is why MAN Malaysia is consistently observing, reviewing and providing the right equipment to our employees to do their jobs. We are very strict with compliance and committed to ethical corporate governance, the prevention of corruption and the installation of independent supervisory bodies. we at MAN are driving our sustainability ambitions via our motto of simplifying customer business through leading sustainable solutions," said O'Brooks. 

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# QC Fleet Management Sdn Bhd Launches DFSK EC35 All-Electric Van

**Q**C Fleet Management Sdn Bhd launched the EC35 electric van for the Malaysian market. The launch held at Malaysia Automotive, Robotics and IoT Institute (MARii) Cyberjaya gave media and other stakeholders a chance to view the vehicle, as well as to test-drive it. Guests were first welcomed by YBhg Dato Mohammadiyah Moner bin Ahmad Zazuli, Chairman of QC Fleet Management Sdn Bhd, and YBhg Datuk Phang Ah Tong, Chairman of MARii, delivered the keynote speech before officially launching the EC35. The Managing Director of DFSK, Mr. Zhang Xinyang, sent his thank you message via a short video recording.

Powered by a 38.7kWh lithium-ion battery, the EC35 comes with charging capabilities via a CCS charging connector as standard and can be charged from 20 percent to 80 percent in 35 minutes using a DC rapid charger, reducing downtime and keeping drivers on the road for longer. Added ground clearance means the undercarriage is less likely to be damaged when going over bumps or potholes, and its extra-large windshield offers optimal visibility for the busy delivery driver.

Headlamps and taillights have been designed for heightened visibility for both the driver and nearby cars. The interior has an intelligent instrument panel, a one-touch gear shift selector, and power windows and central locking. There are several special safety and convenience features built into this van. The tyre pressure monitoring system provides early recognition of low tyre pressure. The pedestrian warning system will emit a warning sound when the vehicle is cruising below 30km/h.

Moreover, there are triple reverse sensors with distance approximation, a reverse camera linked to the built-in display, and automatic headlights which will turn on headlights automatically when it is dark, for example at night, entering a tunnel, during heavy rain, or entering an indoor car park. The vehicle finder function in the key fob helps quick identification of your van, especially useful if you had multiple identical vans parked together. Available in both

two and five seater configurations, the van offers a rear access height of 1 270mm, with a rear door access width of 1 440mm.

The EC35 can handle a payload of 1 090kg, comparable to the traditional petrol or diesel van, but with zero carbon emissions. The EC35 is attractive to business users because of its cost efficiency. It is estimated to provide an annual saving of 33 percent in servicing, and in excess of 78 percent in daily fuel costs. A per-charge battery provides for an expected 268km of WLTP or 200km of city driving. A full charge is achieved in approximately 35 minutes (DC 40kW rapid charge) or 6-7 hours (AC 6kW fast charge).

For 2022-2023, the government has exempted the import duty of all CBU electric vehicles. The EC35 also benefits from the recent government announcement providing a road tax exemption for electric vehicles until 2025. Customers are covered via a five year, 120 000 kilometer warranty on the power train. "Our range of electric vehicles offers practical sustainable solutions for companies involved in the last-mile deliveries, light and service industries, and SMEs. The EC35 provides companies a way to reduce their carbon footprint and operational cost at the same time," said Lim Khoon Yee, Managing Director of QC Fleet Management Sdn Bhd. The EC35 is available for sale and lease. Leasing options are between three to five years. **F**



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# Sin Hock Soon Group Modernises Through Sustainable Partnership with Scania



**S**in Hock Soon Group of Companies (Sin Hock Soon Group) through its subsidiary Benua Haulage Sdn. Bhd (Benua Haulage), modernises to usher in a new era of logistics through a sustainable partnership with Scania. The partnership encompasses a comprehensive transport solution consisting of Scania New Truck Generation; financed by Scania Credit, covered by Scania Repair & Maintenance Agreement (IPR&M), and monitored by Scania Fleet Management Control Package. Sin Hock Soon Group will also secure its position as 'A Good Company' by operating these units under the well-known Scania Ecolution way-of-working.

This partnership also extends to an agreement to secure Scania genuine parts supply in service of existing Scania fleet, already in operation by Sin Hock Soon Group. An MOU signing ceremony was held to order 30 more NTGs to add to the existing order of 33. The other signing ceremonies for IPR&M, Ecolution and Parts Services also saw Heba El Tarifi, Managing Director, Scania Southeast Asia handing the keys of the first batch of deliveries to Shawn Yew Ee Sheng, General Manager/Director, Sin Hock Soon Group. Witnessing the ceremony was Tony Yew Poh Aik, Director, Sin Hock Soon Group, and the Scania Management Team.

"I would like to congratulate Sin Hock Soon Group for being at the forefront in driving the shift towards a sustainable transport system. Their emphasis on safety, uptime and quality service are befitting a company that is truly modern, a brand that is truly premium. Subscribing to the Scania Total Solutions approach will continue to help bring greater profitability and sustainability to their business and their customers," stated El Tarifi.

The 33 NTGs ordered consist of 21 units of G410A6x2NZ, 4 units of G460A6x2NZ and 8 units of G410A6x2NZ (with CG17 cab). All the NTGs comes with the standard Advanced Driver Assistance System that features the Anti-Lock Brake System (ABS), and Electronic Braking System (EBS). The implementation of ADAS in these NTGs together with proper and authorised regular maintenance reduces traffic accidents and casualties, reduces traffic congestion and the subsequent repair of road infrastructure caused by accidents.

All the NTGs that are on IPR&M (8 units) and Inclusive Maintenance (4 units) are assured of Scania's maintenance procedures that are proactive to avoid time-consuming and costly breakdowns from occurring to maximise uptime while reducing Sin Hock Soon Group's operating costs. The Scania Financial Services agreement covering these units also offers flexible financing solutions by Scania Credit Malaysia providing it with predictable cost over the entire lifecycle of the NTGs.

In line with the Science Based Target initiative (SBTi) to meet the carbon footprint reduction targets that Scania has committed to, Sin Hock Soon Group joins the Scania Ecolution partnership agreement as an opportunity to improve fuel economy while caring for the environment. This is done via the tracking, and improvement of the Ecolution drivers' performances through the Fleet Management System Control 10 that comes with the R&M package. Sin Hock Soon Group will progressively and systematically reduce their carbon footprint. All the Sin Hock Soon Group's NTGs are also pre-set default with the Economy mode. This is to further ensure that Sin Hock Soon Group enjoys the best fuel economy and CO2 emission reductions, in line with Science Based Targets initiatives (SBTi).

"We understand our customers' business rely on the optimal, seamless and reliable logistics supply chain, and this is what we strive to provide. We study their unique logistical needs and move swiftly to mitigate any disruption arising so they can concentrate on growing their core business activities. This sustainable partnership with Scania will help enhance our service," said Yew. **T**

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# Serving a Single Order of 20 Foton Auman Trucks to City Zone Express

*Buoyed by the increase of electronic components produced in Penang, City Zone Express adds Foton trucks to their fleet to ensure that customer demands for smooth rides are being met.*

Staff of City Zone Express Sdn Bhd (CZE) were treated to not just one, but two happenings as TC Trucks Sales Sdn Bhd handed over the first batch of 20 new Foton Auman ESTA, type BJ4189A, to the Juru-based Transporter. The handover was followed by the signing of a service agreement, cementing the commitment of the two companies to be expanding in the northern region on Peninsular Malaysia. Angka-Tan Motor Sdn Bhd (ATM) is the sole distributor of Foton LCV and Foton Auman in Malaysia. The trucks were handed over to CZE by TC Trucks Sales Sdn Bhd (TCTS), authorised dealer of Foton LCV and Foton Auman.

Certainly enjoying the moment was Pirithivaraj Selvarajoo (Raj), Director of City Zone Express Sdn Bhd, as he was receiving the gleaming new trucks. The vehicles would be delivered in several batches and will be paired with a variety of trailers, including curtain sides. Having trialled two units for the past two years, he decided to add these vehicles to expand the booming business. "I would like to thank all the parties involved in the purchase of these vehicles, in particular TC Trucks Sales, who have proven to be a suitable partner for us," Raj said during the ceremony.

With this addition, the fleet strength of City Zone Express has grown to 150 vehicles in Malaysia. According to Raj, the plan is to up that number to 200, whereby the warehousing space is also increasing to over one million square feet of capacity to provide 3PL services and to existing and potential customers in various locations. The expansion is in line with the overall strategic ambitions of the transporter for the next five to ten years.

The relationship with TC Trucks Sales has grown over the years. "Our initial purchase was for three Bison trucks, smaller units that we need for local deliveries." The romance between started as this order was placed on Valentine's Day, 14th February 2017. Through this, City Zone Express was able to experience the service provided by the truck distributor. Following the small trucks was an order for the first two prime movers, having passed



the evaluation by City Zone Express' procurement team. No stranger to China-made trucks, Raj summed up the trucks as being a perfect blend between the comfort, fuel efficiency and quality of a continental truck with the Chinese value proposition. The superior power, smart technology and extended electronic features add to the appeal of the vehicle, Raj said further.

Adding to the overall package of the trucks is the long-standing reputation of TC Trucks Sales as a provider of trucks. Their service network and abundant availability of spare parts makes them a perfect partner to support a fleet that is in high demand by customers. "We hope that we can have more such events together as we will grow in tandem with both our customers and suppliers," Raj summed up the connection to TC Trucks Sales.

Attending the event was Lum Chee Leong, Deputy General Manager, TC Trucks Sales Sdn Bhd. He was visibly proud as the order from City Zone Express constitutes one of the larger orders received for the Foton Auman ESTA. He pointed out that this vehicle is a good fit for the client as it "Is not just about the vehicle itself. The key is after sales service. We are able to provide the full support, including the break-down rescue service." Penang is known for its industrial complex. The 4x2 trucks delivered feature air suspension, which is a key selling point for customers moving electronic goods. Equipped with Automated Manual Gearbox (AMT) and a stand-alone air-conditioning unit, the vehicles are providing comfort for the driver while also being gentle to the cargo.

"These trucks are very suitable for us. With the factory-supplied parking cooler and high quality workmanship, we are really glad to have these vehicles to enhance our fleet." Those familiar with City Zone Express will notice that the colour of the prime movers is slightly different. This is because the vehicles

come standard in a high-quality paint that does not require the repainting, coming CBU in the new colour. The dipping process applied by Foton gets paint into all corners and creases. It can be expected that the trucks will be put to work immediately on routes between Malaysia and Singapore as the electronics industries in Penang have been ramping up their production during the pandemic to compensate for global shortages.

Lum is confident that any current orders can be fulfilled with ease. "We do not see any issues with our supply chain and should be able to deliver any future order from City Zone Express." However, Raj stated that with the growth in business comes the problem of finding drivers. To address the issue of driver shortage, City Zone Express is now also stationing trucks in the central region in order to attract staff. "We emphasise that we want to grow with TC Trucks Sales. There would be another batch delivered in July and we are looking forward to putting these to work," Raj concluded. **F**



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Focused on road transport of dangerous goods, Lothar Lauszat, Managing Director, Leschaco (Malaysia) Sdn Bhd posed the question “What is going to happen?” as an opening to his elaborations. “The one thing we can say is that this year will be one where we see on-going disruptions, we are not through this yet,” he said. Traditionally, penetration of communications technology was weak prior to the pandemic. Lauszat identified a rapid developing trend in the transport industry to be the adaptation of new technology to enhance the ease of doing business, response times and customer service. Off-setting the benefits of deploying technology is the global shortage of drivers. This is not a Malaysia-only problem, but any market is now grappling with a severe shortage of drivers to manage the increased volumes of freight that needs to be moved. Access to spare parts as a consequence of supply chain disruptions are adding another layer of problems to the road transport industry. All of these are driving prices up and in his view it will still be until next year when the situation will be easing.

Sharing a very pragmatic approach was Vince Lew, Chief Executive Officer of Polyparts Sdn Bhd. “We depend on very specific, expensive raw materials. However, during the pandemic and in this current situation we have changed our strategic purchasing. We have increased the volume per order and the amount of raw materials held in our warehouse in order to avoid running out of them.” Transporters will feel the effect of this cautionary approach by manufacturers: fewer trips can be expected with an increase in demand for storage space. **T**



# Addressing the Great Supply Chain Disruption

*Experts shared insights during the 2nd German-Malaysian Business Forum, hosted by the Malaysian-German Chamber of Commerce & Industry*

As the pandemic spread across the globe, it was causing unimaginable disruptions to supply chains worldwide. Impacts of the Russian war against Ukraine have sent businesses further into turmoil as they scurry and struggle to source raw materials and products to meet demands while dealing with price increases, delays in delivery, and other logistic and production challenges. The Malaysian market has not been spared. Although the manufacturing industry ended 2021 on a positive note with a gradual recovery of the economy and increasing demand pouring into the South East Asian region, production and supply chain issues continue to be on the minds of most Malaysian businesses. In the 2nd German-Malaysian Business Forum, experts and captains of the industry shared their insights into manufacturing and supply chain challenges as well as possible solutions.

While the discussions were concerning the entire transportation eco-system, a lot of insights could be gained for road transportation. For instance, Marco Neelsen, Chief Executive Officer of Port of Tanjung Pelepas, revealed that there are two Malaysian ports among the top 15 ports globally. This makes Malaysia the only other country besides China with more than one port in that ranking. Of course, this means that significant fleets of trucks are needed to move containers in and out of the ports. However, the industry is faced with a shortage of containers for hauliers to use as the container owners are currently routing empty containers to China, from where the containers could fetch up to five times more.

As a result, local hauliers face difficulties moving goods. “An interesting trend are waiting times for ships to berth, which have increased from an average of four hours to a full day. As a trickle-down effect, when these ships are waiting, capacity is lost and trucks will also have to wait longer for their cargo to be made available.” A reaction to the current situation is that distribution and manufacturing centres are moving closer to the port, occupying new land parcels adjacent to Tanjung Pelepas’ port, thus reducing risks associated with the transportation of goods to the port, including a reduction of dependency on trucks.

