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**Transmission**  
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**Chassis**  
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**Rear Axle**  
Hub Reduction

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## MIXER TRUCK



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Hino P11C- 380Hp

**Transmission**  
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**Chassis**  
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**Rear Axle**  
Hub Reduction

4x2  
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## RIGID TRUCK



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Hino P11C- 380Hp

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

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

# CONTENTS



## 26 EDITOR'S NOTE

### MARKET UPDATE

- 28 Automechanika back to Kuala Lumpur
- 30 Nexus Mega Carriers adds Isuzu trucks to their fleet
- 32 MIBTC 2015 - Largest exhibition in South East Asia dedicated to commercial vehicles
- 34 Construction Industry Veteran Sin Thow Joo Brick Works take delivery of first Scania Tipper Trucks
- 36 Train the trainer - TUEV program

## SAFE ROADS

- 38 Malaysian firm wins Best Film for its Road Safety Video submission
- 42 Johor Safe & Responsible Truck Drivers

## COVER STORY

- 46 First in Malaysia, first in China: Sinotruk

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## Mercedes-Benz

# CONTENTS



## 58 COUNTRY REPORT THAILAND'S SCANIA (410) FIRE FIGHTER



52



66



56



70

### FEATURE STORY

52 HINO Malaysia launches latest 700 series

### TRUCK LAUNCH

56 Volvo Trucks Malaysia's launches the all-new Volvo FM and FMX

### COUNTRY REPORT

58 Thailand's Scania (410) Fire Fighter

### INDUSTRY PROFILE

62 Jasa Bumi Logistics Sdn Bhd aims to be a leader in quality, safety and security

66 Growing together with their partners - Diesel Technic

### THOUGHTLEADERS

70 Right product and right place: Volvo's Mats Nielsson is feeling the vibe in South East Asia quality, safety and security

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# CONTENTS



**74 COMMUNITY**  
LOCAL VOLVO TRUCK FUELWATCH winners compete in Sweden



80

## COMMUNITY

**74** Local Volvo Truck Fuelwatch Winners Compete in Sweden

## SPECIAL REPORT

**76** Taking the Scenic Route: Traveling Across Afghanistan to Deliver Goods

**80** Truck of the Future becomes Reality



90

## COMPONENTS

**84** Emerging markets, emerging trends: Lightweight materials for commercial vehicles

## TECH TALK

**86** Explosoft: Explore Hidden Potential In Your Business.

**90** Lube it right for profit



76

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# CONTENTS



**94 TRUCK FEATURE**  
HOKA 6 X 4 PRIME MOVER



**100**

## HEALTH AT WORK

**91** Healthy lifestyle for truckers

**92** ASIAN TRUCKER DRIVERS CLUB UPDATE

## IN THE HEADLIGHTS

**93** Who is Responsible?

## TRUCK FEATURE

**94** HOKA 6 x 4 Prime Mover



**104**

## 96 COMMERCIAL VEHICLE FINDER

**100** NEWS & NOTES

## CELEBRATE

**103** LPT Symposium & Gala Dinner 2014

**104** 11th Truck and Bus Expo in Bangkok

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# South East Asia: Trucking Powerhouse

**W**hile the melody may be a different one, the text of the song we get to hear from trucking related companies is all the same: the growth is in South East Asia and everyone is committed to enhance their presence and product portfolio. Personally, I can only echo this. When I am in Germany, everyone tells me that business is stagnant and companies are trying to squeeze the last drop out of every process and decision. Driver shortages are troubling the industry around the globe though. To me, this is a very exciting time and place to be in right now. With the AFTA now coming into force across member states, there should be even more buoyancy. Asian Trucker is gearing up for that by offering more varied channels and even higher frequency of publications. I am looking forward to the challenge and also to the many characters we will interview.

## On the map

I visit trade shows in the region and in Europe. What struck me the other day is that MIBTC is actually the largest exhibition in South East Asia dedicated to the commercial vehicle industry. Others may claim more space, but they show cars and bikes too. As we are heading towards the 2015 instalment of MIBTC, I am very excited to see the enthusiasm of the exhibitors. Many have already started to design their booths. From our end I see the Asian Trucker team work with passion on making the show yet another great success. I am proud to have such a creative and engaged team behind this.

## On the road

Many a times we get our inspiration while being on the road. Every time I drive along the highway, I have stacks of magazines with me. At each stop I pull over to hand out magazines to truckers and bus captains. It is a good feeling to see them to flick through the magazines right away. Certainly, these drivers love their trucks and the business. It is my hope that we can change the perception of truckers bit by bit as they are a crucial element of the economy. This we will recognise in a special Media Round Table that we host leading up to MIBTC. I would ask every reader of our magazine to see what they could contribute to improve the standing of the drivers and the industry as a whole.

## On the calendar

Although 2014 is not over yet, I am already planning the coming year. Events, launches and interviews need to be scheduled. Having monitored the industry now for over five years, I see more and more people celebrating our industry. I am expecting 2015 to be a powerhouse of a year. When I speak to outsiders, they hardly know that the commercial vehicle industry can be as glamorous as any industry. I am quite happy that events are high profile, but don't require the suit and tie. Let me know what events you have planned so we can celebrate together. I am looking forward to shaking hands with everyone.

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### Stefan

Editor, Asian Trucker Malaysia



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# Automechanika back to Kuala Lumpur

*Trade show to re-run the Mechanics Challenge (AMKL MC). The competition is now open for registration and the winning team is to receive a comprehensive prize package.*



The exciting automotive trade event Mechanics Challenge is now open for registration to all Malaysian mechanics employed at independent workshops. The challenge will take place at Automechanika Kuala Lumpur, which will be held 19-21 March 2015 at Kuala Lumpur Convention Centre, Malaysia.

The Mechanics Challenge is organised by Messe Frankfurt (HK) Ltd, Malaysia Automotive Institute (MAI) and the Department of Skills Development of Malaysia (JPK) and supported by the Malaysia Automobile Workshop Owners' Association of Malaysia (FAWOAM), the Federation of Engineering and Motor Parts Traders' Association of Malaysia (FEMPTAM) and Persatuan Pengusaha Industri-Industri Bengkel Malaysia (PPIBM).

"The Mechanics Challenge is also a premier marketing opportunity for the automotive industry. We are very pleased that the competition continues to receive the "diamond" sponsorship from Shell, which will provide motor oil products. Another sponsor is MAZDA, which will supply vehicles during the grand final at Automechanika Kuala Lumpur," said Ms

Fiona Chiew, Deputy General Manager for Messe Frankfurt (Shanghai) Co Ltd.

"Mechanics Challenge will provide many opportunities for working technicians. Some may not have been through the formal vocational training, but here they can discover their flair for solving technical problems – be it faults diagnosis or new ways to connect with technology, or other innovations that will make a difference in the service standards to the motoring consumers," said Mr M Madani Sahari, Chief Executive Officer (MAI).

JPK's role is to ensure effective development of a skilled workforce in the country. JPK and MAI will collaborate in promoting vocational training programs and activities. For this reason, the competition will be opened only to automotive SKM/DKM/DLKM holders where their competency will be tested.

The Mechanics Challenge champion team will receive RM 7 000 in cash, a trophy and certificates. Runners up will receive the following prizes:

- First runner-up: RM 5 000 cash, trophy and certificate
- Second runner-up: RM 3 000 cash, trophy and certificate
- Fourth to eighth placing: RM 1 000 cash, and certificate

The Mechanics Challenge is also an ideal marketing opportunity to increase market exposure of product and services. Automechanika Kuala Lumpur, Malaysia's leading regional trade fair for the Automotive industry targeting trade visitors from ASEAN is expecting to attract more than 6,000 visitors at the 7,500 sqm show. The 2015 show will continue to highlight the "Go Green" concept, which will showcase environmentally friendly products and services and feature various interactive activities, demonstrations as well as seminars. 



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# Nexus Mega Carriers adds Isuzu trucks to their fleet

*As the first to receive the recently launched ISUZU GIGA, the company is confident that the trucks will help improve performance of the business.*

**N**exus Mega Carriers bolstered their logistical fleet recently when they took ownership of the first 10 units of the newly launched ISUZU GIGA prime mover trucks.

Chief Executive Officer of Nexus Mega Carriers, Captain Cheong received the mock key and an appreciation plaque from the CEO of Isuzu Malaysia Sdn Bhd, Mr. Kimitoshi Kurokawa, in a handover ceremony at the Nexus Mega Carriers vehicle depot in Bukit Kemuning on the 28th of October.

According to Captain Cheong, the fleet of ISUZU GIGA prime mover trucks was purchased in order to improve efficiency as well as lowering operational costs of its fleet. This strategic initiative allows Nexus Mega Carriers to further focus on its core business as a serious logistics provider and contender in the Malaysian logistics industry.

Speaking at the ceremony, Kurokawa san thanked Nexus Mega Carriers for their confidence in Isuzu's products and assured strong support by Isuzu Malaysia Sdn Bhd towards the management of the fleet.

Additionally, this handover ceremony also marks a significant milestone for Isuzu Malaysia Sdn Bhd because since the launching of the ISUZU GIGA on the 4th September, IMSB has received tremendously strong demand for the GIGA prime mover. Nexus Mega Carriers is the first of many customers receiving this truck.

Also present at the handover ceremony was the General Manager for Commercial Vehicles, Mr. Mikio Tsukui. Tsukui san remarked that he was very excited about this new model because in the markets that have received this new prime mover truck, the customers have been impressed by its solid performance and high quality, excellent levels of fuel efficiency, reliability and safety. **T**





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# MIBTC 2015 - Largest exhibition in South East Asia dedicated to commercial vehicles



*As exhibitors are gearing up for the second instalment of MIBTC, the organisers are tirelessly working on adding excitement and opportunities for participating companies and delegates.*

**“W**e are in top gear. The preparations for the show are progressing nicely, the team is coming up with excellent ideas for the expo” said Stefan Pertz, Organizer of MIBTC. According to him, several companies have drastically increased the space needed and others have rushed to sign up their booth space as they claim that “This is an event you cannot miss to participate in”.

**For your business**

To make it easy for participating companies and delegates to meet and discuss business, the online match making module is live again and can be accessed via: <http://bizmatch.d-avenue.com/home/>

This is a service offered free of charge and the organisers are encouraging delegates to make use of this as it allows for hassle free scheduling of appointments ahead of time.



**Scania Driver Lounge**

Fans of the Swedish brand can look forward to an array of activities. Not only will Scania be taking up the both in front of the entrance, but they will also host the driver competition outside. In addition, Scania has again arranged for the Scania Drivers Lounge to be part of MIBTC. This time however, the location is within the main hall on the Mezzanine floor. This will allow for better access and visibility of what is going on inside the hall.

**The 5th Asian Trucker Networking Night**

Look forward to the fifth instalment of the highly successful “Asian Trucker Networking Night”! A fixed calendar item for



the industry, the 2015 event will be held on the second night of MIBTC. We recommend you bring plenty of business cards as there will be 100s of attendees. “Last year it looked like ant-streets moving towards the upstairs venue” one participant of MIBTC 2013 commented.

**Product presentations**

This year the format of the presentations will be changed. “We will simply leave the stage after the opening of MIBTC for anyone that wants to present to take the mic. Staff will be on stand-by to lock those in that want to present their products and services and everyone is being given an hour” said Pertz when asked how this mechanism would work. Companies wanting to present are encouraged to register early and to invite their customers to attend their sessions. **T**



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\*Malaysia Automotive Association 2013

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## Construction Industry Veteran Sin Thow Joo Brick Works take delivery of first Scania Tipper Trucks

*Scania Malaysia starts to grow in construction segment with first ever European-make tipper truck in Malaysia*

Scania Malaysia delivered the first two units of Scania P410 CB 8x4 HHZ tipper truck with Scania Opticruise to construction industry veteran Sin Thow Joo Brick Works Sdn Bhd, based in Chemor, Perak. These vehicles also come with financing and insurance coverage from Scania Credit Malaysia. The small hand-over ceremony took place in Chemor, Perak.

Another five units are to be delivered to the brick manufacturer upon completion of the long wheelbase ‘tipper’ which are currently under construction. “This is the first time we decided to choose Scania because we are looking for a truck that is balanced, yet can perform the task that we want. At least for the next five to seven years, I don’t have to worry about the

maintenance,” said Managing Director of Sin Thow Joo, Mr Denny C. H. Tan.

“Transporting our bricks have always been a challenge and we needed to ensure minimum wastage in terms of breakages of our load to the buyers’ development sites. We also needed to haul larger loads to the designated site on time in order to be competitive,” he added.

Handing over the keys at this event to Mr. Tan was the Sales Director for Truck & Engine, Scania Southeast Asia, Mr. Roslan Effendi.

The Scania tipper trucks have excellent maneuverability and handling and they are fit for hard work in the most challenging conditions. Apart from that, these trucks are assembled following strict guidelines set by the government agencies such as SPAD and PUSPAKOM.

“A Scania tipper truck will have a significant and positive effect on productivity, which in turn will maximize profitability for our customers. The truck can now carry 29 tons of load after being customized to our customer’s needs. This is a significant 17 tons more than before. And yet our specifications that include Scania propriety technology like Opticruise, will still help the driver and owner to achieve better fuel economy,” says Mr. Roslan.

Scania trucks are still considered new to the construction segment. Scania has recently started to explore the construction segment as it is one of the key markets with significant growth potential in Malaysia. **F**





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# Train the trainer - TUEV program

*After signing up interested drivers, TUEV Rheinland's train-the-trainer program was completed and drivers can now apply their newly acquired knowledge by helping their fellow drivers to improve skills.*

**D**evelopp.de-projects are development partnerships with the private sector, launched by the German Federal Ministry for Economic Cooperation and Development (BMZ) to foster cooperation between the private sector and development policy for the mutual benefit of both parties.

Malaysia is according to global statistics published by WHO and other organizations among the countries with the highest road fatality rates in the world, also in comparison with other Asian neighbour countries. The road safety situation is a critical issue, the number of road crashes, fatalities and disabilities is alarming, with a death toll of around 25 per 100.000 of population (in comparison, Germany: 4,7) .

In order to address these problems, the 2-years project was initiated by the Association TUV Rheinland Malaysia Sdn. Bhd. and Malaysian-German Chamber of Commerce and Industry (MGCC), in cooperation with the German Society for International Cooperation (GIZ) GmbH on behalf of the German Ministry for Economic Development and Cooperation.

The objective of the project is to improve awareness on Road Safety and Eco Driving issues among the logistics industry in Malaysia. Indicators for progress and success are among others:



1. In the first year after the logistics companies have undergone road safety training, the number of incidents occurred by the drivers employed by these companies have decreased on average by at least 10% annually.

2. At least 20 other Malaysian logistics companies have requested to participate in road safety training delivered by TÜV Rheinland Malaysia. In each training at least 10 drivers per company will be participating.