# Isuzu Malaysia Welcomes CEO Okazoe



Isuzu Malaysia has announced the appointment of Shunsuke Okazoe as its new Chief Executive Officer from April 1, 2022, taking the helm from Koji Nakamura who has returned to Japan to assume his new role as Executive Officer in the Isuzu International Business Division.

Okazoe 49, who hails from Fukuoka, holds a law degree from Kyushu University. He began his involvement with Isuzu Motors Limited 26 years ago, starting his career in the company's Japanese Business Management Department in 1996.

Since then, he has served in various positions involving corporate and sales planning with international experience garnered in Isuzu Commercial Truck of America, Isuzu Motors India and Isuzu Motors Co. Thailand. His last two years were spent in Japan as the General Manager, Sales Planning Department in Tokyo before assuming his new position in Malaysia.

"I am looking forward to my posting here in Malaysia. Although the company is still relatively young with a 17-year history, it has achieved remarkable success in establishing the Isuzu brand. Our Isuzu lorries have reigned as the top-selling light duty trucks for the past decade and the No.1 truck brand for the last eight consecutive years. Our D-Max has also seen tremendous popularity within the community, forging a positive reputation for dependable and efficient performance.

"I hope to build on this strong reputation and continue to develop a better environment for users and owners through a stronger and more customer-oriented sales and after-sales network," said Okazoe. 



## Do the Brakes on Your Truck Really Work?

The performance of brakes can make a difference when it comes to road safety and your bottom line. Faulty or underperforming brakes can put drivers and other participants in traffic at risk while also costing you money. Here is why large fleets are investing in the Sherpa roller brake tester for their in-house workshops:

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## MAN Malaysia Hosts First-of-its-kind Combined Ministry of Transport and Government Agencies Visit and Dialogue

*Company takes in the lead in highlighting issues faced by truck manufacturers and transporters in Malaysia.*

After becoming the first truck manufacturer in Malaysia to offer Euro V engines as standard, MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) is again demonstrating leadership by proactively engaging the authorities in addressing issues faced by both manufacturers and transporters.

At the invitation of MAN Malaysia, a 12-person delegation from the Ministry of Transport (MOT), Road Transport Department (JPJ), Puspakom and Land Public Transport Agency (APAD) visited the company's headquarters in Rawang and assembly plant at Serendah recently.

MAN Malaysia Managing Director Andrew O'Brooks thanked MOT for bringing together all the relevant agencies in charge of land transportation for the unprecedented engagement.

"We are grateful to the Ministry for its willingness to listen and engage with us on enhancing efficiency in the new truck registration process and how to incentivise transporters who commit to reducing emissions by investing in trucks equipped Euro V specification engines.

MAN is totally committed to reducing our carbon footprint while focusing on sustainable value creation over the long term. That is why we made a bold decision to make all our Truck products in Malaysia follow the Euro V emission standard from 2022 onwards.

Such decisions do not come lightly and without sacrifice. However, we see the value for Malaysia and our customers by doing our part to reduce vehicle emissions in the country," he said.

Delegation leader Puan Rosnina Yaacob, Deputy Under Secretary I, Strategic Planning and International Division, MOT, said that the Ministry welcomed approaches from manufacturers in order to better understand their needs and also appreciate the latest truck technologies currently being deployed in the country.

"The Ministry will always try to help facilitate better policies to help the transport industry, especially in shortening and expediting the various permit application and approval processes. That is why we are delighted to participate in this first-of-its-kind combined ministry and agencies visit and dialogue session with MAN Malaysia. It was a very fruitful session for everyone." **T**



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# EMPTA Looks at Increased Activity Post-Pandemic

It has been 52 years this year since the Selangor and Federal Territory Engineering And Motor Parts Traders Association (EMPTA) started. According to incumbent Chairman, Mr Kau Peng Yap, there would have been a 50 year anniversary, which had to be postponed due to the pandemic. However, with the restart of the economy, EMPTA is also looking at getting more active again. Providing an overview of past achievements, Kau also spoke to Asian Trucker about his immediate plans.

With about 1 100 member companies, including manufactures, retailers and spare parts stockists, generally covering issues related to machinery, passenger cars, used parts, motorcycles and trucks and buses. "We cover a broad base of interests in EMPTA," Kau said. The reach is Klang Valley and Selangor, which covers the majority of companies under these descriptions. It makes it a fairly big association if one looks at the issues handled and the participation from the industry. The need for such an association has been proven time and time again. A very important aspect is the consultation of the government should new regulations be proposed. As the government is not always able to utilize expert knowledge right away, it is EMPTA that then talks to the relevant authorities to have them understand why certain issues will not be working in real live. For instance, parts may have the same description, but may serve different functions. When such things are not clearly defined, problems may arise for the end-user.

Typically, EMPTA would be dealing mainly with the Ministry of Domestic Trade and Consumer Affairs, Ministry of Transport and Ministry of International Trade and Industry, but also with other authorities to resolve any issues. In addition to advocacy work, EMPTA also organises trips to find new resources and suppliers. Furthermore, EMPTA members may join on field trips to join trade shows or factories to broaden their knowledge. According to Kau, membership is worth it as it is a one-time subscription fee of RM 1 000 which entitles members to a lot of benefits. For example, an education fund has been set up to support students in their pursuit of a career in this industry. "When students achieve good results, we can fund members whose children are students," Kau explained. When in need, members can appeal to the association for support.

Nowadays, meetings among the 29 committees members take place more frequently as they can be organised via online conferencing software. The highlight of the year is of course the AGM and a gala dinner which typically sees about 100 tables being filled with members. Taking office as the Chairman in December 2021, Kau has pledged to increase the number of members by 100 during his tenure. Kau is confident that this is a number they can achieve as communications are now being ramped up while the association has toned advertising down for the past two years. "In addition, we want to add more commercial seminars." Kau and his fellow committee members have recognised that a lot of changes will be coming in the near future and that the industry needs to get ready to tackle the new environments. "The bulk of our members are involved in spare parts. Electric vehicles will not have as many parts and this will affect them." As vehicles are becoming more and more complex, it is crucial that the people working with them are being trained, which EMPTA aims to have the OEMs organise as they are the best qualified people to conduct such trainings. **T**



Kau Peng Yap, Chairman, EMPTA

The Selangor And Federal Territory Engineering And Motor Parts Traders Association, also known as "EMPTA", is a non-profit association formed by a group of enthusiastic, enterprising and far-sighted automotive parts and components traders in 1970.

The association formed with the prime objectives of uniting and enhancing trade among members, providing welfare and services, protecting the interest and rights of members and fulfilling social obligations. The founding members were

1. Mr Goh Swee Joo,
2. Mr Tan King Hah,
3. Mr Tan Chee Teck,
4. Mr Ng Geok Tian,
5. Mr Ong Ah Chan,
6. Datuk Tan Chee Hoe,
7. Mr Tan Yew Teong,
8. Mr Tan Kong King and
9. Mr Tan Kok Cheng

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## Road Safety on Association's Agenda

*In conjunction with their 10th anniversary, the The Johor Sand & Granite Lorry Operators' Association organised an event focused on road safety.*

This year marks the 10th anniversary of the The Johor Sand & Granite Lorry Operators' Association (JSGLOA). They are no strangers to road safety initiatives and over the years, their events have become focal points for the industry to share knowledge about this important topic. This year, cyclists were the main topic for the event, held in Eco Spring, Johor Bahru.

Cyclists are among the most vulnerable participants on the roads. Both, cyclists and truck drivers need to be aware of how their respective vehicles are behaving. A blind spot demonstration was the centre piece of the attention and the gathered cyclists tried to walk a mile in the shoes of a trucker. Sitting atop the road, inside the cab of a prime mover, they learned how they "disappear" when driving in specific areas around the vehicle. This was to educate them on how they themselves need to be moving out of danger zones around heavy goods vehicles in order to avoid accidents. Participants of the Johor Cycling Group were also given high visibility vests for their use while riding as part of the event proceedings.

During the afternoon, a conference on road safety was conducted. In his presentation, titled "What can we all do to improve and ensure road safety of the cycling group," Cikgu Zaid elaborated on methods to keep cyclists safe on the road. The presentation linked directly back to the blind spot activity outside.

Following up on the elaboration during the event held by JSGLOA in April, Wilson Yew, Founder, Driver Care App, provided insights into "What is telematics? Does the driver behaviour help to improve the fleet operation costs and enhance road safety?" While the answer would be a natural "yes," the presentation offered participants a number of new methods on how to use telematics systems.

Rounding out the program was YDH DSP Dr Mohd Roslan, Timbalan Ketua Polis Daerah Seri Alam. Taking a sterner approach in his talk, he discussed the "Roles

and responsibilities of the road users, vehicles and infrastructure development in improving road safety. This was followed by a panel discussion involving speakers and representatives of the Johor Cycling Group.

Also present were representatives of MIROS, MOT, JPJ and various groups of truck drivers. Commenting on the event was Frankie Chia, Chairman of the Johor Sand & Granite Lorry Operators' Association, who said that it is crucial for these authorities and groups to meet to support the mission of the association. He stated that "The association was formed in order to provide a business information network and share knowledge and information among the members. It also aims to promote a fair business atmosphere and opportunities to the industry and to improve relationships among operators in the region. Lastly, it is helping to avoid price wars among its members." **T**



# Volvo Truck's New Truck Range Test Drive Crosses the Finishing Line across Malaysia



It has been a busy, yet fruitful few months for Volvo Trucks. The brand created memorable moments for their valued customers with a series of curated moments and events from February to May 2022. The new Volvo Trucks range travelled around Malaysia for customised test drive events. Customers and partners of Volvo Trucks were able to experience the new trucks firsthand and find out for themselves how the new range can increase their truck's existing productivity while raising safety standards. The new truck range was introduced and officially launched in Malaysia on 18 November 2021. It has since been receiving

overwhelming response from its customers. Designed ultimately with the driver's safety in mind, the new truck range also boasts definite improvements in productivity and fuel efficiency.

In conjunction with the test drive events, Volvo Trucks also delivered the first batch of the new trucks to the very first valued customers. "Volvo Trucks Malaysia is honoured by the continuous support and loyalty of our customers and we pledge to uphold the relationship with relentless drive towards providing the best in class trucks and services to ensure optimal operational efficiencies and performance to match our customers' ambitions and aspirations," said Anthony O'Connell, Managing Director, Volvo Trucks Malaysia. **F**

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# Transport-in Malaysia

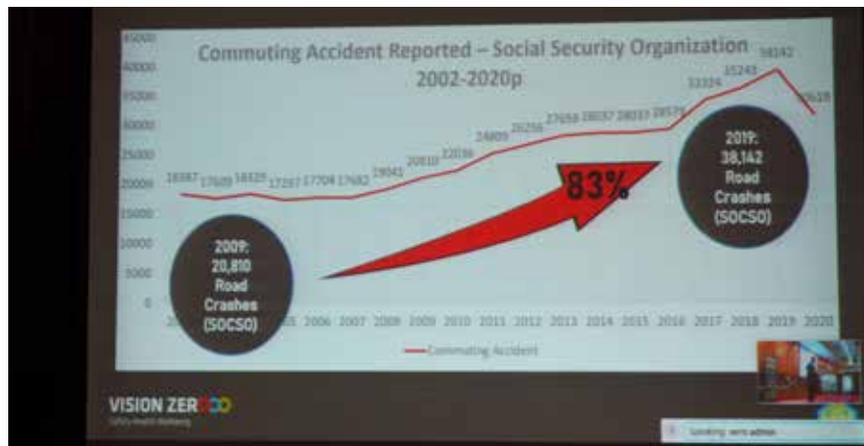
*We are looking at the state of the Malaysian transport industry, reflecting on how to enhance what has already proven to be a resilient and vibrant market.*



The Malaysian commercial vehicle market is currently undergoing massive shifts. Pressure from different corners, such as the need to keep a supply chain filled to the need to reduce harmful emissions, make for a very exciting competitive landscape. Reflecting on the current state of the industry, we take a look at what issues there are to be addressed to keep the commercial vehicle industry striving. Being the backbone of the economy, these assets are not only omnipresent, but also vital. As the velocity of change is increasing, we hope that some of the following reflections will set in motion an industry-wide dialogue with the aim to elevate the business of road transport.

by way of holding on to vehicles. This was aspect was confirmed in a recent interview published in Asian Trucker.

At the end of 2020, there were 1 352 680 goods vehicles on the road, compared to 1 295 486 in 2019. As of December 2021, total number of commercial vehicles (trucks) registered with APAD amounted to 111 700 vehicles. Out of this, 94500 vehicles are under category A (Pembawa A - vehicles carrying goods for rent and hire) and 17 200 are under category C (Pembawa C - vehicles carrying own goods). Note that for vehicles under Category C, APAD only issues licenses to lorries above 7.5 tonnes and those below this weight are not included in this statistic.



## Branded Variety

There is no shortage of choices in Malaysia. Major brands are represented via either local, well established distributors or with their own sales network. Recent joint ventures, corporations and technology cross-sharing among brands under one umbrella make for interesting comparisons between the brands. It appears that the local operators prefer multi-brand fleets as opposed to the European approach of having to deal with just one supplier. Having seen that

## Numbers

Despite the pandemic, the commercial vehicle market continued to grow. Here are some numbers to put the country into context in terms of market volume:

The number of new registrations of goods vehicles dropped by 14.4 percent from 35 893 in 2019 to 30 722 in 2020. However, the total number of registered goods vehicles increased by 2.33 percent. It can be assumed that a) vehicles were not scrapped and b) used vehicles were also in demand. The boom in last mile transportation during the pandemic will have required an increase in capacity

some brands have now made several attempts to crack the market, customers may be cautious to have all eggs in one basket. To some extent, the novelty factor of the Chinese trucks has worn off and they are now well placed among the many brands available here.



We have already seen this happening in the passenger car industry: platform thinking has created modular systems that allow for a conglomerate to share parts, components, technology to be shared among their brands. With the drastic increase of development costs this also makes sense in the commercial vehicle industry. When the development scope is calling for a component that could be shared, there is no need to reinvent the wheel. Eventually, a truck will share many parts with other brands under the same umbrella, thus making the brand, the emotional attachment to the vehicle's maker a key decision-making point.

New brands are hovering to come in. Several new entrants have made use of the accessibility to components and address the need for transport solutions in their own way, utilising hydrogen or fully electric drive trains. There is a lot of hype around them and there have been voices saying that the established players will now have to face some stiff competition if not even being at an existential risk. One should not be so hastily. The fact to remember is that the established players are listed companies and therefore not allowed to announce any strategic plans in advance. It would be fatal to think that these already gigantic, global corporations do not have the trucks to counterstrike. While the world is still waiting for a revolutionary semi-truck to finally be delivered after it was announced with a lot of bravado, others have been quiet, like coiled springs, ready to catapult their products into the market, once ready.



Besides categories like "European Heavy Duty", the truck brands could also be divided into "product only" and "augmented offering". The former gives you a vehicle that perfectly well addresses modern needs. Price might be an advantage,

but if a fleet operator is asking a supplier to go a little further, this might not be the right product. The latter offering is putting the truck at the core, but creates infrastructure, systems and support functions around it, providing services beyond the tangible asset. A brand on its own may be the re-build trucks. One can be in two minds over this, of course. One aspect is that there is nothing wrong with this from a legal standpoint. It can be argued that it might be better to use such trucks as opposed to just scrapping them in the country of origin instead and thus denying players here access to cheap(er) vehicles. However, there are issues with these vehicles. A truck might be assembled from parts of various donor vehicles and thus, as these parts have different levels of wear and tear, there could be an increased chance of failures. This practice also puts the truck OEMs in a dilemma as they need to decide if they are going to service such vehicles and if they do so, how warranty claims may be handled.

It makes for a good story though to be able to state that a country is the only one permitting this practice.

#### **Workshops and Aftermarket**

It is the after-sales that sells the second truck. More importantly, the workshop and spare parts infrastructure keeps the trucks going and going strong. All throughout the pandemic, several brands added workshops to their network. With the increase of vehicles on the road there needs to be an increase of service stations in tandem. With capacities of around eight to ten vehicles a day, the currently existing workshops may be strained: lockdowns paralysed the industry and trucks did not clock in the same mileage. With a lot of catching up to do now, the vehicles are returning to the workshops more often. One important figure is the 2-hour travel time for trucks to the nearest workshop. Recently, it was learned though that some workshops cannot manage the increased volume and that trucks will be routed to locations farther away for the much needed maintenance and service appointment. This may not only result in loss of income for the transport company, but it also increases the volume of vehicles on the roads.

Responding to the circumstances, fleet owners looked at alternatives: third party workshops, after-market products and exceeding service intervals in order to stretch their budget. What some found was that there are other issues that need to be considered: the cost reduction for aftermarket products might be replaced with the risk of counterfeit parts and technicians that are not familiar with the vehicles. Exceeding the service intervals, not being able to book appointments to service vehicles is another aspect that adds to the woes of fleet operators as the risk of breakdowns increases. A gold rush for aftermarket suppliers and an opportunity to offer services that will only increase in demand is a prediction that we can venture to make. All of us would have heard that super markets would run out of goods



within three days should there be a global catastrophe shutting down the world economy. Nod to the truckers and the companies behind them – the transport industry in Malaysia is a tough one that held the economy together.



One way to go forward would be to move to EURO IV, however, with Ad-Blue readily available, the question becomes why not go straight to EURO VI? The fuel providers should be ready for this as they are supplying the fuels required to meet the requirements under EURO VI specifications already. Meanwhile, several of the truck OEMs boast engines that can handle Sulphur content of up to 2 000 ppm and still meet EURO VI emission requirements. In the context of this discussion one also needs to point out that it is an EMISSION norm (Latin: emittere – to put out) and that while the fuel may have to comply with certain norms for validation purposes, it is the engine and after treatment system that cleans the exhaust. Not what goes into the tank. As an analogy, we don't use cappuccino water or Café Latte water either.

### **Emission Norms**

Countries around Malaysia have moved on to higher EURO emission norms. There are not many countries left where truck makers can find customers using EURO II engines. The move of one brand to offer EURO V engines exclusively might have come earlier than expected, but not totally out of the blue. With the ambition to be carbon neutral by 2050, Malaysia will need to set the signals for the outdated engine technology to be phased. Out. From a business point of view, the event horizon is approaching fast at which point ALL OEMs will seize production of engines with a rating lower than EURO IV. In view of the ASEAN and the idea of a common market, it can only be a good idea to ready the transport industry as well.

An aspect that many may not even consider is that a move to a higher EURO emission norm would also bring with it an improvement in road safety. Taking the old trucks, such as the 40-year old timber trucks, off the road will result in having the latest and best in technology on the road. What these old vehicles might offer in charm is what they lack in modern day electronics and safety features. The mention of ABS and EBS has since become a by-the-way discussion as these are standard with the higher spec vehicles that have been launched recently.

### **Electrifying!**

And just like that, like flicking a switch, electromobility has arrived. No less than two distributors are now offering fully electric vans, ready to be deployed on the roads. It feels like it was yesterday that the idea of a truck needing a 40-tonne battery was not even a joke. Acceleration, zero emission at point of use and the reduced number of parts speak volumes for the use of this technology. With a tremendous amount of business being done in the Klang Valley, these vehicles now seem poised to be viable options. Those living in the city will love the idea as the air will be cleaner, there



will be less stress as a result from quieter vehicles (which after all may need to be equipped with a device that produces some sort of noise to let people know about its presence).

Waiting in the wings are others that are about to unleash the power of the Voltage onto the roads with large trucks. As a natural evolution, these vehicles will now be rolled out globally. And similarly to the EURO II engines, there will soon be a time when truck OEMs will no longer offer Internal Combustion Engines. Several brands are set to go all electric within the next few years. The issue now for Malaysia would be to see the writing on the wall and to set-up the charging infrastructure quickly. Although, in our books, the verdict is not out yet on which method to produce electricity is the best. Solar farms kill thousands of wildlife. Nuclear power would be a good option as one plant alone can produce huge amounts of energy while not using up a lot of space. However, one is potentially more dangerous than the other. As it appears, there is has been no clear direction and method been discussed on how to dispose off the parts from electric vehicles at their end of life.

### Drivers

Hang around any transport company for just five minutes and it transpires that there is an asset that no company can operate without – the drivers. Road transportation is not a niche as it is oftentimes portrayed. It is a great job pool where young

people can start a life-long career and which offers many opportunities. While the first specific story about female drivers in Asian Trucker appeared in 2013, many have since reported about women in the industry. A concern is that women could be vulnerable when on the road for long days or weeks. There are a lot of opportunities though that compete with an office job when it comes to working hours and the ability to spend time with the family. With modern trucks, driving is a breeze and certainly no longer the domain of rough and tough guys. Malaysia has one of the highest ratios of females in the workforce globally, however, there are far too few working in the profession. If there is a shortage of drivers, the job is well paid, safe and respectable, why isn't there more communications about this profession as a career path?

They were our heroes! During the pandemic, we have put them onto a podium for all to see that these are the people that risk catching a virus to ensure that we can eat, that our rubbish is being collected (A very important task by the way as we reported last year). Fast forward and as we are back to normal, the glitz and shine is gone. The first accident involving a truck driver already makes headlines with blame assigned to the trucker. Statistically, there are actually very few accidents involving heavy goods vehicles. The issue is that in case of an accidents physics is against the trucker

and an accident hardly ends in just a dented bumper. Unless the perception of the driver changes, there is bound to be a driver shortage as someone evaluating career opportunities may shy away from this. Who would want to be working in an undesired industry?

Funny how dress codes went out the window with the pandemic as well. The suit and tie is no longer a default and many have realised that the attire is secondary in being efficient and effective while in the Zoom-Loop from Monday to Friday. However, it is here were truck drivers may need to go the opposite and become more professional. Wearing proper PPE or attire in general should be something that need not pointed out. Eddie Stobart is likely taking it too far with truckers having to wear a suit and tie, but maybe the sight of a driver in slippers, shorts and a pagoda shirt is not a very encouraging sight for parents when discussion job options. Once the borders open, truckers will also be Ambassadors for the



country and therefore need to be knowledgeable and well mannered. What might be lacking is a little of the approach taken in Europe where trucker have to go for annual training and have to renew their licence every five years. This may be costly, but it sets the stage for this group of people to be considered professionals.

When travelling in the early hours one can also observe another phenomenon: trucks parked along the highway, on the emergency lanes, at the exits of the rest stops. There is simply not enough space to accommodate drivers taking a break during the night. This will get worse as the number of commercial vehicles is set to increase. Not only parking spots are lacking, there is also a drastic lack of facilities. Not that one should expect a Las Vegas at any petrol station along the highway, but just as any of us office workers need to destress, rest, have a proper meal or engage in sports activities, truckers should be given an opportunity for a work-life balance too while performing their duties.

**Increasing Capacity**

Although the absolute number of goods vehicles on the road has increased, the industry is still lamenting that there is not enough capacity to move all the goods. One issue is the shortage of drivers as already discussed. Instead of just hiring more drivers, there are however other methods that can be deployed to ease this burden. Applying systems thinking, one will set the number of

drivers as more or less stable and thus it is the vehicles that need to be re-evaluated as a means to increase capacity in road transport. Here are three suggestions:

Today's trucks have powerful engines and increasing the length of trailers would certainly not be a major issue for the prime mover. What we see in Europe is an increase of permissible trailer length by one to two Euro pallet lengths. Assuming we add 2.4 meters of length to a trailer, that allows for up



to 12 more palettes to be loaded! When we multiply this across fleet sizes and trips made to re-supply supermarkets, malls and depots, a significant amount of capacity will be added. Or we may see fewer trucks on the road as each truck pulls more.

Similarly, we can increase the number of B-Double trailers to be put into action on long-haul routes. Again, the trucks would surely be able to pull them safely and efficiently. This would again increase the capacity while at the same time addressing the driver shortage.

Another issue that has been brought up many times is the restrictive legal framework that would disallow transporters to simply add capacity as they need it. Transport licences are needed and obtaining the required permits, licences and other approvals is convoluted to the point where it is said to involve up to 12 authorities. Surely, the truck OEMs would be happy to sell more trucks faster, as and when a transporter needs them. While on this subject, a frequent comment is that the way the truck-trailer pairing is regulated is stifling the industry. While it requires the right truck to pull a trailer and having a slight misfit would result in higher fuel cost for example, it could be worthwhile exploring to do away with these restrictions. The question a business leader would have to address is whether a truck-trailer combination that is less profitable to operate is better than not being able to service a client.

The third way to increase capacity could be a rapid deployment of autonomous vehicles. Even though Malaysia does not have a huge mining industry, there are surely applications where autonomous vehicles can be deployed instead of depending on human drivers. These drivers can then work in other segments. Whenever discussing this with the truck manufacturers, the feedback has been that the drivers also prefer this for a simple reason: currently, autonomous vehicles are being deployed in hazardous and difficult applications and drivers are happy not to be exposed. Ultimately, this is not about them losing a job, but to be having a better, safer job. This would also be in line with the government's ambition to move towards creating a more qualified, a more skilled workforce.

### Rethinking Approaches

Traffic jam in plaguing many large cities. Recently, the strict enforcement of a ban of heavy goods vehicles into Kuala Lumpur was announced. Which will create even worse traffic jams. Here is why: this is likely to be the same flawed logic as what banks applied by cutting hours to reduce contact between people. However, the number of trucks is not going to be reduced, just shifted. If X equals the number of trucks on the road at a given time, V the total truck

population and T is the time, then when T is reduced, X goes up. The trucks won't go away, they are just being delayed and then added to the vehicles on the road at a later time. In essence, there will be MORE vehicles on the road outside the exclusion times.

As business people are after profits, they will ensure that the delivery takes place, with or without the ban. One solution is to send in smaller vehicles, which are still permitted. Instead of one heavy vehicle, there will now be four small ones to deliver the same volume. Maybe that means smaller profit margins, but it means goods are moving faster too.



The solution is not to re-schedule vehicles. What must be done is an elimination of vehicles. The ratio of one commercial vehicle to approximately 30 private cars is the problem. Would it make any difference if 100 trucks would be rescheduled? One can daresay: hardly. However, if 120 people took a bus, ditching their cars, that would make a lot more space on the road. It is the other type of commercial vehicle that needs to be deployed. What is needed is an order for about 5 000 buses in all shapes and forms. These buses need to be running frequently, dependable and between places that people need to and want to go to. With the addition of heavily enforced, dedicated bus lanes it will be a sure case of building it and they will come. As a net effect, the trucks will not get stuck in traffic either, further reducing emission, noise and congestion. **T**





## Expect More From Angka-Tan Motor

*Quietly, the Tan Chong owned subsidiary has geared up for the re-opening of the economy post pandemic and is ready to address the needs of the changed market.*

Quietly, with determination and pursuing their strategy, Angka-Tan Motor Sdn Bhd, the sole distributor of Foton LCV and Foton Auman in Malaysia, has been ramping up their offering for the transport industry in the country. In this exclusive interview with Asian Trucker, we learnt about their renewed ambition to slingshot out of the pandemic and how they have moved to be leaner and more efficient as a consequence of the prolonged Movement Control Orders in 2021 as a result of Covid-19 pandemic.

Providing an overview was Tan Keng Meng, Chief Executive Officer of Warisan TC Holdings Berhad, where Angka-Tan Motor is a wholly owned subsidiary, and the sole distributor of Foton Light Commercial vehicles (LCV) and Heavy Commercial Vehicles (HCV). Currently, the LCV range consist of The New Aumark S six-wheeler in two variants, the BJ1078 which offers GVW of 7.5 tonnes and the BJ1088, with GVW ranging between 7.5 to 9.0 tonnes. In addition to the New Aumark S series, Angka-Tan Motor also carries the BJ1059 which is also a 6 wheeler with a GVW 7.0 tonnes and the BJ1041 with a GVW of 5.0 tonnes. On the heavy duty segment, the Foton Auman prime movers are available in EST (manual transmission) and the ESTA (automated manual transmission) in 4x2, 6x2 and 6x4 variants. The Rigids BJ3253 for cement mixers and dump truck tippers round out the offerings. In addition to the LCV and HCV, Angka-Tan Motor also offers the new in the market the 4x4 one-tonne pickup, the JMC Vigus Pro.