In two sessions drivers were trained in both, theory and practical applications. During a three-day theory session topics such as technical knowledge on braking, safe distance as well as presentation skills were covered. Following this, drivers took a truck out to MAEPS for the practical sessions.

Slalom driving and braking with ABS equipped trailers were part of the program that was conducted by German Trainer "Gerhard" who brings with him decades of experience as driver and trainer. Using simple tools such as thread, participants got to learn, for example, about blind spots around the truck. Commented one participant "This program is outstanding! I have been a truck driver for some 25 years by now, but I have learned so many new things about safe driving in the six days it is absolutely amazing".

Asian Trucker Drivers Club is an implementer of the program and we would like to thank our sponsor Nippon Express for supporting the activity by providing the truck for the practical session. **FE**



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# Malaysian firm wins Best Film for its Road Safety Video submission



*E-Response not only is a thought leader in road safety in Malaysia, but their now award winning road safety video proves that they have what it takes to put this topic on a world map.*



The video titled 'Bayangkan' (Imagine) has won First Prize in the International Media Festival For Prevention (IMFP), held in conjunction with the 20th World Congress of Safety and Health at Work in Frankfurt, Germany. 'Bayangkan' was chosen to receive the Grand Prize from 290 entries representing 33 countries.

The World Congress for Safety and Health at Work opens its doors every three years. Each time, a different country is the host. This time it was held 24th - 27th August 2014 in Frankfurt, Germany.



'Bayangkan' is a light comedy that shows the importance of keeping a vehicle properly maintained and serviced. The video starts with a scene showing a man taking his vehicle for servicing in a local workshop. The mechanic advises the man to replace a few faulty parts but he hesitates to replace them. The mechanic then asks the man to imagine what will be the consequences if he did not replace the faulty parts. An analogy of the vehicle being taken care of as well as a person's body, was used to counter the notion of some Malaysians that certain safety compromises can be made to save cost!

It offers a platform for the exchange of information and views from Experts in occupational safety and health. Other participants include representatives of enterprises and workers, Government and Public authority decision-makers in governments and public authorities, and of course industry representatives and employees.

Malaysia has a high vehicle crash ratio and the number of road transport fatalities is one of the highest causes of premature death in the country. Traffic accidents may be caused by the driver, the environment and/or the vehicle. The aim of this production was to emphasize the importance of having a vehicle that is well maintained and safe to drive. The key message is to ensure all aspects of vehicle maintenance down to the smallest items are taken care off. It can be just one missing nut or lightbulb that could be the cause of a fatal accident.




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To watch the above said video, kindly go to <http://e-response.biz/modules/news/article.php?storyid=8>

Every year the Malaysian Social Security Organization, or as its commonly known as PERKESO – ‘Pertubuhan Keselamatan Sosial’ allocate a sum of monies in the form of grants to NGO’s to develop proactive safety initiatives, vis-a-vis the running of safety training and the production of safety videos & posters as part of its proactive efforts to prevent work commuting and work related accidents.

To this end The Chemical Industries Council of Malaysia (CICM) has been, for a number of years, a recipient of the PERKESO grant. It has conducted a number of safety training courses, developed posters and produced a number of safety videos over the last few years. These safety posters and videos were redistributed through PERKESO for sharing with other industries in Malaysia.

This joint effort by CICM and PERKESO is designed to enhance safety awareness to the shop-floor in general and effect a positive change in the safety performance of the Malaysian workforce.

All these safety videos are produced with compliments of local Safety Consultancy company E-Response Alert Sdn Bhd.

Our interview with E-Response Group Managing Director, M.N. Sany, revealed that the company has been producing quality safety videos for the Industries over many years with the use of local Malaysian directors and talent. What is perhaps more remarkable is that these quality videos have been produced on a non-profits basis.

Sany pointed out that the production of all its safety videos are part the company’s Corporate Social Responsibility to society



#### About E-Response Group of Companies

E-Response Group-of-Companies is an ISO 9001 certified company that have been providing road transport safety solution to its many clients since 2004. Whilst its business focus remains in the Petrochemical Industries, it has a broad-base list of regional clients.

E-Response is registered with the Ministry of Finance (Bumiputra Company); Ministry of Human Resource (Approved HRDF Trainer); A member of the Chemical Industries Council (CICM); registered with The Construction Industry Development Board (CIDB) of Malaysia; and an Upstream Registered Company (PETRONAS Licensed)...

E-Response is an ISO 9001 certified company, and a signatory to the Responsible Care Charter. They are also an approved training for Heavy Vehicle for the Institute of Motor Industry, UK (IMI Awards). E-Response is also a an active member of the Chemical Industries Council of Malaysia (CICM)

at large and its contribution to Chemical Industry fraternity in particular.

“You’ll be surprised at the awareness and realisation a good 10-minute Safety Video can bring to the audience” says Sany. “We would like to hope and think that our gift to society in form of safety videos could save pain and hardship to many, even perhaps save a life.”

E-Response Alert is a signatory to the ‘Responsible Care’ charter and an active member of Chemical Industries Council of Malaysia.

Sany went on to comment “The Company, since its inception ten years ago, has always given its best in all that we do. The production of these safety videos, although we do not profit from it, is no different. We ensure that the production is of good quality, with a clear message, but never for the life of us did we think it would win such a prestigious an international award. Sany also highlighted that road crashes and safety issue in most videos are mostly depicted in a serious and gruesome manner so as to stress upon the consequences of the incident.

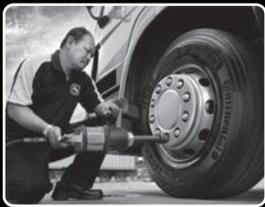
In this respect, ‘Bayangkan’ differs from most videos in the way that it addresses and brings about realisation in a proactive light hearted manner. This certainly seems capture the audience’s ‘buy-in’ better. Despite appearing to be light hearted the serious consequence of road crashes are still emphasized; repeatedly within scenes to subtly drive the message of road safety. **F**





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# Johor Safe & Responsible Truck Drivers

*First instalment of the event a huge success among truck drivers.*

The spirits were high as the participating companies gathered on the day before the event to set up the venue. The First Johor Safe & Responsible Truck Driver's Day was held for the whole day on 2nd November, from 9am until 9pm. This particular event has been in preparation for weeks with several private sector companies involved as well as a number of the government departments. During the event participants had to complete a track of stations, each dealing with a specific aspect of road safety. These stations were set up by GiiB, Interlube, E-Response, Mega Fortris, Chevprpm, Truck Nation and last but not least the Johor Sand & Granite Lorry Operator's Association.

A strong support was given by SPAD, JKJR Johor and JPJ, who contributed with presentations and speeches. The great response proved the importance of the truck driver's role in the industry. The result of the hard work to prepare the event was an unexpected early crowd. A total of 60 truck drivers from different companies participated in the activities that were prepared. On top of that, many business owners joined the proceedings.

The key objectives of the event were to deliver more messages about road safety and the responsibility of the driver itself besides reiterating on important practices while driving. One might say that topics covered, "are common sense" or "it is a well known matter". However, in a hectic work day, certain aspects of road safety may be forgotten. "Why not we continue to always remind each other and play our respective roles in making improvements when it comes to road safety?" Jee Onn Chia (known as "Frankie"), President of the Johor Sand & Granite Lorry Owner's Association asked.

Drivers came early for registration and some took the opportunity to join as members of the Asian Trucker Drivers Club. The participants were divided into groups of ten people each and they were required to attend every booth. At each station drivers would get a chop on a "punchcard". In order to receive a certificate of attendance, all stations needed to be visited with the punchcard being completed with all stamps. The event was officially opened by SPAD Chairman Tan Sri Dato' Seri Syed Hamid bin Syed Jaafar Albar, followed by the speech from IR. HJ. Mohamad Dalib, JPJ and Dato' Dr Tam Weng Wah, JKJR.

**GIIB**

"The purpose of being part of the campaign was to as well help create awareness and educate drivers on tyre safety



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management. As one of our partnerships, we also hope that this inaugural safety campaign can be replicated across Malaysia among truck drivers," said Vincent Teh, Head of Sales and Marketing of GIB Rubber.

"This is also an opportunity to communicate and meet with the fleet owners on how total GIB total tire management solution (GTTMS) can help to facilitate their operations in a more efficient manner," he added.

**Interlube**

Guhan Durai, Technical Sales Engineer said "This noteworthy event definitely is a new channel for Interlube to promote and our products to the fleet owner and the drivers while at educating about safety in connection with proper lubrication at the same time."

At Interlube's station drivers could learn about the importance of correct lubrication and how Interlube is helping to lower operating costs, increasing process machinery life and improving bottom-line profitability. "Preventive maintenance utilizing automated systems is the way forward. Leading-edge technology and effective, long-term cost-savings go hand in hand with safety too" Durai concluded.

**Truck Nation**

As the host of the event, Truck Nation offered their showroom for the event. "Because we keep saying truckers are important, therefore, we need to implement something to prove it. We are not just creating awareness among the truckers, but as well an eye opening to the public. Apart from that, it is a platform to build a strong bonding between the drivers, fleet owners and government" said Calvin Chia, Business Development Manager of Truck Nation Malaysia Sdn Bhd said.

**Johor Sand and Granite Lorry Operators' Association**

One of the association's objectives is to provide guidance and assistance to its members in overcoming the problems faced by them within the transport industry context. Therefore, it is important for them to support such events that are related to truckers. President of the association "Frankie" said that "As a co-host for the event, Johor Sand & Granite Lorry Operators' Association will definitely be able to provide a better understanding about the benefits or the objective of the association to the community that are involved in the industry".



**Members**

"I was very excited to hear about the event. As a participant, I am very thrilled to gain as much knowledge as possible and indeed it was worth it. At the end of the event, I had absorbed more than I expected," said Ahmad Kamal, a branch manager from Scania (M) Sdn Bhd.

"It is like a family day for the truckers. It sounds lit a huge commitment at first when considering that we would have to spend the whole day for the event. But once you have gathered with all the other truckers and the activities prepared are fun, time just passes quickly. I am definitely joining any such event in the future," said Mohd Shaiful, a driver from Selma Trucking.

After the event ran smoothly, with each participating company having prepared some quiz, Q&A session, product explanation and some tips for the truckers it concluded with a speech by Dato Dr. Tam of JKJR and dinner. Hopefully, there are now some 60 drivers which are applying their learnings to their day-to-day job, making Malaysia's roads safer. **T**

The first Johor Safe & Responsible Truck Drivers Day was a joined initiative of:





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点领域一再制造家试





# First in Malaysia, first in China: Sinotruk

*A group of technicians from Sinotruk Malaysia Sdn Bhd are undergoing training in Jinan, China, the global headquarters of China National Heavy Duty Truck Group. Stefan Pertz joined them in the classroom.*



**T**ravelling with “Adam” from Sinotruk Malaysia, we have a lot to talk about trucks, the industry and the team that is already in Jinan, Shandong Province at the headquarters of the biggest maker of heavy duty trucks in China. We arrive in Jinan in the evening and there is a mist in the air. All through the night we hear trucks moving around. Most of them are HOWOs, the well known truck model that Sinotruk Malaysia introduced into Malaysia as the first Chinese truck brand to enter the market. Today, Sinotruk Malaysia sells some 500 units of heavy duty trucks per year and has built an impressive after sales network.

## Dusty road to Jinan

The next morning we are greeted by clear blue skies. It becomes clear that the mist we had seen the night before was dust. All the cars, buildings and trucks are covered with thick layers of dust. Each commercial vehicle has the number plate lettering painted onto the rear panel and these letters are washed clean all the time. Seems there is no point to wash the entire truck as it gets dirty within hours. This also means that the trucks need to be extra durable to stand this test. On our way to the factory we see Mann + Hummel and WABCO having their presences in the same industrial park as “Sinotruk”. There must be a reason.

The term industrial park may be misleading as the complex of the factory is located amidst several other manufacturing plants,



*Trainees again - Sinotruk Malaysia staff in Jinan*

which are all connected via six-lane highways. Greenery lines the road and there are flowers, hiking trails and lots of trees lining the road. We pass a signboard with the name "Sinotruk" on it, indicating the exit to the factory.

"It is cold!" confirms Kevin Ooi, Manager Service Center for Sinotruk Malaysia. He heads the group of "students" that are currently undergoing training in the plant in Jinan. In total six staff will undergo theoretical and practical training in the Sinotruk plant. Lasting for a total of nine working days, the group will learn about engine technology, gearboxes (10 and 16 speed) as well as wiring and control unit systems. During the practical sessions, the learnings from the theoretical units are being checked. Troubleshooting, repair and maintenance are the big teaching blocks during the sessions in the training center, located within the vast complex that is known as Sinotruk in Jinan. "This training is aimed at improving our skills as front line service technicians. It will benefit our clients when we have to assist them with break-downs and maintenance back home" Ooi said.

### Big plant for big trucks

In the distance we see the end of the production plant. Our first guide for the day takes us into the showroom that is located at the corner of a massive production hall. The hall houses the production line for three of the medium duty truck makes and is in total 500 meters long.

Sinotruk started in 1960 and the plan is to build a company that will stand the test of time, aiming to exceed the 100 year mark. It all started with the JN 150, a 8 ton truck that made the company famous. Apparently, so many were produced that no one can exactly say how many were produced. Being the pride and glory of China's commercial vehicle industry, leaders of the country have visited the plant on a regular basis and the

walls are lined with photos that are testimonial to the joy the political leaders had when climbing up into the spacious cabs of the trucks.

### In-house production

We go upstairs to have a look at the production line. It is hard to see the end of it as offices line the hall on one side with a window along the line on the other. Looking into the hall one can see a modern production line with some 500 staff assembling the trucks. All in all, a total of 1 800 assembly staff are tasked with the production of the trucks in the massive complex. Within the complex, there are also production lines for parts that are used in the trucks.

The showroom not only has the latest trucks on display, but also the parts that are developed and made by Sinotruk. Showcased are petrol tanks, steering wheels, wheels and drive shafts. Also on display are gearboxes and engines that are developed and made by Sinotruk. These carry the designation "HW". Axles





SINOTRUK Commercial Vehicle Company assembly line in Jinan



are made in the plant down the highway and trucked up to the truck assembly for production. In Malaysia, truckers already enjoy the benefits of double hub reduction axles built into the HOWOs.

#### Ongoing training

Within the Sinotruk facilities, the training centre plays an integral part of the operation. According to the lecturer, there are training sessions going on all year around, with groups of technicians coming from China and all around the world. To support the distributors, they are being updated regularly in order to ensure service quality. Before parting for China, L K Loo, Chief Operating Officer, told us that "Sinotruk Malaysia will continue to improve on the network and production facilities. Our next big move will be to re-locate the assembly plant to a bigger space as we have yet again outgrown the space we currently use".