Tan points out at a program to further refresh the LCV line-up, which indicates the likelihood of a brand new Aumark S configuration for the 4 wheelers. Indication is that new model will likely be towards the second half of the year. In addition to that, the soon to be refreshed 4-wheeler model is likely to see higher carrying capacity in excess of five tonnes.

Angka-Tan Motors has emerged as the leader in Chinese made LCV. Tan commented that "We see opportunities in the LCV segment and we are taking action to address the needs of the market with new and innovative products that fit. With the addition of the Aumark S series, Angka-Tan Motor is optimistic to do well and grow in this segment.

The current Aumark S 6 wheeler has been well received in the market." On the customers' penetration for Aumark S, Danny Ng, Senior General Manager of Angka-Tan Motor Sdn Bhd, explained that most of the penetration are with logistic companies that are seeking an alternative to Japanese trucks. Together with the trust in the Tan Chong Brand, and coupled with an innovative product with competitive pricing, Angka-Tan Motor is making inroads into these logistic and construction companies in their consideration for LCV and HCV via the Aumark S series as well as the Auman EST / ESTA series.

Tan further emphasised that the Foton brand in Malaysia received good support from the trucking community based on the Tan Chong vast service network. Additionally, Foton's components are from reputable global companies such as Cummins engines specifically designed for the Foton brand, ZF gearboxes and BorgWarner powertrain components as well as Wabco and Bosch products. "Foton, as our partner, understands that we, in Angka-Tan Motor ensure that the Foton products and service we introduced matches the local trucking requirements." alluding to the Tan Chong Brand guarantee.

Tan further elaborated "The Tan Chong Group has a long history in the trucking business, thus customers can be assured that we are in for the long haul and our customers can depend on Tan Chong Group for a sustainable and dependable partner."

Ng commenting on the pandemic "We have seen an explosion in online ordering and as a result sprouting out of new logistics companies offering last mile delivery service, thus resulting in an increased in the LCV trucking requirement. Having launched the Aumark S in Dec 2020 and despite the Covid-19 difficult situation, the team was confident that the product would find its mark. According to Ng, this effort is now paying off, as customers needing to add vehicles to their fleet, are opening up to the concept behind the Aumark S with good acceptance.

Having weathered the difficult period during the pandemic, Tan is now confident that the market will recover and that the lessons learned during the pandemic will be put to good use. Commenting on the immediate trend, Tan identifies that the level of demand for vehicles needed to fulfil last mile deliveries will remain high, given that E-Commerce will continue, alongside with new convenience grocery stores now offering deliveries. In addition, he sees some consolidation of logistic providers. This is where, Angka-Tan Motor is well positioned to take advantage with its sales network and service network to offer to these logistics provider given the border opening and the recovery of the economy.

Nonetheless, Tan is expecting that the truck industry will come under pressure as the looking into the supply chain constraints recovering from the pandemic, as well as the stress of the global logistics chaos, the geo-political tension in Europe. Adding on to that, domestically, customers access to end financing remains an issue as most operators affected by the pandemic have started to recover their financial health.

Supporting Angka-Tan on the ground is Eric Wang, General Manager, Southeast Asia Region, Beiqi Foton Motor Co Ltd, who is currently based in Malaysia. Wang explained that the Chinese truck maker has used the pandemic as an important gauge, to understand the truck market and to prepare for the changing demands from the market post Covid-19. The expectation is that clients will be seeking cost-effective solutions, which Foton is prepared to support with its innovative products and aftersales offerings. He too expects that last mile delivery will be a huge driver for the industry. "With a recovering and favourable business climate, we want to expand our business and for that we need to be working closely with our preferred local partner, Angka-Tan Motor which is part of the Tan Chong Group" he said. Foton recognized Angka Tan Motor and Tan Chong Group has ample experience in the trucking and automotive business, given their presence in the industry for more than 60 years. Malaysia remains an important and attractive market for the Chinese brand. Wang further cited "Malaysia has the culture and sales volume to be a base for an entry into Southeast Asia and we are delighted to work with Tan Chong Group." 



Left to Right: Eric Wang, Tan keng Meng and Danny Ng



# DHL Boosts its Business Boasting First Trucks

*The investment in own trucks has been a smart move for DHL Supply Chain in other countries. With ambitious expansion plans laid out, the Malaysian office is taking delivery of a fleet of FUSO trucks.*

**W**arehouses are hubs, crucial for the transport industry. In more than just a descriptive term. These are the nodes for trucks, like flowers for bees: collection points and vital for the hive. To maximize the value of your supply chain, you need a reliable logistics partner whose excellent support is available wherever you need it – whether that’s locally or on the other side of the world. One with a thorough depth of knowledge of your market and its dynamics, who works to the highest standards and brings you the benefit of unrivalled environmental and safety credentials, along with state-of-the-art technology.

Taking the approach to being an integrated service provider further, DHL Supply Chain (Malaysia) Sdn Bhd (following described as DHL), Mario Lorenz, Managing Director, and his team hatched the plan to purchase own trucks to manage the transportation duties for the business. This approach may raise some eyebrows as prevalent paradigms may suggest that one should outsource such jobs. However, Lorenz has good reasons for this move, which saw eight trucks being delivered in the first quarter of this year. Banking on this approach to be a game-changer, more trucks will be added to provide the capacity needed in line with an expansion of warehouse space.

Lorenz explained that “This vertical is focused on warehousing, supply chain solutions and domestic distribution. We have been operating in Malaysia since 1969.” Co-packing and technical services, such as testing, are other, more advanced services that DHL offers. The addition of the trucks comes at a time where the company is growing rapidly with full order books. “Our growth is fuelled by warehouse services and I believe that we should grow even faster,” he added. The main motivation for the purchase of the vehicles is the ability to take full control over quality and processes connected to transportation. Playing into the hands of this ambition is the ability to integrate telematics into the operation and to further finetune the logistical processes involving trucks. Reliability is crucial and this was one of the main decision-making criteria besides cost.



The legend precedes the brand name as Lorenz is familiar with the truck. In Indonesia, where he worked prior to his posting to Malaysia, a 7 ton truck of any brand would simply be called “a FUSO”. Mentioning the ambition to grow, the company is planning to add more FUSO trucks: by the end of the year the fleet should be boosted to 30 vehicles and within two years the vehicle park is to swell to 100. “We prefer to have fewer suppliers and therefore the relationship is very important. Using only one brand of trucks for example reduces admin, spare parts logistics and other non-value-adding activities.”

Deployed in Penang, the vehicles are destined to feed the big factories of global companies. In the Klang valley, the usage profile looks a little



different whereby the loads are smaller and the trips more frequent. Courier services use vans and planes to move small parcels, whereas the supply chain logistics moves bulk raw materials. Lorenz hints at the expansion of the business in the South. "What we realised is that operating our own trucks is resulting in lower operating costs. These being brand-new, they will also no be giving us any trouble with breakdowns." The palpable excitement is evident even on the shop floor. Having invested in solar power, automation and having build DHL's most automated warehouse in Penang, staff is visibly excited as these changes indicate a prosperous future. Adding the trucks is just one component within the investment strategy.

Although every country has different requirements, the use of own trucks is a tried and tested approach for DHL. In Thailand, DHL operates around 500 trucks, making the company the biggest provider in the business. Meanwhile, Malaysia allows for trucks to be licenced to companies like DHL. Asked about the notion of electrifying the fleet right away with vehicles such as the E-Canter, Lorenz explained that this may not be feasible at the moment as neither the cost, nor the infrastructure are favourable in Malaysia. "What is missing is incentives from the government. Without them, electric trucks are not making sense in terms of profitability." However, Lorenz is confident that this situation will change; just as it has been for solar panels. "Malaysia is a really exciting market with a lot happening," Lorenz said. However, as a German he sometimes misses original German food as take-away as he resorts to Pizza to be ordered in.

Also present at the hand-over was Mr Derrick Sim, Executive Director, Hap Seng Trucks Distribution Sdn Bhd, who added that that "DHL is an ideal client for us. They operate nation-wide and they now have the advantage of being able to tap into our service network, which comprises 30 locations." The Total Cost of Ownership is another strategic advantage he pointed out as the aim is for customers to only needing to take care of fuel and tyres. On the topic of electric vehicles, Sim said that both Mercedes-Benz Trucks and FUSO are at the forefront of developments, however, when launching such vehicles in a market, one also needs to be able to service and maintain them.

Having supplied the vehicles, Book Lim Guan, director of Vista Wheels Sdn Bhd, spoke to Asian Trucker to provide some further insides. We've been following up with DHL Supply Chain for a while now, and we've always talked about trucking solutions and how to optimize the operation. At the end of the day, we've provided DHL with the best comprehensive trucking solutions with FUSO to meet their operational needs. DHL further probed Book and initiated negotiations. DHL asked for a lot of details before making the decision to purchase the fleet in order to ensure that the purchase was not made just hastily. "DHL was very concerned with ownership cost, operation cost, vehicle dimension in details and several other aspects." Eventually, the order was placed for initial eight units. It's a great start ! Everyone at DHL SC is overwhelmed with enthusiasm and eager to expand their fleet operations with FUSO. We've also thrilled to be a DHL business partner, supplying FUSO vehicles to their operations and working with them to expand their fleet together.

When asked what made FUSO the ideal brand for this client, Book cited that FUSO is an established Japanese commercial vehicle brand. FUSO is proven for its reliability and durability not just in Malaysia, but globally. We offer a complete total trucking ownership solution with peace of mind, at a very affordable price. As this client is integrating trucks for the first time, Vista Wheels And Hap Seng are also offering training consultation, including driver training, basic product maintenance and Eco-driving training. **T**





## Top Job: Transformation Towards the Future

*Sometimes, the introduction of new technology produces drastic impacts on entire eco-systems. In such case, businesses may also re-think their organisational structure and create new positions.*

A good year ago, the news about a new position within Mitsubishi Fuso Truck and Bus Corporation (MFTBC) being created came across our news desks. After having settled in and gotten to work, Alexander Loesing, Chief Transformation Officer, MFTBC, talked to us in this exclusive interview about what this role encompasses and how it will help to get the brand set up for the new paradigm in transportation. The job is to support the transition to electromobility.

The need for a dedicated Chief Transformation Officer stems from the current challenges the world is facing: climate change will be the biggest issue mankind is facing in Loesing's view. "As a result, the automotive industry is currently going through a massive transition." Japan's government has ruled that CO2 emissions are to be cut by 46 percent by 2030 from 2013 levels, and that the country is to be carbon neutral in 2050. "We are part of this, having launched a fully electric truck in 2017." Although such transition is a huge challenge, Loesing said that this is part of the company's strategy and therefore is a perfect fit.

Being a new position, the title might not immediately give an indication of what that entails. Loesing details that there are already hundreds of electric trucks on the roads and that there has been a massive amount of data that has come back from these users. In his words, what is needed is now to create a comprehensive and complete eco-system that can support the ambition of eventually shifting the entire product line-up to electric drivetrains. For instance, these trucks would not work without electricity, which requires, for instance, charging infrastructure. A crucial component of the electrification of the portfolio is the distribution network. This, as Loesing has identified it, is where the actual transition takes place as the sales and service locations are directly customer facing, which means that they have to be fully prepared. In addition, digital solutions, such as telematics and predictive maintenance need to be adjusted.



Although this may all appear to be Japan-centric, Loesing said that these activities are preparing the product line-up to go carbon-neutral by 2039 in the triad markets. "This is part of our strategy under the Daimler Truck umbrella," he said. Consequently, Loesing is primarily involved in the EV projects while also being consulted on a myriad of issues that are affecting the ambition to roll-out more electric vehicles. For instance, life cycle management and engagement with technology partners are crucial. With the major shift in drive train technology also comes a drastic paradigm shift when it comes to selling the actual vehicles. "In the past, we could visit a client and present the vehicle by means of brochures. Today, the vehicle is part



New technology requires new ways of thinking and working

of a system, which cannot be explained in a piece of paper. Today, we need to be consultants with a lot of competencies around aspects related to the vehicle, for example the charging infrastructure." Eventually, the organisation needs to be readied, becoming an end-to-end organization, for which sales needs to be prepared accordingly. "And let's not forget that our customers also need to be prepared for this shift."

Customers, at the heart of the brand, would naturally have a lot of questions regarding the new technology and how it impacts their business. Loesing is out to address these. From simple issues like the driving range to more complex issues, such as the disposal of batteries at the end of their life, he is out to integrate the answers into the new shape of MFTBC. As an example of the consultative sales approach he draws on a scenario whereby a sales representative would have to analyse the missions of a transport company and identify routes that would be suitable for the deployment of an electric vehicle while aiming to convert depots into net-zero carbon emission operations.

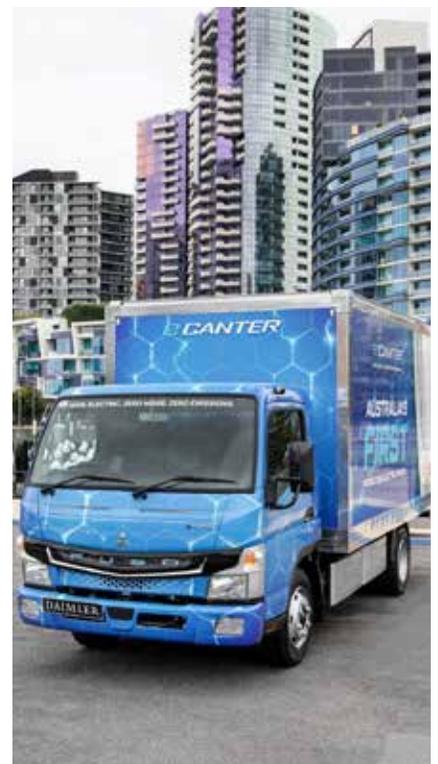
When asked what qualifies someone for such a position, Loesing said that in his view the work he has done previously was crucial as he has always been customer facing when working in the Customer Service department. "When working with customers, one learns how to identify the missing parts and how to address these gaps." Being close to customers through an own retail organization has been instrumental. Customers would be easily accessible and their input could be gained directly in ways suitable to be fed back to other departments. This experience is the foundation for him as the vehicle is never the only item that is considered by a client when it comes to the purchase of commercial vehicles. "It is also a very exciting position to be in as this work means I am working on changing the industry."

In many countries, the idea of fully electric vehicles dominating the transport industry may sound like science fiction. However, in Japan, these vehicles are now being integrated into daily operations and the effects are tangible and very real for the people living in cities: less pollution and less noise are just the ones one would immediately notice, even if one is not attached to the commercial vehicle industry. "If you drive an eCanter, you will feel the acceleration, the comfort and how quiet it is!" (See our issue 50 of Asian Trucker, where we reported about a test drive in connection with the Tokyo Motor Show)

Currently, the three mega-trends are electromobility, autonomous driving and connectivity. One could ask why MFTBC is (seemingly) focused on electromobility and not autonomous vehicles. "Within the Daimler Trucks

organisation, we are also developing autonomous vehicles. An autonomous truck platform that is perfectly suited for SAE Level 4 driving is currently in progress, with redundancy systems needed to achieve safe and reliable operations. The platform is based on Freightliner's heavy-duty Cascadia truck, but this technology will eventually also be transferred to the FUSO brand, as its rolled out across all brands." According to Loesing, the same applies on connectivity as it is being scaled in other parts of the group. All of this points at the tangible need to have a position such as his as the change experienced nowadays is rapidly increasing in speed and complexity. Encapsulated, MFTBC will have to adjust, adapt and transform. This is not always easy as people resist change, in particular if the need to do so is not clearly communicated. "Therefore, internal communications is a crucial part of what I am doing as I would need to ensure that all of our staff supports our transition."

The key theme underlining his work is transformation and adaptation and his personal experience will surely help him. Having relocated from Germany to Japan, some of his favorite meals now include Japanese cuisine, which is a testament to his ability to initiate change. **T**



ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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Rekaan Pilihan :





# Smooth Operator

Based in Penang, this driver has the best job as he can combine his interest with his job.

**AT:** Can you please tell us your name, age, if you are married, where you live?

**KN:** My name is Khairul Nafsha Bin Ishak and I am 39 years old, married with three schooling kids. I stay in Padang Serai and travel daily to Setia Maju Jaya Logistik Sdn Bhd to work, whereby the journey takes around 30 minutes. By now, I have been working in Setia Maju Jaya Logistik Sdn Bhd for 11 years.

**AT:** Why did you want to be a truck driver? How long have you been driving trucks, what type of trucks / jobs?

**KN:** The main reason to become truck driver is because of higher remuneration in order to provide a better lifestyle and education for the family. I started off in Setia Maju Logistik Jaya Sdn Bhd as an assistant and storekeeper, my interest in driving has lead me to take up the challenge to get an appropriate

driving license and here I am 6 years in driving UD trucks.

**AT:** What do you like about driving a truck?

**KN:** It combines work with my interest. I love travelling to different places and I believe that traveling opens up your mind and shapes your perspective (jauh perjalanan luas pemandangan). That is the reason what I like about this job as it is never boring and I get to travel to different locations such as Penang, Kuala Lumpur, Negeri Sembilan, Melaka, Johor and many others.

**AT:** What is your daily routine?

**KN:** Everyday, I report to work and

ensure the goods or cargo are loaded on trucks safely and accurately to ensure goods/cargo are delivered correctly. On a daily basis I am required to do at least two trips on at least three days a week. Therefore, for safety purposes, I will ensure the headlights and signal lights, wipers, engine oil, water level of the trucks are correct and that the tyres are checked before starting my journey.

**AT:** You are a winner of the UD Extra Mile Challenge (UDEM). How have you prepared for that competition?

**KN:** I am thankful as I have a very supportive boss and he encouraged me to participate in UD Extra Mile Challenge. I asked for advice and guidance from the previous UDEM winner and colleagues about parts of the trucks. Not forgetting during my rest time, I will do revision too. During the preparations and the competition I received moral support from Kenny Kuah, Managing Director, Setia Maju Jaya Logistik Sdn Bhd, who I would say is a good leader.

**AT:** What was the UD Extra Mile Challenge like? How has this experience changed your driving?

**KN:** I learned a lot from participating in the UDEM for example in identifying parts of trucks, how to drive in fuel efficient ways and to drive safely, so that customers' goods arrive in good condition. This has changed the way I drive a truck and I am now putting what I have learned into practise.

**AT:** What would you advise other truckers to do in order to improve their skills?

**KN:** Ensure that you are driving a reliable truck and check your truck before starting any journey. Most importantly, you need to have enough sleep and do not drive when you are too tired as this is dangerous for the driver and also other road users. I am lucky as my company will ensure that there are two drivers allocated for every trip. This way we can take turns to rest when needed. Periodic maintenance is important and whenever there is any warning light popping up on the dashboard I will take extra note and alert my company.

**AT:** Where do you normally eat when you are on duty?

**KN:** We don't have the luxury to choose and most of the time we will eat at places where we can park our truck safely and without obstructing traffic. On highways, most of the time we will stop at rest areas (R&R) to eat.

**AT:** Which is your favorite truck and why?

**KN:** My choice will be UD because of its spacious cabin and comfortable seat. The advance system of the truck and pre-alert safety warning makes you feel safe when driving it. There was once when the truck broke down, Tan Chong Industrial Equipment (TCIE) immediately send their road assist technicians to rescue and got the truck running in no time. I will have to commend TCIE team on this.



**AT:** What is your most memorable event being a trucker?

**KN:** There was once when I had to drive up to a project site up on top of a hill with rough terrain in Seremban. The roads were not even properly tarred and it was scary. I wasn't sure if I can get the truck to destination but I did it with UD trucks! That shows how powerful the engine is and my confidence level with UD had increased tremendously since then.

**AT:** Any thoughts about autonomous trucks?

**KN:** I think autonomous trucks will not be happening so soon in Malaysia as the infrastructure are not as advanced as in other countries. The roads here are not in good condition. But I think it would be great to have dedicated lanes for autonomous trucks on highways if this technology is coming to Malaysia.

**AT:** Any thoughts, comments to add?

**KN:** I have been driving trucks for approximately six years and I like that the transmission of UD Trucks is smooth and provides a smooth driving experience. The low noise in the cabin and the spaciousness of the cabin reduces fatigue and I am able to complete my tasks without issue. I am thankful my boss chose UD and I hope UD will have more product offering in coming future. 

**The BIGGER the Better!**



Other trucker may have to navigate narrow streets and tight corners. This is where a smaller truck might be a relief for the driver. Not so for Mr Marsita Munir who likes the big rigs. His current vehicle of choice is an articulated hauler and he is proud to look back at a long career of trucking in tough condition.

Hailing from Lombok, Indonesia, he has been living in Malaysia for the past six years. "It is the opportunities that I find here that attracted me to move to Malaysia," he said. Although his family is still in Indonesia and he only visits them every two years, he enjoys his work in the construction sides. It is challenging work as the grounds are typically swampy and it takes skills to drive the huge, laden vehicles. "I have been driving all sorts of trucks since 1997," the 44 year-old Munir said.

"I have been driving much bigger trucks, back in Indonesia. I prefer bigger trucks as they tend to be more stable." His current machine is equipped with an automated gearbox, which he prefers over driving the so-called Ghost Trucks that typically come with a manual gearbox. "I like the food provided by the company here too, but I obviously miss Indonesian food." In his free time, Munir explores the area or meets up with friends.

Waiting for him at home are two children, of which one just entered college. When talking about his children he always remembers one trip on a truck where he took his kids along. Pulling heavy logs, the gear box malfunctioned on a downhill slope and the truck was stuck in neutral with the gear coming free. "I still managed to stay cool and manage to stop the truck safely on the uphill slope that the truck was shooting up next. At the time, my kid was five years and with me in the cab. It was also a bit of excitement, fun!"

Munir recommends this type of trucking to those that already have experience and that want to change their career. **✚**



# DriverCare Looks After Truckers, Making Roads Safer



DriverCare believes to help promote healthy competition among peers and safe driving culture making the streets safer for a better road experience. Prior to the launch, the system has successfully passed a month of trialling since Safe Truck Sdn Bhd collaborated with Persatuan Pengusaha Lori Bahan Batuan Johor on the 'Zero Violation & Telematics Compliance Driving Behavior for Heavy Vehicle Driver'. DriverCare Application was launched by The Minister of Transport, YB Datuk Seri Ir Dr Wee Ka Siong in conjunction with the motive of the campaign held.

DriverCare aims to raise road safety awareness among commercial vehicle drivers, pedestrians, and other road users. This application helps fleet operators to maintain a proper driving etiquette and ensures their driving behaviour is constantly monitored. Thus, this subsequently helps reduce accidents and consequently reducing fleet downtime at the same time. The application also aims to help both drivers and fleet operators to comply pre-trip inspection which is one of the main requirements from the Land Public Transport Agency (APAD). This allows on taking a step to change manual working method to systematic method for the drivers.



*Initiative aims to reduce accidents through the use of Telematics.*

**T**itled "Zero Violation & Telematics Compliance Driving Behavior for Heavy Vehicle Driver", the initiative was launched on Sunday, 27th February 2022 in Ulu Tiram, Johor. In line with the goal to promote safety for both drivers and other road users, this campaign was launched by YB Datuk Seri Ir Dr Wee Ka Siong, Ministry of Transport Malaysia alongside organisations like Safe Truck and Johor Sand & Granite Lorry Operators Association. The aim is to help monitor driver compliance behaviour in order to prevent accidents and to overall improve the experience on the road for all users.

"The event was used as a platform with the aim to raise road safety awareness concerning commercial vehicles drivers, passer-by's and other road users. The

motive of this event is to introduce an IoT-Integrated based fleet solution that helps reduce road mishaps by monitoring vehicles, drivers and road safety" Frankie Chia, Chairman of the Johor Sand & Granite Lorry Operators Association said.

All the three aspects are equally important in contributing to road safety. Thus, a telematics application, DriverCare has been launched by the Minister of Transport as a solution, correlating to the road crashes that have been seen as spiking up. Behind the app is Safe Truck Sdn Bhd, which was established in May 2017 by dedicated and experienced professionals to provide a consistent and reliable fleet management system to most of the logistics owner and transport agencies.

Commercial vehicle drivers, pedestrians, and other road users are all encouraged to participate in this campaign. The primary purpose of this event is to debut an IoT-based fleet solution that monitors cars, drivers, and road safety to help reduce traffic accidents and road fatalities. **T**



# Isuzu GIGA GXR360 with Multi Leaf Springs Offers Greater Payload

Isuzu Malaysia has upped the ante on its Giga range of trucks with the recent offering of an enhanced variant, the Isuzu Giga GXR360, which is now equipped with multi leaf springs on the front and rear suspension system for improved support of the weight of the chassis.

At the front suspension system, the multi leaf springs come with double acting telescopic shock absorber with stabilizer, which in addition to assisting the truck's suspension by offering greater support, it also gives the driver a much smoother ride by absorbing the vibrations from uneven roads in the event of encountering potholes and bumps.

Atsunori Murata, COO of Isuzu Malaysia Sdn Bhd shared, "The Giga GXR360 can deliver greater efficiency and quality performance for higher productivity. The multi leaf springs in the truck offer a huge amount of support between the wheels, axles and the vehicle chassis, and are essential for supporting the suspension. This truck is the ideal choice when there is a need for greater load weight, offering flexibility for our customers whenever they need to scale up their business."

The Isuzu Giga GXR360 is equipped with a powerful overdrive ZF 9-speed manual transmission for efficient speed and power range with better fuel consumption. This transmission system carries superior gear ratio for optimum power, torque and fuel efficiency. The extra gears also mean the engine can stay in its most efficient operating range while saving on fuel.

In addition, the truck's 6-cylinder engine has a turbo intercooler and common rail direct injection. This engine fitting makes the Isuzu Giga GXR360 capable of delivering high maximum torque of 1 400 rpm and maximum gross output of 2 000rpm for top-notch performance.

The engine is also lightweight and compact, giving long-lasting durability, reliability and powerful solution designed to improve efficiency for truck operators, and give a longer service life as it enables the truck to deliver higher average speeds and lower fuel consumption in the long run.

"As a multi leaf springs truck, the Isuzu Giga GXR360 is essential in its ability to bear the weight of a load. Because the springs provide good support to the axle and the chassis by absorbing the added pressure, the truck can take on much higher load and this makes the aspect of safety an even more important factor for ensuring a safe and smooth ride," added Murata.

The Isuzu Giga GXR360 provides a variety of safety measures with one of the most important being the Anti-Lock Braking System (ABS) with auto adjuster which can efficiently reduce the risks of skidding. This system enhances the braking performance during emergency and helps to maintain traction with road surface, thus giving a more secure directional stability for the driver. In addition, the chassis roll can also be controlled more efficiently due to the wide spring base.

"At Isuzu, we always strive towards product enhancements to meet our customers' growing demands for efficient trucking solutions that can perform any tasks and tackle any limitations our customers might be facing. We believe the Giga GXR360 will fulfill our customers' requirements and give superior efficiency thanks to an optimized driveline and enhanced features," Murata concluded. 





## Steelbro Bridge Leg Offers Stability and Flexibility to Operators

**S**teelbro is expanding its product options in Malaysia with the Bridge Leg. The Bridge Leg is an optional crane/leg for Steelbro SB362 36 Tonne lifting capacity Sidelifter. It offers customers an alternative to the standard tilt and extend stabiliser legs and provides flexibility for all operations.

The SB362 Sidelifter can be supplied with Bridge Leg front and rear or a combination of a tilt and extend and Bridge Leg for those customers who require the stability of the Bridge Leg, but still want the flexibility to transfer single 20' containers from a companion trailer that is carrying two closely-spaced 20' containers.