Meeting the group in the classroom, Vikram, a Sinotruk Malaysia technician specialised on gearboxes commented on the program. His view was that "The training is great as it provides new knowledge and it is fantastic to see the factory. I have been with Sinotruk for three years and this visit to the main plant is a good opportunity to understand the brand, the company and the products much better". On the weekend the group went to see some local sights and Vikram said that "China is amazing!". Ooi commented further that it is also good for staff to see other places and to gain overseas experience. The next group from Malaysia is already preparing to come to Jinan for their training and for 2015 there are further trips planned for.

#### Different view

As everyone else in trucking, the Sinotrukers are also having an open eye for anything related to the industry when they go out



to explore. "We see and learn about the industry here" said Ooi. According to him, there are several differences in the way the industry works. For starters, in Jinan the trucks are equipped with Euro 3 Diesel. Next year all trucks have to switch to Euro 4 emission standards. "As a result, we see less pollution, although this is a huge city" he explains further. In addition, the driving attitude is different to what can be observed back in Malaysia as drivers are seemingly more careful and many buses are being driven by female drivers.

#### Sinotruk Malaysia at MIBTC

The next opportunity for the Chinese Principal to experience the Malaysian market will be when Sinotruk Malaysia exhibits again at MIBTC. Taking the same space right next to the entrance, the company is gearing up to making it an interesting event for existing and potential customers. **F**



#### Sinotruk in Malaysia

Sinotruk Malaysia Sdn Bhd, formerly The China Truck Sdn Bhd and Cycle and Carriage Motors Sdn Bhd, acquired the assembly and distribution rights for the Sinotruk HOWO series of Prime Movers and Rigid trucks from China National Heavy Duty Truck Co Ltd in December 2006. This move made the HOWO the first Chinese truck to be officially distributed in Malaysia. The Company was acquired by Mikani Holdings Sdn Bhd in July 2008 by way of a management buyout from Cycle and Carriage Bintang Bhd. Then in Dec 2011 Sinotruk Malaysia was acquired by Ten-League Industrial Holdings (M) Sdn Bhd.

Initially headquartered in Petaling Jaya, the company assembles the trucks through its sister company Asia Automobile Industries Sendirian Berhad, (AAI) and distributes through a set of experienced dealers covering Peninsula and East Malaysia. Subsequently in mid-June 2012 the Company relocated to Puchong.

The Company offers a wide range of heavy trucks covering a broad set of applications from container haulage and general cargo to cement mixer and dump truck. With 4x2, 6x4, 6x2 and 8x4 combinations all possible uses can be applied from within the portfolio.

The Companies' purpose is simple, to provide reliable, value for money transport, backed by efficient and responsive after sales service with a full complement of spare parts. The focus is on reducing operators' costs and therefore improving their profit margins.

#### Asia Automobile Industries Sendirian Berhad

AAI was formed in 1967 as an assembler for Mazda and Peugeot. The company started assembling Mercedes Benz trucks, buses and passenger cars in the 1970's and continued to assemble quality vehicles for Mercedes until 2005. Following its acquisition by Mikani Holdings in July 2008, AAI became the sole assembler for the Sinotruk truck brand in Malaysia. Subsequently in Dec 2011 AAI was acquired by Ten-League Industrial Holdings (M) Sdn Bhd from Mikani Holdings.

# HINO Malaysia launches latest 700 series



**H**ino Motors Sales (Malaysia) Sdn Bhd (HMSM) introduced and launched their newest product in the Sabah market, the HINO 700 original Prime Mover. This 6 x 4 truck comes as Complete Build Up (CBU) from Japan. It was first shown to local customers at the Sabah Likas Sports Complex in the launch event that was held on 7th November 2015.

This new heavy-duty Prime Mover, using the product code SS1EKRA, is the latest model in the HINO 700 series. It is suitable to fit both, the transportation needs for normal condition road usage, but also the harsh conditions found in the palm oil and logging industries. According to Hino, it is a truck made for tough applications in East Malaysia.

The SS1EKRA is equipped with a 460PS horse power EURO3 common rail engine with intercooler. It is capable to perform at GCW 70,000kg with the 6x4 axle configuration. Without stressing the vehicle with high payload this will definitely increase the life time of vehicle. "Most importantly, it is priced at an affordable level and became attractive compared to



other Japanese and European brands” a Hino spokesperson commented.

The fuel consumption level is considered economical especially for operations which require high traction with operation at maximum payload. A unique feature of the SS1EKRA is the Inter & Cross Differential Lock, which gives the vehicle better performance and stronger traction for use especially on hilly sites, muddy roads and rough terrain. No other brand of Prime Movers available in Malaysia currently has this feature.

Nobuyuki Tanaka, Managing Director of Hino Motors Sales (M) Sdn Bhd addressed the crowd by saying “We, at HINO, are very excited to show you the latest model in the HINO 700 series, the heavy duty Prime Mover SS1EKRA.

He continued to say that “It is exciting because this particular model is especially suited to the challenging terrain here in East Malaysia, and there is a special feature of this truck which gives it better performance not only on the normal road condition,



# Official Launch of SS1EKRA (HINO 700 Series) in Sabah

Date: November 7th, 2014



but also on the muddy roads and hilly terrain." All the features were explained in detail during a extensive product presentation following the launch ceremony.

Hino is also focusing on road safety. This vehicle is equipped with Antilock Brake System (ABS) for better control and brake force distribution. An Front Underrun Protection system is provided at the lower front end to prevent the under-running of a passenger car in the event of a head-on collision.

The floating cabin design also improves drivers comfort. The first step into the cabin is now connected directly to the chassis, bringing it closer to ground level. Cabin access is also easier and safer due to the new, optimized 3-step pitch. The larger door openings and footsteps allow easy access to enter and exit.

The net chassis selling price of the SS1EKRA starts from RM340, 500.00 in Sabah.



*Addressing the specific needs of the East Malaysian market, the HINO 700 Series was launched with new and unique features, offering a solution for both, on-road and off-road transportation.*

In Sarawak, prices begin at RM340, 300.00 and in Peninsular Malaysia at RM334, 900.00.

HMSM started selling this Prime Mover model in March 2013 in the West Malaysia sub-market. As to date HINO has received orders for more than 80 units of this model. The outlook for the Prime Movers market in Malaysia is promising as the 2014 sales figures has grown by 26.4% compared to the same period in 2013, mainly due an industry boom in electric and electronic industries, the increase of container haulage, cargo handling and an increase in exportation of LNG, Petroleum, Gas. The internal sales target HINO has set for the 700 Series for 2014 is 100 units.

HINO as a company continues to "Aim for Customer Trust and Confidence" and this was evident when customers and friends test-drove the SS1EKRA and personally experienced the toughness and comfort of this Prime Mover with priority on safety. 



# Volvo Trucks Malaysia's launches the all-new Volvo FM and FMX



*Launch event also marks a truck handover ceremony to 1st Malaysian customer to receive this new range – FELDA Transport*

**V**olvo Trucks Malaysia proudly unveiled its latest cutting-edge truck range to the Malaysian market – the all new Volvo FM and Volvo FMX. Launched on 25th September 2014, the new trucks are poised to become the future generation of haulers set to contribute to the nation's growing economy.

"Malaysia as a key Asian market is seeing exponential growth in construction, transportation and logistics sector and we are certain that our new truck range addresses the demand for total transportation solutions," said Mats Nilsson, Managing Director of Volvo Malaysia.

Nilsson added, "At Volvo, we believe that total transportation solutions go beyond merely creating quality products. We also ensure the best after sales support possible. The introduction of our new truck range goes to show that we are committed to our customers and we are here to stay, grow and contribute.

#### **Volvo FM**

The new Volvo FM is an ideal all-round player in Volvo Trucks' model range, offering the highest levels of flexibility and transport efficiency as it covers the needs of most customers. Among the new features are an improved driver's cab and suspension system that boosts the truck's first-class driving properties.

The Volvo FM now has a lower weight, new axle configurations, increased chassis flexibility and crystal-clear interfaces that allow the customer to tailor the perfect truck for the job. Needless to say, the truck also offers the driver a completely new and enhanced working environment.

#### **Volvo FMX**

The new Volvo FMX conversely, is a new construction truck loaded with ground-breaking innovations for more efficient construction work – making it undoubtedly the best





construction truck on the market. Developed with a focus on driver's efficiency and productivity, the cab interior has been completely redesigned with a number of innovations to make the driver's job both safer and more efficient.

The new Volvo FMX cab is made of high-tensile steel and all the components in the front structure have been redesigned to improve the robustness and handling of the truck in rough construction environments. Among the other new features is a rear air suspension system that provides enhanced comfort and mobility with excellent ground clearance.

Both the Volvo FM and FMX trucks can also be equipped with Dynafleet, Volvo Trucks' proprietary web-based tool and system that streamlines the planning and execution of fleet management for improved profitability. The Dynafleet Fuel and Environment feature utilizes telematics, allowing companies to follow up on fuel consumption over time, identifying driving habits and ascertain the cost saving potentials in favour of an increased profitability for Volvo Trucks' customers.

"With the all new Volvo FM and FMX, Volvo promises the highest levels of flexibility and transport efficiency that embodies best-in-class technology and innovation that will suit every logistical need. We truly believe that the top notch quality coupled with state-of-the-art innovation will provide unmatched experience and transportation solutions to our valued customers," said Mats Nilsson.

Taking place concurrently with the launch of Volvo's new trucks range is a truck handover, where dignitaries and guests witnessed a symbolic key handover to FELDA Transport, Volvo Trucks first Malaysian customer to receive the brand new Volvo FM.

Encik Wan Mohd Zain Mohd Ismail, CEO of FELDA Transport, said, "Being in the transportation and logistics business requires



us to have durable, reliable and efficient prime movers in order for us to sustain the business and keep up with fast pace of the economy. I am pleased to say that in all the years of working with Volvo, the brand still continues to offer great reliability



in their products and after sales service. We look forward to a continuous and fruitful working relationship with Volvo."

Gracing the Volvo FM and FMX launch was His Excellency Mr Bengt Carlsson, Ambassador of Sweden to Malaysia.

Previewed earlier in a regional launch in Korea, the Volvo FM and FMX have since gained recognition from regional industry players for its all-round qualities. Here in Malaysia, the new truck range is specifically built for customers in the growing long-haul transportation, distribution, construction and mining industries. **F**





# Thailand's Scania (410) Fire Fighter

***Thailand's fire fighters depend on high quality equipment for the worst case scenario and here is why this is crucial when fighting fires.***

This fire fighting truck comes equipped with a system of various firefighting media installed (predominantly firefighting foam and water pump). It is now being stationed at Chaoprayasurasak Municipal Office, Sriracha District in Chonburi province. With the bright red color, the universal symbol of fire trucks, the powerful Scania 410 is fully loaded with exclusive competencies from Rosenbauer as standard. From the foam and water pump, to the four door cab which offers convenience for firefighting operations and the

capacity to accommodate up to five officers, there is nothing left for the crew to wish for.

We have the opportunity to talk with Mr. Kriengkrai Weerapiphat, the Chief of Public Protection and Disaster Relief Unit of Chaoprayasurasak Municipal Office about their new fire truck. For the kind of job that involves the protection of public's safety and property, having the right tool can be as important as having skilled manpower, particularly in the east coast of Thailand such as Chonburi and Rayong. These are one of the country's most important industrial and economic zones. Mr. Kriengkrai shares with us about how the team has gone through a good amount of research, looking for the fire truck with specification that would be the most suitable. What was important was functionality and the unit's operation since the truck would have to be able to store all the required firefighting



apparatuses. After an intensive period of researching and discussions, the Scania 410 became the fire truck of their choice.

Since Chaoprayasurasak Municipal Office oversees five sub-districts, which host the presence of several industrial estates, the Public Protection and Disaster Relief unit is extremely important. The Scania 410 is not only the first Scania fire truck of Chaoprayasurasak Municipal Office, but also the first of the east coast area. Previously, the unit always used Japanese fire trucks in their fire fighting operation.

The five sub districts encompass an area of over 300 square kilometers. The unit currently has a total of 22 fire trucks in operation (all sizes both old and new), operated by some 32 firemen. The unit also works as part of Chonburi's Public Protection and Disaster Relief network, integrating with





other municipal offices in Chonburi district in the sharing and provision of equipment, manpower and body of knowledge. The collaborative network also expands to the private sector's safety units operating in different industrial estates located in the province.

Mr. Kriengkrai gives an interesting example concerning the cross-unit integrative approach. "The area under our responsibility doesn't have high-rise buildings, so we don't have the necessity to have any ladder trucks. Nevertheless, if there's a case where a ladder truck is needed, we can contact other municipal offices such as Sriracha who has it. In the meantime, we have the truck equipped with very high specification foam system, so if someone needs it, we're ready to offer our help."

Why Scania then, we ask Mr. Kriengkrai? "We did a lot of homework before we decided to choose Scania. Our decision was made based on the quality of materials and its engine competency, which comes with optimal accelerating performance while still being able to carry all the weight. This

is important, because time is the critical issue in our work. The impressive after-sales service is also an important issue including the accessibility of Scania's service centre since there is one not too far from our station."

In the midst of the bright summer sun, a Scania 410 is driven out from the roofed garage for us to get a better look at the fire fighting warrior. The bright red colour of the truck is visibly distinctive, while the Rosenbauer logo on the side reveals the 410's top-notch fire fighting equipment. The apparatus at the back is for pressure control of the foam operated by a group of buttons and gauges.

The spacious cab offers plenty of space for equipment storage and can accommodate up to five firemen (three in the back seats and two in the front seats). Each of the five doors including the one at the rear is large, allowing the officers to step in and out easily. Every Friday, the truck is used for training as different tasks are practiced in order for officers to become as efficient and familiar with all the apparatuses as possible.



In the world of trucks, there are many things to carry. Each type of truck comes with a different role, performance and responsibility. Trucks are not always just carriers of things. Before ending the conversation, Mr. Kriengkrai informs us about Chaoprayasurasak Municipal Office's plan to buy a new fire truck as part of the preparation for the area's growing development and expansion of industrial district.

This Scania 410 is different from other fire trucks within the 410 series. Fire Fighter 410 is a 6-wheel truck with 315 tire size that can efficiently carry the weight of the fire fighting apparatuses and fire extinguishers. The Opticruise gear shifting system is designed to answer to the required engine acceleration rate of a fire truck with three different gear functions from Power, Manual to Auto, offering smooth take off and acceleration. The 4-door cab is convenient in functionality while the engine can be started and turned off from the outside. 