The Bridge Leg can be deployed in several different ways depending on the type of lift and environment. A major advantage of the Bridge Leg is that it is deployed on the other side of the trailer. Once the leg is deployed, there is plenty of room for a truck or trailer to be backed up into position to receive the container. The leg can also be deployed once the truck is in position. Even when the Sidelifter is already fully loaded with a container, it can lift another container off the ground, safely hold it suspended above the ground, while another trailer is backed up beneath it, positioned to accept the container. Equally, this operation works in reverse – lifting a container off a companion vehicle, holding it above the ground. The trailer is driven away, and the container is placed on the ground.

These features considerably speed up the turnaround time, allowing a vehicle with trailer to be quickly driven away in possibly half the time. This is ideal when several containers need to be very quickly moved from trailer to trailer or from the ground to a trailer. The same is true of rail operations when a container needs to be transferred from a trailer to a rail wagon. In this case the bridge leg will reach over and down to the other side of the wagon.

The Bridge Leg can also be safely positioned kneeling across the deck of a companion vehicle/rail wagon. This kneeling function is even quicker to deploy as only one cylinder is used. It is extremely useful when operating in restricted



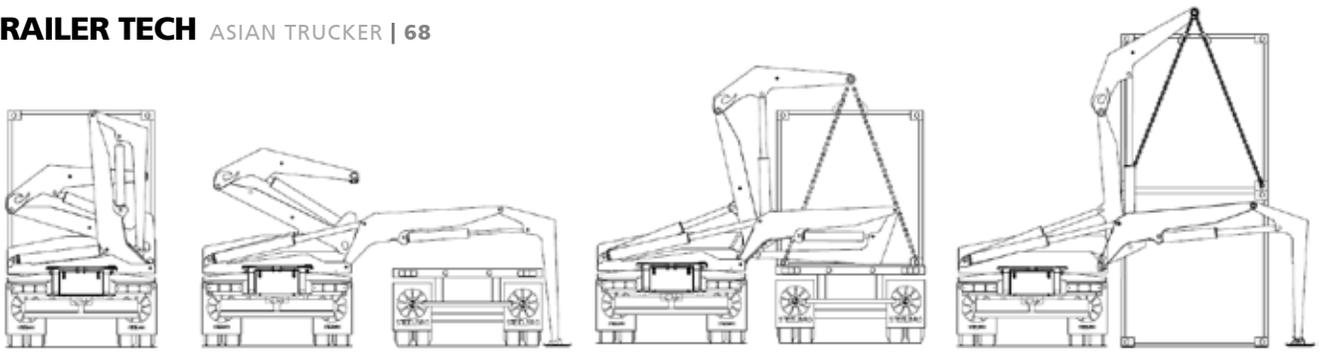


spaces or when it is difficult to align the vehicles. For an even more sturdy lifting position, the bridge leg can be fully deployed. When the Leg is deployed in the kneeling position two sensors identify the presence of a companion vehicle – thus avoiding the possibility of heavy loads being lifted when the companion vehicle is not ready.

Transport operators want to be able to move more containers, quickly and efficiently. But safety and stability are still of huge importance as is low tare weight and the fuel benefits that gives. The Bridge Leg also delivers supreme stability. A massive outreach of 4650mm means that the Sidelifter can lift to its full hydraulic capacity i.e. it can lift to its maximum weight at a further distance. The outreach is measured from the centre of the trailer to the centre of the foot. This feature gives excellent stability during the lifting process - especially useful when transferring containers from Sidelifter to trailer and from Sidelifter to rail wagon. Such a reach is more than most people need for lifting off the ground operations, but this is ideal for reaching over a companion trailer with room to spare so that the driver can quickly set up the vehicles.

The Bridge Leg can lift and transport 20', 40', and 2x20' (coupled) containers. It also double-stacks 20' and 40' containers to allow customers to maximise yard room.

According to Andy Ersalle, Regional Manager SE. Asia "Although this is a popular model for Steelbro customers in other markets such as NZ and Australia, it is a new offering for the Malaysian market. The Malaysian team is excited to offer this option to customers who require the added flexibility and functionality the Bridge Leg has to offer." **T**



**Optional Table**

	 <b>SB362 - two bridge legs</b>	 <b>SB362 - bridge &amp; tilt/ extend leg combination</b>
- Handles 20' and 40' containers	✓	✓
- Safely handles two close coupled 20' containers	✓	✓
- Able to double stack 20' and 40' containers	✓	✓
- Able to transfer a single 20' container from a companion trailer that is carrying two closely spaced 20' containers	-	✓
- Able to offer intermodal rail capability working in rail hubs loading and unloading rail wagons for 20' containers	-	✓
- Able to offer intermodal rail capability working in rail hubs loading and unloading rail wagons for 40' containers	✓	✓
- When the sidelifter is already fully loaded with a container, it can lift another container off the ground, safely hold it suspended above the ground, while a companion trailer is backed up ready to accept the container.	✓	✓
- Bridge Leg can be safely deployed in a kneeling configuration onto a companion deck using sensors positioned to ensure stability – allowing a safe lift. This allows unit to operate in tight situations where space is limited	✓	✓
- Flexibility	<b>High</b>	<b>Extremely high</b>
- Stability	<b>Extremely high</b>	<b>Very high</b>



# Sarens Transports Unique 4 500-year-old Cultural Asset



*Ship from Pharaoh Cheops era travels on KAMAG modular transporters.*

The know-how of the heavy goods experts from Sarens, an 80-tonne steel cage, powerful K24 and K25 modular transporters from KAMAG as well as their special arrangement made the 100-tonne transport possible in the first place. The extraordinary combination ensured that the sun barque arrived safely at its destination despite the difficult route.

Pharaoh Cheops' ship had to travel ten kilometres from the Khufu Boat Museum to its new location at the Grand Egyptian Museum in Cairo. The dimensions of the burial object dimensions taken from the Cheops pyramid caused virtually no problems during transport. Relocating a length of 43.6 metres, a width of six metres and a weight of 20 tonnes does not normally pose any difficulties for heavy goods hauliers. However, it was the fragility of the 4,500-year-old sun barque that posed a major challenge here. On top of this, the route had gradients of up to three per cent. In order to avoid damaging the excellently preserved ship which according to legend was supposed to take the soul of the deceased pharaoh to the afterlife via the primordial ocean, it was not allowed to tilt under any circumstances.

## 80-tonne Steel Cage Protects Unique Ship from Damage

In view of the uniqueness of the barge, only experienced experts were employed to master the task. Sarens, a long-standing customer of KAMAG Transporttechnik, a subsidiary of the Heilbronn-based Transporter Industry International Group (TII Group), is a company that really understands such undertakings. The experts from the Belgian heavy-load logistics provider positioned the ship in a specially-designed steel cage weighing 80 tonnes. It was then to be placed on self-propelled modular transporters from KAMAG, so-called SPMTs (Self Propelled Modular Transporters), ready for transport. In addition, Sarens constructed a 52

metre long steel bridge. Twelve K24 axle lines were initially able to precisely manoeuvre under the boat in order for it to be subsequently lifted out. The Sarens professionals then manoeuvred the boat out of the museum on the K24 module transporters through the narrow opening in the museum wall, which provided only a few centimetres of tolerance, and positioned the twelve K24 axle lines on twelve K25 SPE axle lines.

## Twelve KAMAG Axle Lines Stacked in Two Rows for Creating the Perfect Balance

The arrangement of the K24 and K25 axis lines respectively on top of each other made it possible to keep the ship in the steel cage exactly horizontal at all times. In effect, Sarens used the already high axle compensation of the hydraulically supported pendulum axles of the modular transporter twice. Whilst being protected in this way, the "solar boat" finally arrived safely at the Grand Egyptian Museum.

Transporting Ancient Cultural Assets has a Long Tradition at the TII Group. Historically valuable transports using vehicles from the TII Group, which includes the SCHEUERLE and KAMAG brands, have a long tradition. SCHEUERLE transporters were already being used in Egypt in the 1960s. Back then in a spectacular move, the over 3 200-year-old Abu Simbel rock-cut temple was saved from the continually rising water level during the construction of the Aswan Dam on SCHEUERLE transport vehicles. **F**



# Putting a Stop to Faulty Brakes

*Knowing how well the brakes on your truck perform could save you a lot of money and hassle. Debuting the Sherpa brake testing equipment in Malaysia, Dis Mafs Resources is set to put a stop to dangerous brakes.*

Faulty or under-performing brakes on a commercial vehicle pose several problems. The obvious is that the vehicle can become dangerous for the driver and other road users. Apart from that, a failed PUSPAKOM inspection means additional downtime, lost revenue and drivers that are busy shuttling between the yard and the inspection. Recently, Peshwinder, Managing Director and Tony Winson, Operations Director of Dis Mafs Resources reactivated a company to provide brake testing equipment to improve road safety and to enhance the preparations for the inspections.

Not a stranger to this kind of equipment, Peshwinder has taken a break from the industry, however when many of his old contacts kept asking for help, he took the opportunity to start his own business, representing Sherpa, a German brand. "It started with one truck maker looking for roller brake testers. I reached out to Germany and got started." The most important aspect of the product is durability in his view and he found this in Sherpa. Having adjusted the company and having secured a supplier, the team made an entrance with an impression, securing an order for not just one, but two units of the roller brake testers to said OEM.

"We are very fortunate that Peshwinder is spearheading this as he is well known in the market and brings with him lot of experience with this type of equipment," Winson said. According to him, Peshwinder is the face of the brake testing industry in Malaysia, having promoted road safety for many years while working with another provider of testing equipment. In their assessment, this is very important as Dis Mafs Resources is now trying to prioritise mobile roller brake testing equipment. "What we find is that our contacts believe that such equipment would have to be built into the workshop as part of the civil engineering. The idea of a mobile unit is something that we need to promote and prove to be a better approach." In-ground units may be perceived to be more robust, something that Dis Mafs Resources will have to challenge in sales negotiations.

There are several benefits in using a mobile unit though. According to the two, the Sherpa mobile roller brake testers are easy to assemble, easy to move around and easy to disassemble. Attaching wheels and a handle, one person is able to manoeuvre the tester around. All that is needed is the right kind of power, which is 400 Volt. Peshwinder recounts instances of units to be installed as fixed units, requiring hacking of the floor. Although the drawings did not show any beams, the construction was halted twice as the crew hit beams. Adding to this is the inability to move the unit to where it might be needed. "With this mobile unit, one can schedule the tests and have it sent to other places. This is extremely useful for transporters that have several locations and depots or vehicle makers with a number of workshops," Peshwinder said.

The units themselves are sturdy and easy to use. Once set up the tests would only take about three minutes for a vehicle with three axles. Sherpa's mobile units are durable and one can test vehicles from vans to heavy vehicles, including military trucks. In Malaysia, only PUSPAKOM is licenced to certify vehicles to have passed the mandatory vehicle inspections. Reports generated contain the entire history of the vehicle.



As Winson puts it, this is where the rubber hits the road: Each time a truck is failing the inspection, a company loses time and money; wrong parts might have been installed, what should be one trip ends up to be two. As PUSPAKOM may not provide a detailed explanation of what caused the (brake) failure, one would then have to figure it out afterwards and re-submit the vehicle to be inspected. "Preparing for the inspection, companies may actually change parts or check certain components. However, they may not find a problem that would result in the vehicle to fail the inspection."

Using the brake tester, a truck can be checked prior to the inspection. The system will generate detailed records and based on this, the vehicle can be fixed. "As vehicles age, a mix and match of parts might have been used, resulting in the brake system not working at its best." There are cases where the brake system is working fine, but the tyres may not be correct or providing the grip required. Peshwinder added that an inspection and consequent fixing of any problems will make the live of the runners taking the vehicles to the inspections also easier.

Dis Mafs Resources' mission is to populate workshops with the brake testers from Sherpa. It may even be a business idea for some to rent one of the mobile units and offer testing services to fleet owners. "We want to change the way the industry is looking

at brake testing and the inspections. PUSPAKOM is providing a crucial service and we hope that if more workshops could have one of our brake testing units, we will not only make the roads safer, but also reduce the workload of PUSPAKOM," said Peshwinder. By pre-empting any failed inspection, less vehicles would show up for the regular renewal of the certification. In particular, those engaged in the last mile delivery typically boast large fleets. These would be the ones that are likely to benefit the most by using such mobile units in order to maintain their fleets and to keep their drivers safe. A win-win for the entire industry.

### Tech Specs

#### BPS-Mobil-18.0-RSE-1.5

- Mobile roller set, hot-dip galvanised, with gritted coated drive rollers
- Control box with motor switch, control electronics, operating elements and main switch lockable
- Power connection plug for external power supply
- Attachable wheels for mobile movement

#### Specification:

- Self-supporting, closed roller set: Hot-dip galvanised tube frame
- Roller length: 1,000 mm
- Roller diameter: 150 mm
- Roller gritted coated: Friction value dry / wet 0.9/0.8
- Slip roller diameter: 50 mm
- Roller centre distance: 410 mm
- Test speed: Planetary gear with 2.6 km/h
- Track width min. / max.: 800 / 2,800 mm
- Traversable axle load: 18 t
- Testable axle load at 50% braking: 16 (18) t
- Maximum braking power: 36 (42) kN
- Nominal power of the drive motors: 9 (11) kW
- Feed line/fuse protection: 5 x 6/32 (5 x 10/50) mm, / A
- Supply voltage: 3 x 400 V 50 Hz
- Measuring system, shear force transducer with: integrated measuring amplifier DMS
- Mobile system without ramps dimensions: 4,660 X 1,080 mm
- Weight approx.: 1 100 kg



While the mobile brake tester is the star of Dis Mafs Resources' portfolio, they offer other tools. For instance plate brake testers, which are using a different method of testing brakes. These are used in some countries while the roller brake testers are a global standard. Roller brake testers are more widely accepted as they replicate road surface. "As this is a very specific piece of equipment, shipped from Germany, one should allow for up to three months lead time. Peshwinder was also proudly pointing out that Dis Mafs Resources has been appointed to handle all of SEA for Sherpa. **T**



# The Good Just Got Better

*The Daihatsu Gran Max will see a minor update mid-year, however, the improvements will be significant for drivers and owners as the performance will be further improved.*



A number of changes to the Gran Max will be officially introduced in June 2022. With these, Daihatsu aims to provide an overall driver's experience by way of providing comfort, reliability, safety and above all, convenience and practicality in every drive.