## Jasa Bumi Logistics Sdn Bhd aims to be the best in class onland bulk liquid logistics company by focusing on quality, safety and security

*With ambitious goals, Jasa Bumi is a fast-growing company in the palm oil industry.*

Jasa Bumi Logistics Sdn Bhd is a business that was set up by two friends with different backgrounds. Mr. Azmir Yahya, Chief Executive Officer / Director of Jasa Bumi Logistics and Mr. K K Ong, Director have decided to set up the company after having a closer look at the European market and how transport companies work there. It is a match made in heaven as one partner brings with him years of experience in the logistics industry, whereas his partner knows the plantation industry inside and out. Both are aligned in their vision to improve the standard of Malaysia’s palm oil industry by operating their own logistics company, applying best practices that they have seen abroad.

“We are very keen to provide a better service, better equipment such as our tanker trailers and better quality of the delivery of the goods that we carry,” said Mr. Azmir Yahya



### The Trucks

Jasa Bumi Logistics has chosen Dong Feng trucks and is using double hull tankers to haul their freight. These tanker trailers have the ability to prevent or reduce oil spills which led to double hulls being the standard trailer used by the company. All of the tankers are made from 100% stainless steel. The trucks are fully equipped with night lights at the side of the trailers to ensure that they are more easily visible for other road users during night journeys. The trucks are also equipped with hydraulic handrail along the gangway on top of the trailer. Azmir points out that for palm oil transport, the tanker is actually equally if not more important than the truck used to move it. The quality of the palm oil needs to be ensured and this is done by using first grade materials for the tanker trailer.

“Our trucks are equipped with fleet and fuel management system, furthermore, every truck has a fleet tracking system (GPS) on board. We are even using our own proprietary





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Website : [www.manbeni.net](http://www.manbeni.net)



APAH Net System where APAH stands for “Anti Pilferage Anti Hijacking”. We installed all of these technologies simply for our customers to have confidence in us in delivering their goods. As palm oil is also a high value good, these systems offer extra security, covering the entire supply chain,” said K K. Both partners are in agreement in their pursuit of becoming the leader, the best in their class. Their confidence to achieve stems from years of experience and the fact that they are using only the latest and the best possible equipment.

“The reason we choose to run a fleet comprising of Dong Feng trucks is easy to explain. It is because these prime movers are easy to handle and save cost. We want our drivers to have the best comfortable ride possible when driving. Then again, the vehicles should be nothing too complicated in terms of the technology inside the truck,” he added.

**Pilots not drivers**

The company provides in-house training to all their drivers. “Our drivers are equipped with Personal Protective Equipment (PPE), and we follow the standard procedures such as background and medical check up before we hire a driver,” said Ong.

He elaborated “In Jasa Bumi, we don’t call our drivers, “a driver or a trucker”, we call them a pilot because for us their responsibility is as big as that of a pilot. Once a driver is officially confirmed after the probation period, we will allow the drivers to put the name of their loved ones on the truck that they drive. This tradition is simply to cultivate a feeling of ownership’s toward the truck that they are driving and the goods that they are carrying. We want them to feel proud of what they do, full of responsibility and commitment”.



**Challenges**

Capital investment is a main challenge for any start-up business. In order to provide consistent quality service, they opted for new prime movers. The investments made are high for Jasa Bumi. However the two friends believe that premium service requires premium tools, trucks and equipment. The investments made were not only for the fleet, but as well as for the in-house training for the drivers and the management team. Although there are a number of service providers in the industry, Jasa Bumi Logistics has carved its own niche. It is their believe that not low prices but the offer of a quality service is what the market requires. One challenge faced is the negative perception towards the palm oil industry and related parties, especially from some international quarters thinking that palm oil is not produced in a sustainable manner. This will be disputed by Jasa Bumi as they state that we have to remember palm oil is a quality oil too, with sustainably grown oil palm. “We are fully aware that we are dealing with a product meant for human consumption. Therefore, we need to ensure that our trailers and trucks are maintained to cater to the specific requirements that this kind of goods transported poses,” Azmir said.

“Our business is the transportation of goods that are meant for human consumption; goods that go inside the human body, therefore, we take it as a very serious matter to ensure hygiene and safety. The condition of the tanker is very important to maintain the quality of the goods, hence we have no issue in investing further to improve any quality related aspect,” said Ong further. To illustrate this point, he refers to efforts made in the palm oil industry to ensure that the goods produced are of high quality and sustainable. While the producers and palm oil mills may be certified, following standards such as the International Sustainability and Carbon Certification (ISCC), the transport component of the supply chain may require a more professional approach. No matter how good the palm oil at the source, if the transporter is not using the right equipment, the produce may degrade. Jasa Bumi is deploying only the best equipment in order to preserve the high quality that the producers hand over.

“With our new tankers, we believe we could further enhance the image of our palm oil industry. Not only on the facilities, but also by providing excellent quality of service during goods-in-transit, especially in view of the general public. It is our opinion that the whole supply chain has the potential to further prove that the palm oil is the best sustainable oil”, he added. **T**



## EMT (Electric Modular Transporter)

### Payload (2 -3 axle)

Between 10 and 200 tonnes depending on the set-up

### Modular Design

Side by side and back to back configuration ready

### Unique Features

Built-in hydraulic lifting/lowering system for loading and unloading



# Growing together with their partners - Diesel Technic

*While in Germany it pays to have a factory tour of one of the leading suppliers to the commercial vehicle industry. Here is what we learned about the past and future of Diesel Technic.*

Like so many European Companies, the rich history of the business can almost be felt when approaching the place. In the case of Diesel Technic, the global headquarters is located in an idyllic and picturesque landscape. One would not expect a globally leading company to be located just on the outskirts of a small village. However, this is where the company started and tradition runs deep in the corridors that form the blood lines of the business. The oldest part of the complex is a red brick building which used to be the office of the company many years back. Today, this is where the factory tour starts with displays of past products and memorabilia, such as the old passports of the founders showing their visas to the Middle East.

## Origins

Dieselt Technic was founded in the year 1972 by Horst Lieberwirth and Erwin Naujoks in the north German town of Sulingen. The company started with the sale of spare parts for diesel injection systems. They soon moved into generously sized



company headquarters at the nearby location of Kirchdorf in the year 1976.

Breaking apart the company name, we get to know about the meaning behind the nomenclature. The term "Diesel" was chosen to particularly indicate that the business is about commercial vehicle engines and "Technic" symbolizes spare parts.

Even before the foundation team started the company in the early 1970s, they discovered that there was a huge demand for spare part in the Middle Eastern region. Given the climatic and environmental conditions in the Middle East, spare part need to be changed more frequently. Initially, the company started with the sale of spare parts for diesel injection systems in the Middle east and today it is one of the largest suppliers of the commercial vehicle spare parts in the Independent Aftermarket (IAM). The first spare parts made and sold were used in Mercedes Benz trucks.





### Global growth

Diesel Technic continued to grow when the demand towards their product suitable for other European brands such as Scania, Volvo and DAF increased. This resulted in globalizing the products. In 2012, the business managed to have a complete product range that is meant for trucks, buses and trailers. This complete range means that there are some 30 000 different spare part available under the DT Spare Parts brand name.

The heart of the company are process and quality management. All processes at Diesel Technic have been certified in accordance with DIN EN ISO 9001 since 1996 and were fundamentally renewed in the year 2009 using the requirements of the process-orientated norm DIN EN ISO 9001:2008. Each product is tested before series production down to the last detail.

"We need to keep ourselves in the loop of the market and have to listen to and analyse the trends, demands and changes for better product development. The European market is more futuristic, advanced and moving very fast ahead, therefore we have to be very attentive towards the future" said Maren Horman, Sales Marketing Coordinator. For other markets, such as South East Asia, fast delivery times and the ability to quickly supply distributors are key elements of the business strategy.

### Product development

In order to create new products, Diesel Technic reverse-engineers parts. Using high tech tools, many of which are developed and build in-house, first equipment parts from commercial vehicles are analysed. Specifications, such as dimensions, material specifications and performance are looked at to re-create the part. Each product will have one initial sample, which is stored



in one of the warehouses on the premises. This means that there are some 30 000 so called "Zero-Series" samples, which are the reference for the production in case of any issues arising. If and when needed, these samples are being used to determine if there are problems with the product quality.

"Our ambition is to reach a genuine quality. By using higher quality material we can actually improve the product. If there is the possibility to alter the part to make it a better one, we will do so. You can say that we create our own idea, pattern and design, based on experiences with first equipment parts" said Maren Horman, Sales Marketing Coordinator.

"Ultimately, the construction drawing and the criteria of the product come from our own technical department in accordance with the market needs," she added.



**Stringent checks**

Before entering mass production, first samples from suppliers are checked for accuracy. This first step is called the “initial sample inspection”. This is the process where the first batch of each product received is checked against the specifications laid out in the part drawing. The complete delivery history of all parts will be documented in individual inspection reports. Should a sample of goods inspected be out of specifications, there will be measures taken in collaboration with the supplier to get the quality back on track. Quality control is key to the success of the company and it is not surprising that there is more personnel working in the goods receiving area compared to the dispatch department.

Before a DT Spare Parts product leaves the factory, it is personally checked by their qualified employees, which totalling around 33 million spare parts per year. 5200 goods assemblies per year and 5800 incoming goods inspection per year in Diesel Technic.

To ensure a safe and healthy working environment, Diesel Technic orientates on the requirements of the occupational health and safety management system OHSAS 18001 (Occupational Health and Safety Assessment Series). This management system enables companies to avoid dangerous situations and accidents, even under changing framework conditions. Additionally, this is also suitable to constantly optimize the occupational health and safety standards, as well as to comply with the relevant statutory requirements.

Guaranteed quality has made DT Spare Parts a leading brand in the international Independent Aftermarket. Confident of their quality, Diesel Technic is offering 24 months guarantee for all of

their DT Spare Parts products to the distributor and to the end user in accordance with the guarantee terms and conditions.

A key difference between Diesel Technic and their competitors is the approach of having a complete range. “From the beginning the goal of Diesel Technic was to be a full range supplier”, said Dirk Mahlstaedt, Marketing Communication manager. According to him, this reduces administration and cost for the distributors, making DT Spare Parts a one-stop shop offer which can provide everything from bumper to taillights.

“We believe that our products are in a strong position in the market. Even so, there is a long way to go and we still need to do a lot of brand building,” he added.

**Updated Spare-parts range**

One of the tools that has actually been award winning is the Diesel Technic product catalogue. It is the definitive guidebook for anyone needing spare parts. As Distributors extensively use this tool, a major effort is made to constantly enhance, update and enrich the product catalogue with new items. Two updated spare-parts catalogues were presented at Automechanika Frankfurt and IAA Commercial Vehicles in Hannover for the truck and trailer field, suitable for newer and older series from MAN and Volvo respectively. The product range suitable for the newer MAN models TGA/TGS/TGX, TGL/TGM, with over 1 000

**Know your brand**  
Under the brand name “DT Spare Parts” own products of Diesel Technic are offered and not original spare parts of the vehicle manufacturers.



Sign of authenticity - The DT Quality Seal



Diesel Technic AG headquarters



Parts from DT Spare Parts cover your vehicle from bumper to tail light

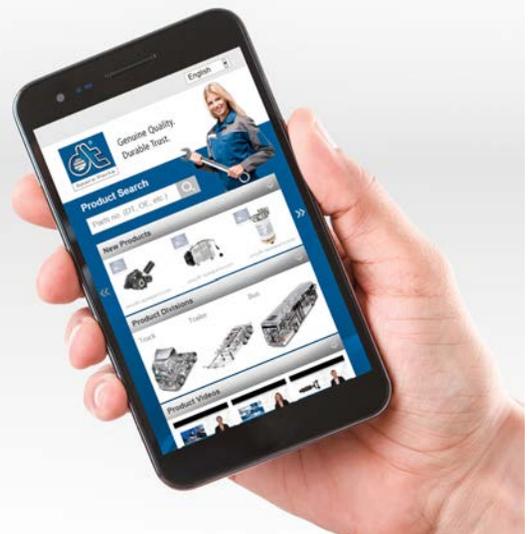


DT Spare Parts products are developed, designed, approved and finally checked in the Diesel Technic headquarters in Germany by its own engineering department and quality assurance.



Ready to be shipped - Parts having passed the stringent quality control

The last station on the DT Spare Parts tour is a rusty old locker. Inside are counterfeit parts from all over the world. These have been found in various markets and send to Diesel Technic for analysis and further legal action if required. Finally, the Asian Trucker team sits down for lunch with the Diesel Technic team in the club room adjacent to the showroom. The showroom demonstrates impressively how a Diesel Technic distributorship could look like. The display system is one that can be ordered from Diesel Technic to fit out shops or showrooms. We see QR-Codes that allow to order parts swiftly via a Mobile App. 



new spare parts, has recently been extensively expanded and developed, particularly in terms of product depth.

The range suitable for vehicles of the series Volvo FM/FM/FMX/NH has been extensively expanded, with more than 3 440 new spare parts.

The range of parts for trailers has also been further expanded, with around 600 new parts. With the further expanded product range, distribution partners can offer their customers an optimum supply of spare parts and increase the success of their own business.



# Right product and right place: Volvo's Mats Nielsson is feeling the vibe in South East Asia



*Increased competition, looming opportunities and expansion of the product portfolio available for Malaysia are the topics we discuss with Volvo Malaysia's Managing Director Mats Nielsson.*

**M**ats Nielsson couldn't have arrived in Malaysia at a better time. Barely having unpacked the luggage, it was off to attend MIBTC 2013 where he got to meet a lot of industry players, allowing him to gain useful insights into this busy market place.

Truckers in Malaysia have also met him and his team at the Fuelwatch events around the country which allowed him to get a better picture of the competitive landscape. After several posts around Europe including Spain and France, on his first assignment in Asia, obviously, he had plans, ideas and expectations. After 18 months it is time for a reality check.

AT: You have been here for some time now. You must have had a certain expectation about the truck market in Malaysia. Has that changed or is the market what you expected it to be?

Previously, I have been working with Asian countries. Not directly with Malaysia, but with other areas. Volvo has been here in Malaysia for a long time. The business started here with passenger cars in 1966. Volvo was the first foreign brand with assembly activities in the country and trucks have been assembled in Malaysia as of 1969. As a group we have a lot of experience here and Malaysia has been a core market for a long time. Naturally, before you come out here, you read about

the economic developments and the opportunities. Major infrastructure projects are also known to go on and you have a certain expectation based on the knowledge you bring with you.

What comes as a positive surprise then is the growing maturity of truck customers in the local markets. There is a lot of business going on and a nice illustration is also the way Malaysia is placed between Singapore and Thailand. This is also a reflection of the status of the market. In the region we see a lot of projects going on and these help to build the logistics industry sections. For Malaysia, it is going to be very interesting to see the connection between the Vision 2020 and how it will affect our business. Fuel efficiency for instance is one aspect that plays a role when a country is aiming at becoming a high income nation.

Is fuel efficiency purely driven by the attempt to improve bottom line? No, fuel efficiency goes beyond saving money. One of Volvo's core values is the protection of the environment. As markets are becoming more mature, this aspect of business takes on a more important role. There is now more to the purchasing decision than the price of just the vehicle. Safety for instance is now a factor that is being considered in the process of selecting vehicles.

You know that things are happening in Asia. In Europe you are happy to have a 1 % growth in GDP. When you come to Asia, you can really feel the positive energy and the growth will be further spurred by governments investing. Naturally, there could always be done more, but we see a lot of good things happening.



**AT: How does Fuelwatch fit into all this?**

Fuel efficient driving saves you money, but it is also safer driving. So, you can say that safe driving and the bottom line are directly connected. One of the challenges we are facing are obviously related to the emission standards. However, we as a group are also looking at ways to further improve our clients performance in this regards. This is where our Driver Development Program comes in. While you could say Fuelwatch is a “Product”, it is actually a way to further enhance the way trucks are being used. If we look at the number of participants, the response from the market is really overwhelming. What made me feel very good is the comment from one of the drivers at the award show whereby he was saying that “Finally someone is doing something for us, the drivers”.

**AT: What are the challenges that the trucking industry will face in South-East Asia?**

MN: There are a few that we have identified. Within Volvo we say that countries need to focus on education and infrastructure. One thing that is not yet fully developed across South East Asia are continuous highway networks. The emphasis is on continuous and well connected. There are great stretches of highway, but crossing a border is a different thing. As a result of the lack of these, there is an in-built wastage. There is no

need to have the prime movers changed at a border, costing valuable time.

Another issue is the lack of qualified and skilled drivers. In our view, trucks and their drivers are the lifeline of the economy. As a company, we also need to do our part to find a solution to this. Our Driver Development Program is aimed at this and we hope that it will be a way to lift up the industry. Interestingly, in Europe, drivers have much more say in the operations and we hear that drivers are now asking to be given the latest trucks as they are safer. One thing that people forget is that the drivers are the people that ensure goods are presented in the supermarket.

Finding mechanics is another challenge for the industry. In regards of both, quantity and quality of staff servicing trucks needs to be looked into. As the region grows, there will be an increased demand for mechanics as well. It is also up to us to make the industry more attractive to join.

If you are looking at the region, legislation is another challenge. In many cases, there are complicated rules and regulations and in certain areas the industry is overburdened with this. Some things could be done much easier. Uncertainty is another issue in this area. If you are setting up your business cases, you want to know what is happening. The various emission standards in countries around us are causing problems as there may not be the right fuel available to run the trucks across countries.

**AT: How will Volvo prepare for 2015 in view of the AFTA?**

MN: Sustainability is one cornerstone of our business. In order to be sustainable, you need to be innovative. You constantly have to look at the current offer and see what is missing and how you can address these needs. In many cases it is not about re-inventing things, but re-modelling what we already have available.

We have to break things down into the “hard product”, the truck and the software that comes with it. When it comes to regional business then, the latter needs to be adjusted so that the services we offer function across borders. Volvo is still the only truly global truck maker. This is a mindset we can apply to South East Asia as well. What we will be offering is the right truck with the right service network and product portfolio. Both are ready to address the needs arising from real long haul. Our approach will be to be the best business partners across borders.





One thing that is still sketchy is the actual date when the AFTA will be in force. What everyone knows is that it is to be in 2015. And that will be the time when transporters need to be ready with their service offering, using our trucks. Currently, we are also moving people around between dealerships and countries. If we have a shortage someplace, then we relocate staff.

It will be interesting for us as there will be more business and more competition.



**AT: Are there still a healthy level of competition in Malaysia or are there too many brands in the country?**

MN: It is a growing market. A competitive one. So, the pie is growing and with that there are more and more players coming in, wanting a piece of that pie. However, the Malaysian market has only a relatively small market and once that is covered, there will be consolidation. For us, we are covering the main segments and we benchmark against the other European trucks. Volvo managed to grow from just under 30 % market share in 2011 to 35% in 2012, arriving at just under 47% in 2013 among Continental (EU) Heavy Duty Prime Movers.

The competition forces us to improve our products and services, which forces us to innovate. In turn, this will benefit the economy and the country as a whole. That said, although the market is growing and others are coming in, there will be some consolidation eventually. Not everyone will be able to survive in this market. Yes, you can sell trucks, but can you service them? Volvo has been here since the 60s, as mentioned, and we have the support structure and the services. Everyone has to remember that the truck is just one aspect of the deal and clients need more than just the vehicle.

The bottom line is that some of the new entrants will learn, and learn very fast and others will not be able to compete and will therefore have to exit again. We have to remember that we are dealing with a market that sees between 3000 and 3500 heavy duty trucks sold in a year. There can only be so many players with adequate infrastructure.

**AT: Are truck manufacturers doing enough to enhance the image of the industry?**

MN: We have taken some steps, like i-STREC, Fuelwatch and Driver Development Program in order to enhance the image. Yes, these are also to enhance our brand, but overall the idea is to push the envelope when it comes to the overall perception. I would have to agree that we, as an industry, could collaborate more with various stakeholders. However, there is only so much you can communicate. Also, we need to observe compliance. As a result, the industry is somewhat operating in silos which limits what everyone can do.

Public transport is another area that can help improve the industry standing. If we were to get people out of traffic jams and into faster, more efficient transportation systems, then the industry will be perceived differently. A Bus Rapid Transport system is actually cheaper than the others and relatively easy to implement. As more people would use such a system, the general public will eventually appreciate the BRT and have a better opinion about commercial vehicles and their drivers as they offer convenience on their way to work or when going out for leisure activities.

Having realised that in Asia relationships are very important, Mats seeks to meet fleet owners, operators and drivers alike. He is hoping to stay longer in Malaysia in order to further foster the connections that he has started building. **F**



# Local Volvo Truck Fuelwatch Winners Compete in Sweden



*Local Fuelwatch winners set to go to Sweden to compete on a regional and global level to see who can drive using the least amount of fuel.*

Volvo Trucks Singapore held the local edition of its global initiative, Volvo Trucks Fuelwatch Competition, on August 23, 2014. The competition challenged over 32 drivers to achieve the highest fuel savings through optimised driving techniques.

## The Winners

The winners of the FH/FM and FMX categories were Mr Eros Neo Jit Hong and Mr Christopher Wu Ming Pu, who achieved an average of 30% more fuel savings than their defeated contenders. They were amongst the 20 finalists who had qualified through a theory test. The finalists then drove the trucks along a 13km route to prove themselves as the most fuel-efficient Volvo truck driver in Singapore.

Neo and Wu will represent Singapore and participate in the APAC and Global Fuelwatch competitions to be held in Goteborg, Sweden, headquarters of Volvo Trucks, in September 2014.

## More than a Competition

"Volvo Fuelwatch is more than just a competition to me, it is an

opportunity for drivers like me to learn and share best methods to manage fuel consumption and reduce my carbon footprint," said winner of FH/FM category, Mr Eros Neo Jit Hong from Tee Hai Chem Pte Ltd. "Winning the local challenge is icing on the cake as it will allow me to meet global experts and greatly broaden my knowledge."

"The competition has made me realise that there is so much more to learn about fuel management, particularly learning about the positive impact fuel saving techniques can have on my company as well as the environment," said winner of FMX category, Mr Christopher Wu from KKL Enterprise Pte Ltd. "I am very excited and wait in great anticipation for the opportunity to interact with and compete against drivers from around the world."

## Significant Savings

Volvo Trucks has long realised that fuel cost, accounting for 30 per cent of overall operating costs, is a big challenge for truck owners and operators alike to overcome. Research shows that with training drivers are able to reduce fuel consumption by up to 30 per cent, which can result in huge savings.

"Our initiatives are about providing our customers with platforms to learn and achieve optimal results through key concepts that represent a new era of efficient and effective truck driving techniques," says Valery Muyard, General Manager at Volvo



Trucks Singapore. "At Volvo Trucks, we view fuel management as essential, both economically for our customers as well as the environment which ultimately results in a reduction in CO2 emissions."

**Driver's Club**

To further enhance its commitment to partners and the truck driver community, Volvo Trucks Singapore launched its Volvo Trucks Singapore's Drivers' club at the Fuelwatch Competition. The club aims to exchange best practices on productivity, fuel management and training sessions in addition to awarding truckers with bonus points for driving fuel-efficiently and maintaining the trucks well. The accumulated points can be used to claim merchandises and vouchers from Volvo Trucks.

Participants of the Volvo Trucks Singapore Fuelwatch Competition 2014 were judged based on their fuel-saving performances in the new Volvo FH or FMX equipped with the state-of-the-art software, I-Shift, an automated transmission with built-in intelligence to quickly and automatically choose the right gear at all times. I-Shift is designed to save fuel. Every gear change is timed precisely in Economy mode, allowing the engine work at its most efficient revolutions per minute range.

A total of 23 drivers from all over the world will be joining the Final of Volvo Trucks' global Fuelwatch event, taking place in Gothenburg, Sweden. 



# Taking the Scenic Route: Traveling Across Afghanistan to Deliver Goods

## 10th Sustainment Brigade Public Affairs Office

BAGRAM AIR FIELD, Afghanistan – Soldiers assigned to 1st Platoon, 114th Transportation Company, Minnesota National Guard, and 1st Platoon, 730th Transportation Company, Army Reserve unit from California, joined forces to conduct a convoy escort team mission to pick up goods from a remote forward operating base in Regional Command-North and transition them to here.

CET operations are the most dangerous type of mission logisticians do throughout Afghanistan.

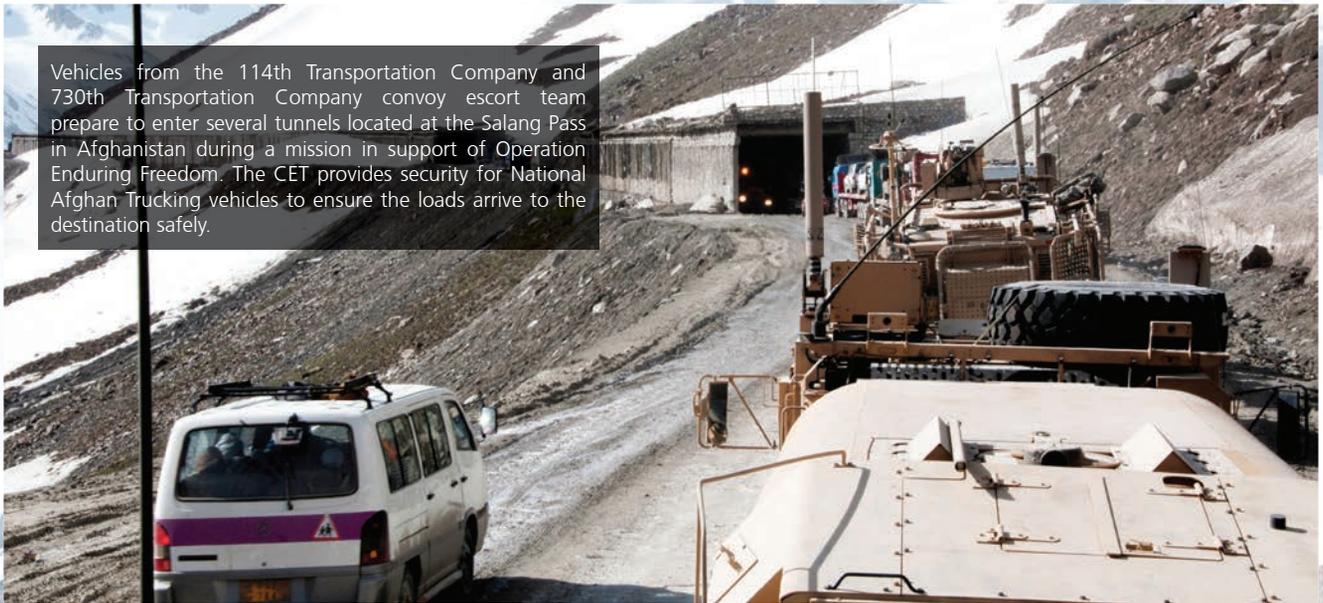
Master Sgt. James Sabyan, convoy commander assigned to 1st Platoon, 114th TC said Soldiers prepared for their mission by conducting preventive maintenance checks and services on their vehicles and ensuring quality assurance/quality control inspections were completed. They conducted a map reconnaissance, a manifest convoy brief and called ahead to make sure the loads were ready.

Soldiers also test fired weapon systems and ensured communication equipment was operational among many other checks.

A Soldier assigned to the 419th Combat Sustainment Support Battalion, 10th Sustainment Brigade, provides security at the Salang Pass after his convoy escort team halted for a quick refuel. Soldiers served as gunners, drivers or dismounts rotated positions during the mission, which allowed them to execute their training in multiple roles throughout the operation.



Soldiers assigned to the 114th Transportation Company and 730th Transportation Company, provide security during an emergency maintenance halt conducted to address maintenance issues. The convoy escort team quickly resolved issues that arose and continued their mission.



Vehicles from the 114th Transportation Company and 730th Transportation Company convoy escort team prepare to enter several tunnels located at the Salang Pass in Afghanistan during a mission in support of Operation Enduring Freedom. The CET provides security for National Afghan Trucking vehicles to ensure the loads arrive to the destination safely.

Leaders conducted their pre-combat checks before rolling out the gate and Soldiers from both companies arrived to wish the convoy safe travels.

The 114th TC took the lead on the first leg of the trip. Soldiers assigned to the 730th TC recently arrived to Afghanistan and this mission allowed them the opportunity to ask questions about how tactics, techniques and procedures may be implemented during certain scenarios as they watched road-tested warriors execute the mission.

"I'm glad we got paired up with the 114th," said Sgt. 1st Class William Gentry, convoy commander assigned to 1st Platoon, 730th TC. "They were the perfect unit to work with. They were very willing to give up their knowledge."

The two platoons built a relationship based on trust and understanding during the mission.