Usually selling points for passenger cars, convenience and practicality are among the strongest considerations for commercial vehicle usage as these aspects have a huge impact on the performance of the vehicle, being a profit generating asset. Thus, the concept behind the Gran Max Minor Change (MC) is to honour the hardworking workforce behind every successful business, particularly the men and women behind the wheels of the Gran Max.

## **Convenience and Practicality**

Drivers will rejoice, knowing that the vehicles now come with power windows, for both, driver and passenger. The power window enables the driver to control both windows independently and simultaneously. This will add to the overall convenience and functionality, while making the operation of the vehicle easier. An important aspect in commercial vehicle operation are safety concerns: since manual windows require additional time and effort to roll up and down, this diverts the driver's attention away from the task at hand of driving safely.

## **Infotainment and Connectivity**

Drivers prefer access to in-vehicle infotainment systems that offer the possibility to act as co-driver, i.e. driver assistance systems, as well as the support for integration of external technology, connectivity and personalization. The upgrade includes a multimedia player system with reverse camera to enhance user experience with modern technology. Drivers can now get the job done while listening to their favorite tunes. The high resolution 7-inch touchscreen display with smooth touch control and loads of infotainment features keeps you entertained and informed while on the road.

This system is supported by an Android 10.0 Operating System which is smarter and more powerful and allows for a smoother and more efficient user experience. Offering a range of connections, it features include the 2-Din head unit player with tuner, MP3, AUX-Jack, and USB port.

## **Safety On The Road**

Included in the upgrade is a reverse camera, which enhances the standard safety features. These updates to the Gran Max will significantly reduce the likelihood of minor accidents and collisions and eliminates blind spots while backing up. The safety



packages will help to prevent injury, as well as damages to the vehicle and those around it. Parking and backing out is now made easier. With the Gran Max, getting out of tight spaces and maneuvering in busy traffic is becoming a stress-free process, which reduces fatigue, thus making it a safer drive. All of this improves the bottom line as any accident avoided saves money in the long run, for example on body repair or repainting work in the case of accidents.

### Enhanced Connectivity

The Bluetooth function on board the Gran Max now boasts Bluetooth 4.2, which makes mobile device pairing much easier and faster. This technology features the driving mode for mobile phonebook syncing and for hands-free calls and music playback. Using the Bluetooth interface, drivers can manage contact lists and can accept or end calls, even while driving.

### Android and iOS PhoneLink

Making use of the latest technology, drivers can project smartphone displays onto the build-in screen of the infotainment system in the Gran Max. The Daihatsu infotainment system found on board supports control for Android & iOS devices and connects via cable mirroring.

Available automatically upon successful mirroring is the GPS projection from mirroring connected smartphone apps. Given that GPS is highly beneficial for commercial vehicle specially, the use of GPS in fleet management would lead to efficient, optimized, flexible and user-preferred route structures; delivery companies will be able to plan routes for deliveries in the optimum efficiency.

### Smart Charging

As drivers nowadays use various gadgets, they require access to in-vehicle charging. The 12v-24v fast

charging USB port ensures effective battery charging for a wide range of device profiles. Keeping everything charged, especially on long-haul missions, for the likes of logistics and transportation companies, ensures that the man and machine combination performs at its peak.

### Pricing

With the addition of power windows, multimedia player system with reverse camera and 12v-24v fast charging USB port as standard accessories fitted with the Minor Change, a Gran Max (MC) 2022 is now priced from RM73 888\* (NSP) effective June 2022.

### Moving Forward

Daihatsu Malaysia strives to put together a series of new product enhancements and services every year with the aim to benefit both new and existing customers. Incorporating the official slogan 'Light You Up' into these ambitions, the aim is to further refine the strengths that Daihatsu has developed thus far, reflecting its mission to address the intricacies of customers' needs. Thus, the Gran Max Minor Change (MC) will be one of Daihatsu's commitments to undertake for the year 2022.

The vehicle itself has been a boon for the industry: from the introduction as the first ever Automatic Transmission (AT) light commercial vehicle, to meeting the new Euro IV emissions standards, the availability of Daihatsu Mobile Service and the launch of the Daihatsu Business Fleet Program, followed by the introduction of the Daihatsu e-Showroom Online Booking and Daihatsu e-Commerce Digital Store over the span of five years: Daihatsu Malaysia have accomplished some noteworthy innovations with the purpose of keeping customers as the top priority. **T**



Reverse camera for enhanced safety



Build-in infotainment system with phonelink



Fast charging USB port



# The States of Autonomous Driving



By: Gianenrico Griffini

In this interview, Gianenrico Griffini talks to CEO of Torc Robotics Michael Fleming, and Head of Autonomous Technology Group at Daimler Trucks Peter Schmidt about the state of autonomous driving and how the two brands collaborate.

**GG:** In an interview that dates back to October 2019, you said you were in the phase of testing Class 8 autonomous driving on the public road. What stage are you currently working in? What results did you achieve thus far?

Michael Fleming: Since we last met at the North American Commercial Vehicle Show in Atlanta in 2019, we have been safely testing a fleet of autonomous trucks daily on public roads in the U.S. We are developing autonomous truck technology to navigate for long-haul, hub-to-hub transport – our target use-case. Typical driving scenarios such as lane changes and complex merges have been tested intensively and have proven that Torc’s autonomous driving software can safely navigate on highways. Recently, we have expanded our features and are now running and demonstrating L4 autonomous trucks with enhanced capabilities in more complex scenarios on surface streets, ramps, and turns at controlled intersections.

Our routes have expanded to multiple states: Virginia, New Mexico, and Texas. Each area provides us with unique traffic and environmental conditions for testing.

We have also expanded our simulation testing – allowing us to safely simulate thousands of traffic scenarios and reinforce capabilities on public roads.

**GG:** Can you describe (in detail) your technical solutions for Class 8 autonomous driving? Is a high degree of redundancy a key pillar of your Level 4 autonomous driving strategy?

**MF:** The virtual driver is the Automated Driving System (ADS) which enables the vehicle to perform driving tasks. This includes software and hardware. Torc’s software stack is also known as the virtual driver. The automotive grade hardware includes computes, sensors, and other hardware necessary for the virtual driver to perceive the world around it, localize, and make behavioral decisions to perform driving tasks.

**PS:** Yes, in our opinion, redundancy is a must for autonomous trucks. It is the only way to ensure maximum safety. Here we do not compromise. Our engineers at Daimler Truck North America have done a phenomenal

job in the past few years, successfully developing the first scalable autonomous truck platform with critical safety systems. Based on Freightliner's industry-leading flagship truck, the autonomous-ready Cascadia with redundant functions represents the foundation for autonomous trucking. This truck has a second set of critical systems, such as steering and braking, and continuously monitors and assesses the health of these systems. In case of interruption or errors, the newly developed redundant systems will be able to safely control the truck.

**GG:** What does the launch of the cross-functional TAAC (Torc Autonomous Advisory Council) mean? Does it mean you have already achieved a robust road-proof autonomous technology level that must be translated into transport operators' reality?

**MF:** We believe in developing technology to create sustained innovation in freight transport. This means working closely with leaders in shipping and logistics to define the best way to integrate with the freight network. With members of the TAAC, we are exploring solutions for hub-to-hub operations, fleet logistics, and fleet maintenance services. These are the capabilities beyond the technology for driving that are necessary for commercialization.

The TAAC supports Torc's goal to be the first scalable, profitable, commercialized L4 truck solution. We are collaborating with key freight industry players who will provide strategic insights to Torc as we integrate with the freight network and tackle challenges beyond highway driving.

**PS:** With Torc now involving leading logistic companies, we are entering the next phase, focusing on specifically defining the real-world use case of the autonomous system of the future. We are on the right path and, together with our collaborators, we share the pioneering spirit and the willingness to succeed in autonomous trucking.

**GG:** Can you outline a timetable for deploying hub-to-hub self-driving trucks on daily interstate operations in the USA?

**PS:** We are aiming to commercialize autonomous trucks on the road within this decade. In the U.S. we expect autonomous trucking to be a reality on a bigger scale by 2030. Already, from the middle of the decade onwards we could see first trucks running freight with customers and we could then see the market ramp-up subsequently. While the go-to-market timing is determined by our partners, we will make sure our autonomous-ready Freightliner is available in time.

**MF:** Building on what Peter said, our timeline to deploy hub-to-hub self-driving trucks on daily interstate operations is not determined by a specific target date, but by safety first. We will bring autonomous trucks into customer operations only when it is safe to do so.



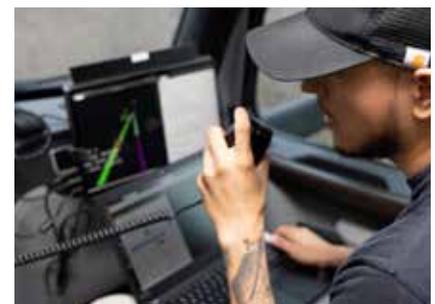
**GG:** What do you need from the legislator to speed up the introduction of self-driving trucks? What is it still missing?

**MF:** At Torc, we want to be part of the solution, but we need to strike a balance of pushing innovation while keeping safety at the forefront. We're happy to be thought leaders in sharing our own very stringent guidelines for testing and safety plans, and helping to educate state and federal officials on the importance of autonomous trucking to society.

**GG:** Recently Daimler Truck subsidiary Torc Robotics announced the opening of a technology and software development center in Stuttgart. How can you use the know-how acquired in the USA for European autonomous driving operations?

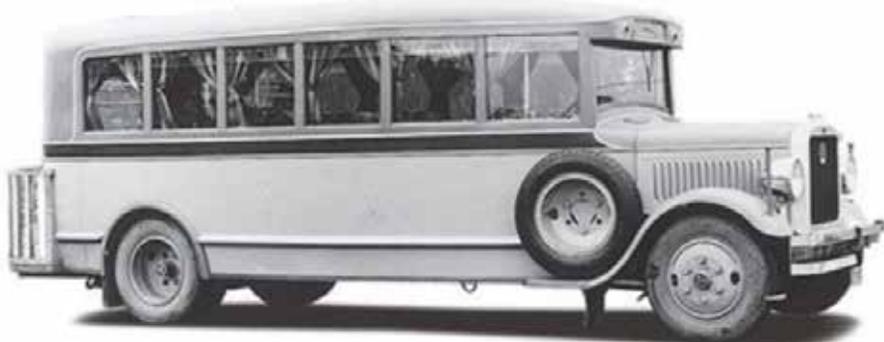
**MF:** For now we remain laser-focused on developing autonomous trucking for the deployment on U.S. highways. The team in our Stuttgart office will support these efforts, tapping into the amazing talent pool of software and product development specialists in one of Germany's prime automotive regions. This is the primary reason we decided to open an office in this location.

**PS:** Later on we can then leverage our position as a global player and transfer the know-how and experience acquired in the U.S. to bring autonomous trucking into other markets, for example to Europe. However, due to different legislations and infrastructure we expect other markets outside of Europe to become viable sooner. For the near-term, we are focused on commercialization in the U.S., and believe this focus will help us reach our goal here by 2030. 





# Mitsubishi Fuso Celebrates the FUSO Brand's 90th Anniversary



## History of the FUSO brand

Following the first vehicle, the nickname "FUSO" was used one after another for major products such as the gasoline engine 4-ton truck KT1 (1946), Japan's first large cab over truck T380, and Japan's first minibus, the Rosa (1960). In line with Japan's high economic growth in 1950s – 70s, the product line-up includes a full range from small to large trucks and buses, playing an important part in economic development.

## To the Present and Future of FUSO

MFTBC, the manufacturer of FUSO brand vehicles, was born when Mitsubishi Motors Corporation separated its commercial vehicle division from the passenger car business in 2003, while a part of former Daimler Chrysler. In the spring of 2006, MFTBC joined the truck group organized within Daimler Chrysler. It is now an integral part of Daimler Truck AG. FUSO now delivers trucks and buses to more than 170 countries and regions, supporting transportation and businesses not only in Japan but around the world. The light-duty "Canter" truck is highly regarded around the world and holds the top share in many countries. In 2017, FUSO launched Japan's first mass-produced electric light-duty "eCanter" truck, leading the electrification of commercial vehicles. FUSO aims to continue as a beloved and trusted brand, developing products with "quality, environment, safety" as top priorities. **F**

The origin of the FUSO name dates back to May 1932, when Mitsubishi's first gasoline bus, the "B46 type shared car", manufactured at the Kobe Shipyard of the former Mitsubishi Shipbuilding, was branded "FUSO". The vehicle's name, selected among proposals from employees at the company, was suggested by an engineer at the shipyard. The proposal argued for FUSO because the name is (1) "suitable to represent Japan," (2) a "simple Japanese name that symbolizes Japan and Mitsubishi," and has (3) "a smooth and familiar sound, which gives a clear image and stays in one's mind." The word "Fuso" originally refers to a large sacred tree that was once said to be in the place of the sunrise in China. The word is now used as a name for the hibiscus flower. It is also said that it was used as a synonym for Japan in ancient China.

Prior to this anniversary, FUSO set "Future Together" as its new brand tagline in 2021. Under this tagline, FUSO aims to lead the transformation of commercial vehicles together with our customers in the automobile industry, which is facing a historic turning point. "Future Together" also communicates ambitions for a future with safer and more sustainable transportation solutions.

## Beginning of the FUSO brand

In 1932, the "FUSO" name was used for the first time for the B46 bus manufactured at Kobe Shipyard of Mitsubishi Shipbuilding Co., Ltd. (currently Mitsubishi Heavy Industries, Ltd.). The 7-meter, 38-seater bus was equipped with a 7-liter, 6-cylinder and 100-horsepower gasoline engine. In commemoration of the first delivery of the B46 type bus to the Ministry of Railways, "FUSO" was selected from among the internal proposals for its nickname.