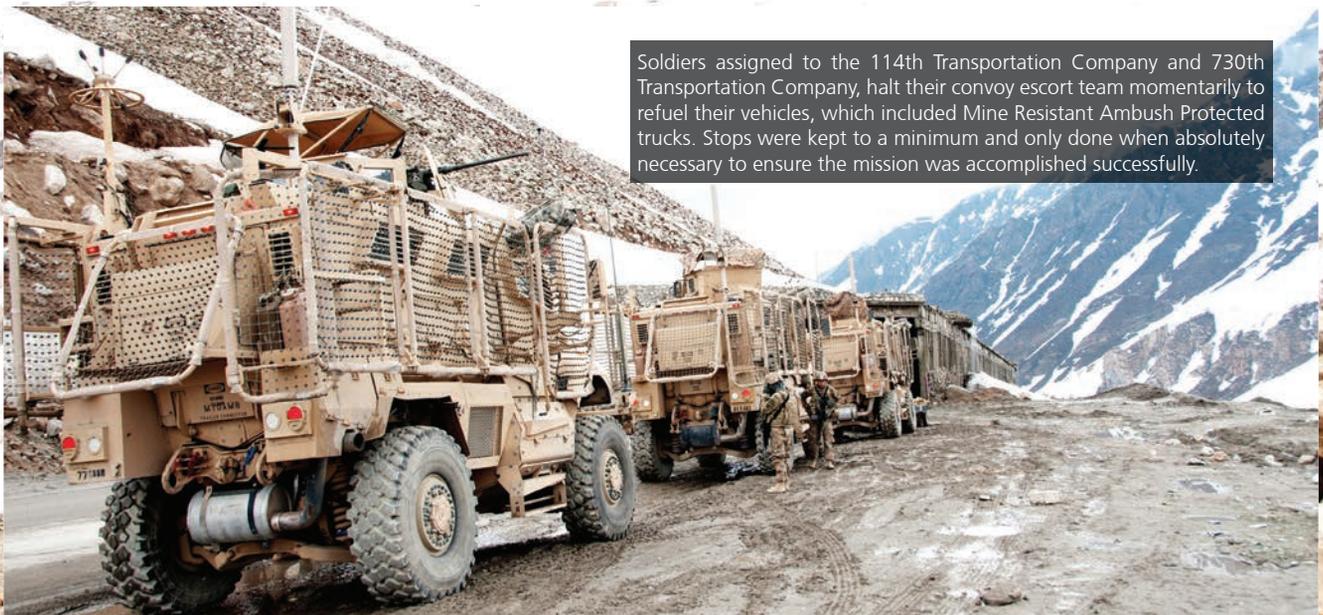
"The knowledge is there," said Sabyan. "The leadership is there. They just had to get rubber to the road and make things happen. I'm confident they will do great on their own when they start running missions."

The respect among Soldiers was evident in the way they spoke about each other and how they worked as a team.

"They have been really respectful," said Spc. Javier Toyos, a gunner assigned to the 730th TC. "They have been here before so their experience helps people who have not been here like me. They know what they are doing."

Sabyan said although there are sustainment missions being conducted, lately, most have been to transition equipment.

Items such as generators, vehicles and containers full of equipment were among the loads that were being transported by host nation trucks.



Soldiers assigned to the 114th Transportation Company and 730th Transportation Company, halt their convoy escort team momentarily to refuel their vehicles, which included Mine Resistant Ambush Protected trucks. Stops were kept to a minimum and only done when absolutely necessary to ensure the mission was accomplished successfully.

Spc. Keshab Ghosh, right, a gunner assigned to 730th Transportation Company, checks the oil level of a host nation truck to ensure it is mission capable. Soldiers also checked fuel levels, tire tread and batteries to minimize maintenance issues they may have encountered during the mission.



Transportation movement requests were checked and Soldiers verified the National Afghan Trucking vehicles were mission capable by visually checking oil and fuel levels, tire tread and batteries.

After the inspections, leaders held meetings to ensure the 730th TC Soldiers were ready to take the lead on the return trip.

Gentry said the team was excited and prepared well, which made him feel comfortable with his team being able to accomplish the mission.

Soldiers were given a 24-hour rest period before preparations were made for the trip back.

Gunners and dismounts exchanged duties with drivers and truck commander's, which allowed them to experience the mission from a new perspective and put their training to the test.

The roads were narrow at times and the Salang Pass tunnels were riddled with traffic. A quick fuel stop allowed some Soldiers to dismount and view the environment in a more intimate way.

Staff Sgt. Natale A. Neely, assistant convoy commander assigned to the 730th TC, said the view was surreal.

"It looked fake," said Neely. "Like a cartoon."

Several stops were made to check on trucks that were having maintenance issues but, for the most part, the mission was accomplished safely.

Gentry said his Soldiers did a good job driving, a vehicle that they typically don't drive, on the austere Afghan terrain.

After the mission was complete, sensitive items were accounted for, trucks were cleaned and a debrief with the battalion intelligence section was conducted.

Soldiers went to get some rest. They know they have many missions ahead. Logisticians will continue to travel across Afghanistan to ensure sustainment operations are successful as well as the transition of equipment in order to assist the Army with meeting its goals in support of Operation Enduring Freedom. **T**



Master Sgt. James Sabyan, convoy commander assigned to 1st Platoon, 114th Transportation Company, provides security at the Salang Pass after his convoy escort team halted for a quick refuel. The CET traveled from Regional Command-East to Regional Command-North to pick up host nation trucks carrying equipment that was identified to be transitioned to Bagram Air Field, Afghanistan.



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# Truck of the Future becomes Reality

*Mercedes-Benz Future Truck makes the future into reality with its autonomous driving with the integral "Highway Pilot" system.*



From a vision to reality – the spectacular Mercedes-Benz Future Truck 2025 study had a visually exciting and technically feasible take on the long-distance truck of tomorrow at the 2014 International Commercial Vehicle show (IAA). In ten years' time, trucks could be driving autonomously on motorways. Transport efficiency will increase, traffic will be safer for all road users and fuel consumption and CO2 emissions will be further reduced. To do this Mercedes-Benz connects existing assistance systems with enhanced sensors to the "Highway Pilot" system. Autonomous driving is already possible at realistic speeds and in realistic motorway traffic situations. The Mercedes-Benz Future Truck 2025 provides a glimpse of the future shape of trucks.

## Revolution on the Motorways

The technology of tomorrow is already reality at Daimler Trucks. The Future Truck constitutes a revolution in efficiency, safety and networking, a revolution for road traffic and its infrastructure, for professional driving and for the road transport sector. This is not a new truck, but rather the key element in the interconnected transport system of the future. It is being developed as part of the "Shaping Future Transportation" initiative by Daimler Trucks to conserve resources and reduce emissions of all kinds. Other aims are to ensure the highest possible level of traffic safety and to boost networking with intelligent data management considerably for tailor-made vehicle and service solutions.

In the summer the prototype demonstrated the exciting capabilities of the Future Truck at speeds of up to 80 km/h in realistic traffic situations on a section of the A14 motorway in Magdeburg, Germany. Now the thrilling exterior and interior of that same vehicle are being revealed.

## Fascinating Flowing Forms

In terms of design, the Mercedes-Benz Future Truck 2025 study combines function, efficiency and emotion in a fascinating way. It adheres to the Mercedes-Benz design philosophy of "Sensual Purity". Soft, slightly curved surfaces that are near-natural represent both efficiency and emotion. Inside and outside, the exceptional visual appearance symbolises the great leap from classic truck to autonomous transport vehicle of the future. Innovative forms and the lighting engineering of tomorrow send the conventional truck cab into the future.

The designers have leveraged the opportunity presented by future length specifications: extending the front section allows soft, aerodynamically flowing forms to be created. Visual effects from the paintwork in light silver emphasise the enticingly smooth contours. Compact cameras replace conventional exterior mirrors. Its windscreen resembles a visor. The study's integral sun screen and aero roof have a distinctive form.

## Maximum Calm

Featuring signature Mercedes-Benz style, the design is composed around the star as the central element. Looking practically seamless and as if made of one piece, the cab exudes maximum calm. Its plain yet powerful appearance lends it an imposing monolithic air.

While at a standstill with the engine switched off the front mask is closed. Classic elements such as the headlamps seem to be missing at first glance.

The Future Truck comes to life when the engine starts. LEDs illuminate the surfaces and light up the paintwork. The front mask gleams and LED bulbs shine instead of conventional headlamps to the left and right in the bumper. Orange flashing lights indicate when the truck is changing direction.

When the fully drivable study is being controlled manually and on the move, the lights are white. When the truck is driving autonomously the colour of the lights changes from white to blue. They then pulsate strongly, thus symbolising the truck's powerful heartbeat and clearly indicating the vehicle's current operating mode to other road users.

## A New Way of Working

The sensual purity of the Future Truck 2025's calming design is also reflected by the interior. Flowing lines from the exterior are taken up inside the cab. Mercedes-Benz already creates a visual separation between the areas for driving and living in the cabs of long-distance transport. In the future the cab will also include a more comfortable and functional working area for autonomous driving phases.

The interior of the Future Truck 2025 is compelling as the focus is on essential functions and the design is almost puristic. The

workplace for driving is calm and uncluttered like a modern, paperless office. Utilitarian engineering is excitingly juxtaposed with natural materials and a feeling of cosiness and warmth.

Wood flows from the floor to the instrument panel underlying the sense of well-being on board. The instrument panel is calm and uncluttered, with displays separating instruments and the exterior mirrors. Instead of conspicuous air outlets there is indirect climate control with a touchpad replacing conventional switch strips. Exciting lighting effects inside the cab also underline the distinctive character of the Future Truck.

### Self Drive

When the truck is travelling autonomously, the driver may recline the seat and turn it by 45 degrees, to adopt a relaxed, comfortable working position. At the same time, indirect lighting illuminates the interior without glare.

To communicate the driver uses a tablet computer. This is accommodated in the newly designed centre console, but is removable. Here the driver can process documents, schedule more destinations, accept orders and arrange the next break. The computer screen can be configured to suit individual requirements, also enabling the driver to call up trip data. On long routes driven autonomously, the tablet becomes as crucial as the steering wheel and pedals are in regular driving mode. As an overall concept it combines the high-tech driver's area of the future with a state-of-the-art, paperless office and a living room. The driver feels at home even when on the move thanks to the digital picture frame on the cab's rear panel where personal photographs scroll across the screen.

### Radar Sensors Scan Surroundings

The technology behind this exciting façade is no less impressive. The Future Truck is not, for instance, part of a platoon. It does not need to be daisy-chained to other vehicles. Radar sensors and camera technology enable the Future Truck to drive autonomously, independently of other vehicles or central control stations. Its technical features are thus crucial in giving the Future Truck its outstanding capabilities as an autonomous vehicle. For Mercedes-Benz the culmination of this is the highly intelligent "Highway Pilot" system, which resembles the autopilot on an aircraft.

Networking with other trucks or passenger cars extends its abilities further, but is not necessary for autonomous driving. A radar sensor in the lower area of the front end scans the road ahead at long and short range. The front radar sensor has a range of 250m and scans an 18-degree segment. The short-range sensor has a range of 70m and scans a 130-degree segment. The radar sensor is the basis for the proximity control and emergency braking safety systems already available.



### Stereo Camera

A stereo camera installed above the instrument support behind the windscreen keeps the area ahead of the vehicle in view. This is currently the location of a mono-camera if optional Lane Keeping Assist is ordered. The range of the stereo camera is 100m, and it scans an area of 45 degrees horizontally and 27 degrees vertically. The stereo camera of the Future Truck identifies single or two-lane roads, pedestrians, moving and stationary objects, all objects within the monitored area and the road surface. The camera recognises everything that contrasts with the background, and is therefore also able to measure clearances precisely. The front stereo camera registers the information on traffic signs and recognises lane markings as a major function for autonomous lane guidance.

The road surface to the left and right of the truck is monitored by radar sensors installed in the sides located ahead of the tractor unit's rear axle. The sensors have a range of 60m and cover an angle of 170 degrees in the longitudinal direction.

### Blind Spot Assist

These sensors form the heart of the new Blind Spot Assist system from Mercedes-Benz. The radar sensor modules are arranged to cover the area parallel to the truck over the entire length of a tractor/trailer combination or drawbar combination. In addition, this strip is extended forwards to two metres in front of the truck.

Blind Spot Assist warns the truck driver about other road users not only when turning; it also warns about imminent collisions with stationary obstacles – for example signs or lamps – and serves as an assistance system when changing lane. For Mercedes-Benz, the planned introduction of Blind Spot Assist over the next few years is a major step paving the way for the Future Truck and underlines Mercedes-Benz's role in pioneering maximum road safety.

### Networked and Autonomous

All sensors on board the Future Truck are networked (multi-sensor fusion), and provide a complete image of the surroundings. All moving and stationary objects in the truck's vicinity are registered. Fusion of the data by a high-performance multi-core processor in the central computer links the data from all sensors in the whole area in front of and beside the truck.

The sensor and camera technology is active from standstill to the legally permitted maximum speed for trucks. By intervening in the steering, it automatically keeps the truck safely in the



centre of its lane. The system also includes a three-dimensional digital map, which is already used for the assistance system Predictive Powertrain Control (PPC). This means that the truck is always fully aware of the road's course and topography.

### Communication with the Outside World

The "Highway Pilot" is ideally partnered with V2V and V2I networking. Every vehicle equipped with this in the near future will transmit continuous information to its surroundings. This includes vehicle position and model, dimensions, directions of travel and speed, any acceleration and braking manoeuvres and the bend radii negotiated.

The frequency of information transfer depends on vehicle speed and the intensity of any changes in its movement. It varies between one message per second when cruising to ten times this when changes are significant. Transmission is via WLAN technology, using the standard Europe-wide G5 frequency of 5.9 gigahertz. The basis is the ITS Vehicle Station (Intelligent Transport Systems and Services) on board the vehicle.

### Extensive Communication

Communication between vehicles is also standardised. The range of these continuous sent messages is a radius of around 500m. The vehicles inform each other about their movements, so that they can respond to them immediately in anticipatory mode. This includes reacting to vehicles joining a motorway, or when approaching the end of a traffic tailback, for example. The more vehicles are communicating with each other, the more dynamically and flexibly they are able to respond to one another and together.

In an ideal scenario, an uninterrupted chain of communication forms along a route that rigorously informs the driver and vehicle about road and traffic conditions a long way ahead on their journey. V2I means that all these messages and signals are also sent to external recipients such as traffic control centres. These are then able to respond flexibly, for example by changing the speed limit or opening up additional lanes. Messages can also be sent to vehicles about temporary road works.

All this data informs the driver and the onboard computer about events happening outside the range of vision in good time. The driver and vehicle are therefore aware of obstacles in advance, before they can become a hazard.

### Anti-tailback Measures

The Future Truck is not on the road in isolation, but constantly communicates with its environment, unnoticed by the driver. Traffic information passed is available to all road users. Because networked vehicles respond automatically to the data,

homogeneous traffic flow is ensured along with exceptional utilisation of limited road infrastructure. In combination with autonomous driving, road traffic will develop into a self-learning system.

Average speed is improved by better traffic flow and without raising the maximum speed. At the same time, homogeneous traffic saves on fuel.

### Autonomous Driving in Practice

After joining the motorway, the driver merges with the traffic flow in the appropriate lane. The system then prompts the driver to activate the "Highway Pilot". The driver activates it, and the vehicle switches to autonomous mode. According to the given traffic situation, the Future Truck is on the road independently, as no vehicle in front is needed as a reference to guide it. It acts autonomously in its lane. If there is another vehicle travelling ahead, the truck can adapt to its speed within the permitted limit and maintains a set safety distance. It is therefore always possible for other vehicles to join the lane safely.