# Wheels of Freedom

Setting a type of trucks apart is the “SPV” designator. Made to order and to address the needs of a very specific tasks, special purpose vehicles are a class of their own. Called RV, Recreational Vehicle, this type of truck might have to carry the code VSPV – Very Special Purpose Vehicle. I would even go so far as to say that we need to a new name for that type of truck. Essentially, it is an enabler, a vehicle that makes dreams come true. The dream, of course, is that of being free from an address that ties one down to one single location.

We have only interviewed a few owners of these motor homes, but every time the same transpires: it is one big adventure and having left behind a brick and mortar home, the sense of freedom is what drives these people. I guess it might start small with just a camper van and weekend trips. One could experience what it means to be flexible in terms of location and to explore an area without having to go through the hassle of booking hotels. I like hotels. However, one thing I miss is that any hotel room is lacking my personal touch. Sure, the décor is meant to appeal to the traveller, but it is not home, never will be. Cut to the camper van and it can be a reflection of the personality of the owner.

What appeals to me is the independence. Those I have interviewed do not have a schedule. Unless of course, they need to cross a border on a certain day, have to have the vehicle serviced or got a ferry to catch in order to get to their next destination. Other truckers are rushing here and there while those opting for a life on the road simply stay for as long as they want or their visa allows them to. The last couple we interviewed got stranded in Malaysia for over a year and they enjoyed their time tremendously despite all the trouble that the pandemic threw at them. Others have slowly made their way from Europe to Mongolia, taking a year. Your parcel could go from Malaysia to Paris in a week in contrast.

Typically, being on the road for a year, a decade or as some told me “the rest of our lives” requires planning. Whereas transport companies spend considerable effort in planning routes in the most efficient ways, these travellers would need to consider quiet a lot more. Just crossing certain stretches means that there might not even be roads, fuel or other supplies. It is easy enough to call for the tyreman to fix a burst tyre on the North-South Highway, but I would not want to imagine running out of fresh water when crossing the Gobi Desert. Where do you wash your clothes again? And what about renewing your driving licence?

The sight of one of these big military trucks turned condo typically evokes joy. Not once have I heard about such traveller being met with hostility or unfriendliness. Maybe they are the next happiest type of truck one can see besides a fire engine. Who doesn't like a fire truck? Locals would typically want to get to know these people that criss-cross their country in an odd-looking vehicle. Just the shape and purpose is a great conversation starter. That is even before one gets to discuss the benefits of having a bunk bed that folds away versus one



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that has a thicker mattress that is fixed. We say in German that “S/he who travels will have stories to tell.” I would certainly miss my friends, but if you are happy to have time-limited connections besides your travel buddy, I guess that is fine too.

In order to be travelling by truck for many years, one would have to have set aside a considerable amount of money. No matter how cheap fuel might be, no vehicle runs without service and maintenance. Most truckers would drive with the aim to have more money in their pocket than they did before the trip. Not so the explorers in their RVs, the Very Special Vehicles. As they stack up miles and experiences, they are in constant need to feed their endeavour. The financing of the never-ending tour also takes years and a lot of discipline. Forgoing every little pleasure for the sake of another month on the road would be taxing too, as I would imagine.

Would you want to trade your house, your anchor point for the freedom to roam the planet? It may be a dream only very few of us can live though. I can see the same excitement in each trucker I interview though. Every single one of them likes the idea to be away from an office and to be in charge of the journey. No matter how short the ride might be and that it may not yield the same stories about mountains being conquered and deserts crossed. We all find a little freedom behind the steering wheel. **F**



## Scania Accredited as Centre of National Dual Training System

*Swedish brand accredited as the first heavy commercial vehicle manufacturer in Malaysia as the Centre of National Dual Training System by JPK of Human Resource Ministry.*



Scania Malaysia has been accredited as the Centre of Sistem Latihan Dual Nasional (SLDN) or National Dual Training System (NDTS), by the Jabatan Pembangunan Kemahiran (JPK) or Department of Skills Development, of the Ministry of Human Resources. This makes Scania Malaysia the only company in the heavy commercial vehicle industry in Malaysia to be accredited for this training programme. The event that started the training for 2022 was held at the Institut Kemahiran Tinggi Belia Negara, Dusun Tua (IKTBNDT) and was officialised by Dalila Sharingat, Director, IKTBNDT. Representing Scania was Navindran Rajendran, People and Culture Business Partner, Scania Southeast Asia, Khairull Anuar Ismail, SLDN Accredited Centre Manager, Scania Malaysia and Nurulain Sulaiman, SLDN Coach, Scania Malaysia.

The objective of SLDN is to produce knowledge workers (K-Workers) that possess elements of competency, that are technical, social, Humanitarian and Methodical. Scania SLDN Apprenticeship Program is a training program designed for individuals from the Commercial / Heavy Automotive Engineering background who seek to further a career in a technical role (technician) within Scania. It will be done through a collaboration with an institution that teaches skills via a commercial vehicle maintenance course. The apprenticeship program takes approximately one year to complete and is focused on developing technical and interpersonal skills via formal trainings, coaching and on-the-job activities. At the conclusion of the program, candidates who have successfully completed the program and assessment will be offered a permanent role as a full-time qualified technician within Scania armed with a Sijil Kemahiran Malaysia Tahap 2 from JPK, Ministry of Human Resources. The candidates

are expected to demonstrate the core values of Scania and be functionally competent to perform maintenance works on commercial vehicles according to Scania’s Dealer Operating Standards.

SLDN or NDTs is a method that is based on industry-driven training concept which is operated through collaboration between companies and training institutions. ‘Dual’ means training in two learning situations such as the SLDN Accredited Centre in Scania Malaysia that covers 70% to 80 percent practical training (hands-on performance), and the IKTBNDT academic learnings which cover 20 percent to 30 percent of theory (knowledge).

“As one of the Scania technicians accepted into the SLDN Apprenticeship Programme, I look forward to upgrading my skills, qualifying me to a more challenging position in Scania. I am keen to do well and get my Sijil Kemahiran Malaysia Tahap 2 by end 2022,” said Khairul Hanifah, Maintenance Technician, Bukit Jelutong Workshop, Scania Malaysia.

The SLDN Accredited Centre is responsible to offer, administer and assure the quality of the NDTs Commercial Vehicles – Repair Service Programme (Kenderaan Perdagangan – Program Servis Pembaikan). Scania has also been acknowledged by the Ministry of Youth and Sports for the collaboration.

“Scania is proud to be in a sustainable partnership with IKTBNDT by building future leaders in sustainable transport systems. It is hoped that the candidates will excel and continue to drive real change with Scania and for the industry,” stated Rajendran. **F**

# Volvo Trucks: First in the World to use Fossil-free Steel in its Trucks



As the world's first truck manufacturer to do so, Volvo is now introducing fossil-free steel in its trucks. The steel is produced by the Swedish steel company SSAB and the heavy-duty electric Volvo trucks will be the first to include it.

The steel from SSAB is produced using a completely new technology, based on hydrogen. The result is a much lower

climate impact than conventionally produced steel. Small scale introduction of the steel in Volvo's heavy electric trucks will begin in the third quarter of 2022.

"We will increase the use of fossil-free materials in all our trucks to make them net-zero not only in operation – but also when it comes to the materials they are built of," says Jessica Sandström, Senior Vice President Product Management, Volvo Trucks.

The first steel produced with hydrogen will be used in the truck's frame rails, the backbone of the truck upon which all other main components are mounted. As the availability of fossil-free steel increases, it will also be introduced in other parts of the truck.

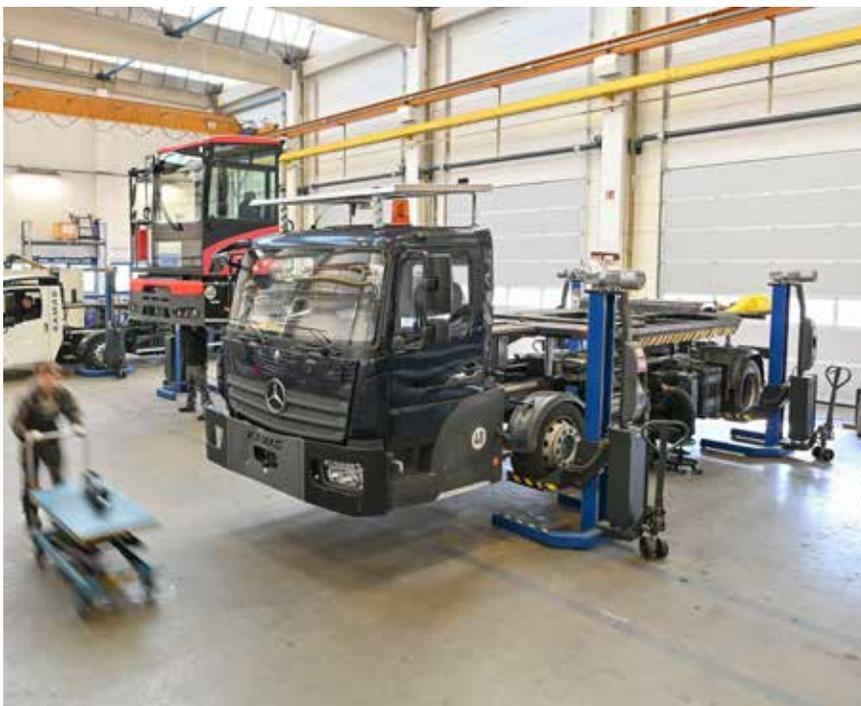
Today, around 30% of the materials in a new Volvo truck come from recycled materials. And up to 90% of the truck can be recycled at the end of its life. **F**

## KAMAG Optimises Service for Yard Logistics

KAMAG Transporttechnik has expanded its service capacities at the company's site in the Ulm-Donautal industrial area, Germany. A new, larger workshop operation with modern equipment and optimised processes offers a comprehensive range of services for all KAMAG yard logistics vehicles. "KAMAG has set the standard with the new service facility. This applies to the range of possible service work as well as the efficient processes in place for

maintenance, repairs and spare parts supply", promise Michael Zeller, Head of Customer Service Yard Logistics and Patrick Scheck, Manager of the new KAMAG workshop. Until now, the service operation was housed on the factory premises where the new KAMAG vehicles are produced. It is now located on a site opposite the main plant in the German Ulm-Donautal industrial area.

The move offers great advantages for all KAMAG customers. "In this way, we can guarantee even faster and more efficient processes. The workshop has six service lanes which are directly accessible via six gateways. This means we avoid any time-consuming manoeuvring", explains workshop supervisor Scheck. "In addition, we have minimised the distances for the vehicles between individual work steps and have arranged the service lanes in such a way that all the necessary activities can be carried out in a logical sequence one after the other - from the check-in area to servicing, e.g. brakes and headlights, through to a workstation designated specifically for work on the electronics. The workshop also has a brake test stand in the check-in area whereby this service lane itself also meets all the requirements of a test line." Also new is a specially shielded area for steel construction work. **F**



# Serving a Single Order of 20 Foton Auman Trucks to LAMILUX HACCP Gelcoat: Plastic sheets for food contact City Zone Express

## HACCP standard thanks to GRP surfaces

Refrigerated bodies with roofs and side walls made of fibre-reinforced composites (GRP) create optimal conditions for a temperature-controlled system that complies with the HACCP standard. LAMILUX has now developed a Gelcoat that conforms to HACCP certification for both direct and indirect food contact.

In the context of carrying out risk assessment of the internal walls of cold stores and transport companies, TÜV Süd has defined specific criteria for HACCP certification. These include the testing of the materials used for food safety for direct long-term contact, in accordance with the European Regulation (EC) no. 1935/2004 and the German Food, Commodities and Feed Code (LFGB). LAMILUX has now developed a Gelcoat for glass-fibre-reinforced composites that meets these criteria. The key feature: The Gelcoat can be applied to all GRP grades during the production of the material. This additional function makes the robust side walls and extremely light constructions particularly suitable for transporting foodstuffs. HACCP Gelcoat is approved for direct long-term contact with meat under refrigerated conditions, such as in a meat trailer.

### What is HACCP?

Since 2006, only foods that have always been handled in a HACCP-compliant manner can be traded within or imported into the EU. This applies to processing in companies and also to transport, storage and sale, and it has to be documented. In practice, this involves general hygiene measures such as cleaning surfaces, incoming goods inspections and pest control, as well as the materials with which food is wrapped or even comes into contact. Within the European Union, it is not obligatory to have



HACCP certification, but Regulation 852/2004 requires that "one or more permanent procedures based on HACCP principles is established, implemented and maintained".

# Vision Systems Presents its New Camera Monitoring System, BSIS+



Blind spots are a major cause of accidents involving buses, coaches and trucks. The regulation R151 on Blind Spot Information Systems (BSIS) requires the system to inform the driver of the presence of a nearby cyclist who could be endangered when turning away from the driver, so that the driver can stop the bus before crossing their path.

Safety Tech is developing an innovative system that meets this R151 standard, and goes further to ensure maximum safety for drivers and road users, BSIS+: a wider detection area starting from vehicle body, the detection of all vulnerable road users (bicycles, pedestrians, scooters, etc.), available for both sides of the vehicle, and the integration of the system in the Smart-Vision solution without any additional display.

Safety Tech, the division of Vision Systems specialized in Advanced Driver Assistance Systems, will present its homologated camera monitoring system Smart-Vision, but also its new solutions, BSIS+, and additional views.



# DHL Boosts its Business Boasting First Trucks

Being able to ensure the quality across the entire process is crucial for any logistics service provider. The investment in own trucks has been a smart move for DHL Supply Chain in other countries, ensuring that this part of the supply chain is managed with the same precision as all other aspects. With ambitious expansion plans laid out, the Malaysian office of DHL Supply Chain has been taking delivery of a fleet of FUSO trucks. When it comes to dependability, uptime and peace of mind provided by a strong partner to support the journey, FUSO is the perfect fit. Opting for Vista Wheels as the trusted provider of both, hardware and services will ensure that the concept will be converted into a value-added proposition.

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