The safety distance is always maintained – the Future Truck adapts perfectly to its environment. It operates independently of other road users thanks to networking. However, to fully benefit in terms of logistical efficiency and making optimum use of infrastructure, comprehensive networking is desirable. This development is certain to occur in a gradual manner. Open standards and protocols are important to this end.

### From Driver to Transport Manager

In many situations autonomous driving relieves the driver of "having to" drive, especially on tiring and often monotonous long-distance routes. As the truck regulates its own speed and automatically finds the best route using a navigation app, and because the transport company, dispatcher and goods recipient are constantly informed about the location, route and expected time of arrival, the driver is relieved of time pressure. This is a major stress factor for today's drivers.

The driver gains time for other activities and is able to communicate with his surroundings. The driver will be able to take on tasks previously performed by the scheduling team or which provide social contact. Owner-driver businesses in particular will be able to conveniently perform office tasks on the move.

Carrying out other activities will significantly change the professional profile of the truck driver. This will in turn give rise to opportunities for advancement from the purely driving role to transport manager. The profession of truck driver will become



*Dr. Wolfgang Bernhard, member of Daimler's Board of Management and responsible for Daimler Trucks and Buses*

more attractive – autonomous driving is therefore a compelling answer to the shortage of drivers. More than ever before, with autonomous driving the truck and its driver become a team, an intelligent, highly capable and cost-effective combination of man and machine.

### Consumption & Emissions Down

Fuel consumption and emissions will be significantly reduced during autonomous driving, thanks to more homogeneous traffic flow. Transport times will become more predictable. The new activities carried out by the driver or transport manager during journeys will revolutionise the freight forwarding sector, making it a dynamic and self-learning system.

Traffic flows on long-distance routes that are predictable for all road users improves safety. Already, assistance systems regulate vehicle speeds and are able to automatically initiate emergency braking to prevent accidents. Both have proved their worth for a number of years. Autonomous driving stands for perfection by fusion of the assistance systems.

In the future, accidents caused by human error will be largely a thing of the past. Safety regulations such as speed limits or safety gaps between vehicles will always be strictly adhered to. Anticipatory driving, a recurring theme in driver training courses, means programmed safety and cost-effectiveness for the Mercedes-Benz Future Truck 2025.

### Reality in the Short Term

One of the most interesting questions on the subject of autonomous driving is the time horizon envisaged for its realisation. In purely technical terms, turning it into reality on the roads is feasible within around five years. In terms of passenger car development cycles, a possible start is envisaged in 2020. Owing to the more complex factors for heavy commercial vehicles, the time horizon for such vehicles will, however, be rather longer – realistically implementation is possible within ten years, also in view of the legal considerations that still remain to be clarified.

The introduction of autonomous driving will not happen digitally from one day to the next, as development is progressing in a gradual manner: evolutionary stages are necessary to revolutionise goods haulage on the roads. In coming years, new and improved assistance systems will continue to pave the clearly set-out way to autonomous driving.

### Necessary Conditions

The technical preconditions are now being demonstrated for the first time with the Future Truck; however legislation also needs to be adapted to this new dimension in driving. A further



development of the "1968 Vienna Convention on Road Traffic", which most European countries have signed and implemented, is already under way. The Convention is intended to make road traffic safer by standardising regulations, and one of its core principles is that the driver must have control of the vehicle at all times and in all circumstances.

On the basis of the Vienna Convention on Road Traffic, UN/ECE Regulation R 79 does permit corrective steering intervention for steering systems, but not automatic steering over 10 km/h. This allowance is a precondition for Parking Assist and Stop-and-Go Assist.

### Driver Control

The Vienna Convention came about at a time when autonomous driving was still in the realms of science fiction. A committee of United Nations experts has recently supplemented the Vienna Convention on Road Traffic, providing the basis for legalisation on autonomous driving. Corresponding systems will be permitted in the future, as long as they can be deactivated or overruled by the driver at any time. This is standard for the "Highway Pilot" in the Future Truck.

Data security must also be ensured in technical and legal terms. This concerns external access to the individual vehicle, and also the transfer of data for V2V and V2I or internet communication. In addition to operating permission it will be necessary to clarify other legal aspects such as liability for traffic infringements and accidents, which can never be completely ruled out. The same applies to insurance and product liability aspects. How new working models and professional profiles are to be reconciled with the current regulations on driving and resting times also remains to be defined.

### The Answer

Where the associated legal steps are taken, the Mercedes-Benz Future Truck 2025 with the "Highway Pilot" system is the answer to the challenges of the future. The answer to increasing traffic, inadequate infrastructures, increasing cost pressure and a shortage of drivers. Against the background of numerous new and enhanced assistance and telematics systems and V2V/V2I communication, a new era in road goods transport and communication is being ushered in. In the future traffic will flow more smoothly, predictably and safely. Traffic systems will become more flexible, with better use of the infrastructure. Avoidance of human error at the wheel will reduce hazards and accidents. Transport operators will operate more cost-effectively and flexibly. Truck drivers will be able to assume different tasks as transport managers. This answer to the many challenges is not just a vision, it is already reality. 



# Emerging markets, emerging trends: Lightweight materials for commercial vehicles

*Lamilux sees the same pattern emerge in Asia as fleet owners and managers are now starting to look at innovative materials to reduce operating cost and improving safety.*

Just back from the IAA in Hannover, Lamilux's representatives Jean-Michel Goupy and Matthias Sommermann are confident that their latest innovations will be resonating well with the local players in South East Asia. "We have made great progress, this is a very exciting period of time we are entering" says Goupy, who is based in Singapore to assist local fleet owners to chose the right lightweight components from glass fibre. According to him, the market is there, it just takes a push for fleet owners to see the benefits.

### Emerging Trend

In South East Asia, steel is still widely used for truck and bus bodies as this is a relatively cheap material. However, Lamilux stresses that here again companies need to look at the overall cost of ownership, which includes the increased fuel cost as a result of the higher weight that comes with steel. Laminates from Lamilux for example offer easy maintenance as panels can simply be switched. They also offer high impact resistance and least of all this comes at a lower weight which will save over the years of running a vehicle. "We understand that cost matters. People are more and more understanding the approach we are taking. Our customers appreciate the product, they see the value of what we have to offer" Goupy said further. Typically, in South East Asia, roofs are made of GFK. Slowly, other components are also considered to be made from this material.





### Certified quality

Matthias Sommermann is also confident in saying “We see a trend emerge. Owners and operators of fleets are starting to see the value in Lamilux products as we have a guaranteed consistent quality. At the IAA we stressed this and together with TUEV (A German certification body, equivalent to SIRIM) we are working towards ensuring certified quality customers can rely on”. Although the Asian market is relatively small compared to Europe, Lamilux is trusting that the business will grow. Already based here, the company has engineers in South East Asia that work with customers on creating the products that are needed in the respective markets. Tech support is on hand in case of any problems that may arise. “In essence, it is the same product here and in Europe. It is just a question of how it is used”. In Europe for example, Lamilux products can be found in the entire cold chain, from production to the supermarket counter.

One of the main differences between the Asian and other markets is the role of the body builders. Elsewhere customers have a portfolio of composites for them to choose from and the bodybuilders will follow the customer’s choice. Here in Asia however, it is the bodybuilder that often specifies the material used.

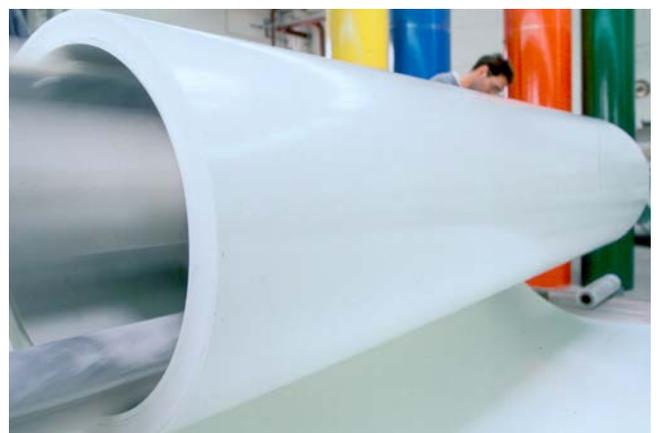
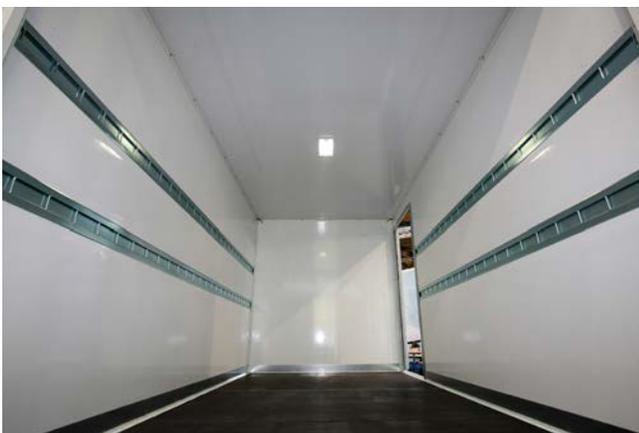
### Future beckons

Lamilux is also investing in developing new products, such as carbon. Shown at the IAA, this carbon solution is going to further reduce weight of the truck, thus improving fuel efficiency. “We are still in the early days. Currently, we are running studies to determine the actual savings. For now, Carbon is very expensive



and we need to see how this pans out”. Said Sommermann. Meanwhile, Lamilux and supermarket chain have embarked on a PPP (Private Partnership Project) whereby some 50 trucks are built up using the Carbon solution of Lamilux. Except for axles and doors, these trucks use Carbon wherever possible. The result of this field test will determine the further course of action for this product within the Lamilux product range.

As the company aims to grow with customers, both Goupy and Sommermann stress that they are here in South East Asia to help customers to choose the right material and to gather feedback in order to further improve the products offered. “Please do send us your comments or feedback as it is valuable for us in Lamilux” said Sommermann as we parted. **F**



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<ul style="list-style-type: none"> <li>• Measuring materials: polyurethane (diesel and gasoline)</li> <li>• Measuring accuracy: 99% - 100%</li> <li>• Operating temperature: - 40 °C to +80 °C</li> <li>• Three-wire type: blue- GND, black-output signal</li> <li>• Materials: stainless steel</li> </ul>	<ul style="list-style-type: none"> <li>• The gauge must be calibrated each time that the type of fuel is changed because unleaded fuel and leaded fuel and gasohol each have different insulating properties.</li> <li>• No inaccuracies</li> </ul>

The main specialty of Explosoft’s product is that they develop their own software. This takes place in Cyberjaya, their data center. “When everything is done here, we have the advantage to respond to customers’ demands or feedback as soon as possible and highly efficiently. Apart from that, our system will update in ten second intervals. Typically, other GPS based systems update between one to five minutes only,” said Leong.

**Pricing**

This advanced technology (GPS) is using a SIM Card which enables it to function as a live tracking unit. Live tracking allows fleet owners to receive reports anytime and anywhere. For this only RM25 will be charged every month. The total of RM300 per 12 months, will be deducted once a year. Explosoft is cooperating with Celcom and Maxis as their SIM Card supplier.

**Challenges**

Leong is confident “Our products will never be 100% complete, as we sometimes add new features, according to customers’

ideas and needs. The brand building takes quite some time to be accepted in the market. as there is huge competition. We offer a two week trial of our GPS product because we want to create interest and understanding toward the features installed.”

**Compatible with IOS, Android**

With real time tracking in your smart phone you can get the latest information from your vehicle fleet or assets at any time and any place. You can as well check for alarms in case one of your drivers is in distress or remotely control your trucks. It is definitely as smart as your phone.

Leong also pointed out that there is a free demo version available on the company’s website. The website also offers the option to generate quotations. 

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**B**all bearings need lubrication. If there isn't enough grease or oil in a bearing the friction will increase, causing heat and abrasion, thus damaging the bearing. As a result, the lifespan of the bearing(s) will be shortened and maintenance cost including standing cost will incur. Many fleet managers



schedule regular maintenance during which greases will be pumped into the ball bearings. However, in many heavy duty applications, this may not be sufficient as the grease may have been at a low level for some time before the scheduled maintenance and damage is already done.

**Grease it - all the time**

One solution to fight this is to install a lubrication system. Such systems weight between five to seven kilograms and can be fitted behind the cabin or onto the frame of the chassis. A grease reservoir sits on top of a mechanism that pumps grease in regular intervals into the bearings connected to the system. The lubrication intervals can be adjusted to suit the requirements of the application. Off road trucks may need a splash of grease more often than long haul trucks that run on surfaced roads. The amount of grease injected is very small per dosage, about 0.010cc to 0.100cc, however, this compensates for the grease lost from the bearing over time. Interlube, one supplier of such systems has calculated that one can save several thousands of Ringgit by installing a lubrication system.

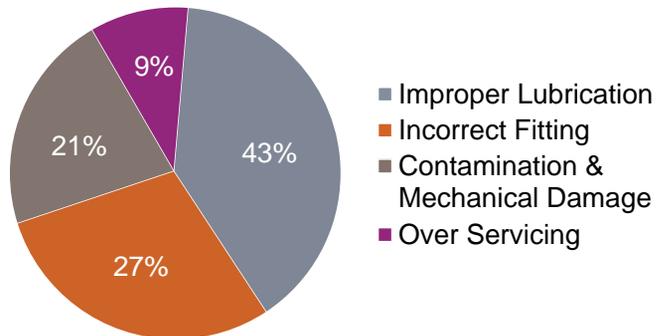
# Lube it right for profit



*The tougher the application, the more important the lubrication. However, it may be not enough to just press some grease into bearings every now and then.*

The system we are looking at here has a cam rotating inside the pump mechanism, pushing the grease into the individual lines. When rotating, the cam operates the pumping units sequentially as it turns. The cam also operates a paddle blade that draws the grease into the pumping mechanism. This means that there are no manifolds or distribution points needed to be installed on the vehicle. All that is needed is to refill the container about every two months.

**Causes for bearing failures**



**Advantage Multi-Line**

One can find two basic systems in the market: Single-Line and Multi-Line systems. While the Single-Line version may be cheaper, the Multi-Line variant has an advantage. In case on line breaks, the others are not affected and the lubrication will still continue. In case a Single-Line breaks, any lubrication point after the damage will not be lubricated either. The Interlube Multi-line system is able to lubricate up to 60 points on a vehicle and each line is serviced by an individual pumping unit.



**Where to get one?**

One supplier of lubrication systems in Malaysia is Interlube ([www.interlubesystems.com.my](http://www.interlubesystems.com.my)). The principal company was established in 1922 and is now a Timken brand. Timken ILS Ltd offers lubrications solutions, from single low cost gravity feed systems to automatic monitoral centralised lubrication systems for both grease and oil. All products are designed to increase uptime, reduce maintenance and improve efficiency. **F**

# Healthy lifestyle for truckers

The issue of health for truckers is one that we, the Asian Trucker team are very concerned about. We want to continue to keep reminding our truckers to change to a healthy lifestyle. This time we learn from Dr Maya Nagaratnam, Consultant Anaesthetist and pain specialist in Hospital Pantai Kuala Lumpur about health risks and how to avoid them when you spend long times sitting behind the steering wheel.

Dr. Maya Nagaratnam, was trained in the UK since the age of 18 years. After her training in medical school she studied Anesthesiology (a branch of medicine that focuses on pain relief during and after surgery) with sub specialization on chronic pain. To further deepen her knowledge, she has done two international advanced pain fellowships in chronic pain diseases. Unlike acute pain, chronic pain is now widely accepted as a medical disorder in its own right. She recently returned to Malaysia and is now working at the Hospital Pantai, Kuala Lumpur where she has set up first and only pain care center in Malaysia.

## Do's and Don'ts

**AT: What sort of disease/health problem are potential health risks that may affect truck drivers?**

**Dr. Maya:** The profession of a truck driver requires long hours of working, spending long time in a sitting position, isolation from friends and family, limited time to have a proper rests, sleep and eat a well balanced meal. All of this could lead to mental and physical health issues. Research that has been done in the US in 2004 was based on very high quality feedback gathered from long haul truckers. The study revealed that, generally, 47% of truckers did not go for regular health checks. Their main lifestyle issues are high blood pressure (hypertension), obesity, stress, spinal issue, chronic neck or low back pain or tinnitus. The latter is a ringing in the ear that comes about due to conditions requiring prolonged periods of time involved in jobs with high vibration exposure e.g long distance driving, oil grilling, operating handheld pumps and similar equipment.

**AT: What kind of bad habit that could lead to these diseases?**

**Dr. Maya:** Poor working conditions, habits formed in order to socialise and lack of good quality diet. Caffeine in coffee and tea tends to increase the adrenaline in the body and this combined with the harmful effects of smoking can increase ones risk of heart disease, hypertension and obesity by ten-fold. Combined with lack of opportunity to exercise regularly and the lack of fresh food that is healthily prepared is really difficult for truckers to combat these risks alone. Long hours of isolation and being away from family and friends reduces motivation.

It is a comparatively rough environment with long times spend away from home. Truckers tend to eat more than three times



*Every profession brings with it specific health risks. We look at how truckers can lead a healthier lifestyle while being on the road.*

per day and usually it is a heavy meal or fast food. It is not the number of meals consumed that is the problem, but the kind of food that is taken in at rest-stops. Heavy fried foods with lots of calories will result in weight gain and clogged up arteries over time.

**AT: What can you suggest to make the lifestyle for truckers a healthier one?**

**Dr. Maya:** The most important thing to begin with is a very strong motivation. Involve yourself in a healthy community that can influence you. It takes six weeks to break any habit. To stop smoking, one needs robust willpower to face the temptation. Somehow, the habits can also be caused by the social action where you are not a smoker, but when you are gathering with your friends, you tend to follow them smoking. If it's hard to take a long period of rest, maybe try to taking regular short rests and to use that time to do some very simple exercise such as walking around the truck; do a little bit of warm up exercise before the day starts, download some exercise apps that can actually track your health progress or bring some exercise equipment along in the truck. In terms of the vibration that drivers will experience, having a good seat support such as the lumbar support pillow will reduce such vibration. Apart from that, try to wear rubber sole work shoes to protect the ankles.

Plan your diet: having a good meal prepared rather than to keep thinking what to eat next. Drink more water and avoid energy drinks, which only result in extra tiredness.

There are a few symptoms that can indicate a potential heart attack, which may happen when you are driving. These are shortness of breath, sweating, chest pain and indigestion (like gastric pain). Whereas for stroke, the symptoms can be remembered as "FAST", where F stands for facial weakness, A for arm weakness, S for slurring of speech and T for time of the essence. If you witness these symptoms, it is time to call for an ambulance.

Truck drivers are exposed to tough working conditions and isolation but a community spirit and advances in technology can help boosting self awareness and responsibility for own health. **F**





## Asian Trucker Drivers Club's newest members - Signed at the First Johor Safe & Responsible Truck Drivers Day.





# Who is Responsible?

*We often hear that companies don't invest in maintenance or in new technologies to ensure that trucks are safe, but is it just the transport companies that need to take care?*

"Safety is everyone's concern." We hear this often, especially around heavy trucks and machinery. We hear this despite the vast majority of truckers being diligent workers who take good care of their vehicles. However, there are still some for whom safety is just an un-necessary expense and not an investment. So who is really responsible? I take a recent post on Facebook as a starting point for this conversation.

So, here you have it - an obviously unsafe truck. It would seem that the trucker doesn't care about safety. Right? Maybe not? Perhaps he has highlighted the issues to his boss who in turn did not react? Or maybe this is an owner/driver and his clients have already pointed these issues out, but he did not react? Maybe the enforcement officers have not had a chance to come across this truck and he has been lucky to evade them? And maybe the public doesn't care enough about trucks and their safety to file a complaint?



There are two kinds of conversations I have with truck drivers. The first one upsets me. It is when Asian Trucker offers a course in Tyre Management for Road Safety and the invitees respond: "We don't need this, we know everything." Unless technology and research is at a stand-still, I would agree. However, it is not. Wouldn't you agree that the use of modern tools such as retarders, ABS, EBS and others may require you to keep yourself abreast of things?

Then there is the second type of conversation. And it upsets me in two ways. When people tell me that they know a truck is not 100% in order, but the boss won't do anything. To begin with the boss endangers not only the driver, but also others. I am also getting upset with drivers as they will, in many cases, continue to drive an unsafe vehicle. Why? Because if they don't, they lose money and there is always another driver that will be happy to pick up the load for a fee. Just imagine what would happen if no driver would accept a job that would put him in the hot seat? Correct, the errant bosses would have to react.

The public gets a fair share of criticism too. Safety requires investments. Yes, a safer fleet will also make more money, but you need to start with putting down the money. Now let's ask who of us isn't happy to have the cheapest cauliflower in the super-market! Perhaps, if we all agreed to pay a few cents more for the transport of our goods, maybe more transporters could upgrade / repair / replace their trucks more often?

In my view, the answer to "Who's responsible?" is simple, yet difficult to put into practice. The answer would be "We all are, in different ways!" All that said, let me stress again that in general truckers are decent people who want to earn an honest dollar. However, there is still some out there who don't care about safety and they are the ones that tarnish the industry. Here lies our collective responsibility, to get them on track and to convert them to safe drivers. **T**



# 6 x 4 Prime Mover

## HOKA ZZ4253S3241C

<b>GCW</b>	<b>70,000 KG</b>
<b>CURB WEIGHT</b>	<b>9,371 KG</b>
<b>CUBIC CAPACITY</b>	<b>11,596 L</b>
<b>MAX OUTPUT (HP/RPM)</b>	<b>420 HP @ 2,000 RPM</b>
<b>MAX TORQUE (Nm/RPM)</b>	<b>1,820 Nm @ 1,100 RPM - 1,500 RPM</b>

ITEM	DESCRIPTION
CHASIS	FRAME Reinforced Double Layer Subframe
DIMENSION	WHEELBASE (mm) 3,150 + 1,350
AXLE	FRONT AXLE (kg) REAR AXLE (kg) SUSPENSION 9,000 16,000 x 2 with Hub Reduction (4 U-Bolt Heavy Duty Suspension) Semi Elliptic Leaf Springs with Hydraulic Double Action Shock Absorbers & Stabilizers
ENGINE	MODEL TYPE DISPLACEMENT EMISSION D12.42 4 Stroke In-Line 6 cylinder Intercooler Turbo Direct Injection Diesel Engine 11,596 L Euro II
TRANSMISSION	TYPE MODEL RATIO ZF16S1950 MANUAL, Synchronesh (16 FORWARD / 2 REVERSE) (F) 11.64, 9.699, 7.999, 6.666, 5.725, 4.771, 4.074, 3.396, 2.857, 2.381, 1.636, 1.405, 1.171, 1.000, 0.833 (R) 9.410(R1), 7.842(R2)
BRAKES	SERVICE PARKING AUXILIART BRAKES Dual Circuit Compressed Air Brakes Compressed Air Operating On Real Wheels Exhaust Brakes
STEERING	TYPE ZF Hydraulic Power Steering
FUEL	TANK SIZE 400 Litres

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**22Ft Deck Length Tri Axle low loader (drop-deck) Semi-Trailer** -, Detachable gooseneck, 15ton axle, 275/80R22.5 tubeless tyres, 8.25x22.5 wheel rims, **RM1XX,XXX** Call 03-78430095 (Ms.Goh), (Loc. S.Alam)

00521824



**41Ft Quad Axle General Cargo Semi-Trailer** -, 9pcs wooden dropside, 15ton axle, 11R22.5 tubeless tyres, 8.25x22.5 wheel rims, excl.steel railings, **RM9X,XXX** Call 03-78430095 (Ms.Goh), (Loc. S.Alam)

00521823



**41Ft Tdm Axle 'Hard Top' Curtainsider Semi-Trailer** -, 14ton axle, 11R22.5 tubeless tyres, 8.25x22.5 wheel rims, structureflex curtainside, **RM8X,XXX** Call 03-78430095 (Ms.Goh), (Loc. S.Alam)

00521822



**41Ft Tri Axle LPG Pallet Semi-Trailer** -, 17ton axle, 265/70R19.5 tubeless tyres, 7.5x19.5 wheel rims, **RM9X,XXX** Call 03-78430095 (Ms.Goh), (Loc. S.Alam)

00521821



**DAIHATSU HIJET '0' DOWN PAYMENT**

-, new body import from japan, rebuilt in Malaysia, new tyre, new seat, new aircond, new cd player, automatic & manual gear, **RM28,800** Call 019-3829102, 019-2303299, (Loc. OKR)

00521641



**DAIHATSU V116 2005**, 1-Careful owner, Must view, Tiptop, Well maintained, Green Engine, **RM46,800** Call 0192303299, (Loc. OKR)

00521662



**DAIHATSU V116-HA BDM 5,000KG 2007**, corrugated box van, tiptop condition, sell as it basic condition, **RM42,000** Call 012-2224490, 016-3235698, (Loc. Klang)

00522323



**DAIHATSU V58 (4500KG) 06**, 1owner, orig paint, 1mlie, smooth engine, nice interior, 100%accfree, must view, **RM3X,XXX** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521146



**DAIHATSU V58 (4500KG) 99**, 1owner, new paint, nice interior, 100%accfree, gd morning, must view, **RM-** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521170



**ERA JINBEI 2.2 P 2014**, 14 Seater, Double Blowers, 2.8 Diesel Turbo, Fabric Seat, ABS+EBD, From, **RM70,300** Call 0196186648, 0126511283, 0166222163, (Loc. SETAPAK)

00521331



**ERA KOMUTER 1.3 PETROL 2014**, 1 Ton Pickup, Luton Van Body, Wooden, Box, **RM31,888** Call 0116222163, 0122308686, 0126511283, (Loc. SETAPAK)

00521372



**ERA KOMUTER 15 SEATER 2014**, 2.5 diesel turbo(m), high roof, long wheelbase, window van, ABS+EBD, luxury seat, **RM105,500** Call 0122308686, 0126511283, 0196186648, (Loc. SETAPAK)

00521315



**ERA KOMUTER 2.8 D 2014**, DVD/TV, alloy S/Rims, 18 Seater, Double Blowers, Diesel Turbo, ABS+EBD, Roof Aircond, From, **RM114,888** Call 0166222163, 0196186648, 0122308686, (Loc. SETAPAK)

00521346



**FORD MAXI 2.5 DIESEL 2003**, Red, Well maintained, 14" S/Rims, Full Seat, Bas Sekolah, **RM CALL FOR BEST PRICE** Call 0193333262, 0123991819, (Loc. Segambut)

00522107



**FOTON VIEW 2.8 DIESEL SEMI PANEL VAN NEW**, 5 Seater, Welcome to test drive, high offer, -, **Call 012-3331189**, 017-3617127, (Loc. OKR)

00521658



**EXCAVATOR For Sale**

Import Recon Case580, JCB 214 KOMATSU EXCAVATOR, KOBELCO SK200-6-4, EX200, SH60, SH120, PC150, PC 200, PC300, EX60, S280, EX120, CAT910 Wheel Loader, HITACHI EX200-5, ZX130 With EX120, **RM-** Call 012-6230289, 012-3890036, (Loc. Senawang)

00520992



**HINO PROFIA**

Unreg, Hino Profia, Palfinger pk24500, Self loader, **CALL FOR BEST PRICE** Call 0111-5133333, (Loc. Seremban)

00520955



**HICOM MTB 145 (4500KG) 06/11**, 1owner, orig paint, orig t/top cond, 100%accfree, smooth engine, must view, **RM-** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521160



**HICOM MTB 150 DXL (5000KG) 2005**, 1owner, 17' feet long body, new paint, smooth engine, nice-interior, 100% accfree, must view, **RM** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521194



**HICOM MTB140 (4000KG) 99/00**, 1-owner, new-paint, good running air-cond 100% acc.free, loan arrangeable, must-view, **RM2X,XXX** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521546



**HINO (5000KG) 07/08**, 1owner, 17'feet long body, orig t/top cond, 1mlie, 100%accfree, **RM6X,XXX** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00521177



**ISUZU -**

-, with crane/hoist, new ISUZU with any specialised body, **RM-** Call 019-2702957, (Loc. OKR)

00521725



**ISUZU ARM ROLL**

-, Unregistered, High Loan, Low Interest, MADE in japan, rebuilt in malaysia, **RM82,800** Call 019-3829102, 019-2303299, (Loc. OKR)

00521649



**HINO RK1J** 2010, Clean Interior, DVD/TV, Well maintained, Accept trade-in, 40 Seater, Bas Persiaran, Loan arrangeable, Air-Conditioned., **NEGO Call 012-3991819**, 019-3333262, (Loc. Segambut)

00522446



**HINO WU300R BDM 4,800KG** 2009, Corrugated Box 12 1/2 ft, Nice condition, few unit to choose, Worth to buy., **RM5X,000 Call 012-2224490**, 016-3235698, (Loc. Klang)

00522255



**INOKOM LORIMAS (BOX)** 2002, new paint, smooth engine, 100% accfree, nice interior, t/top cond, must view, **RM1X,XXX Call 012-8881795**, 019-3333155, (Loc. K.Lumpur)

00521141



**INOKOM LORIMAS LUTON BOX** 2006, 1-Careful owner, new paint, green engine, **RM23,800 Call 0193829102**, 0192303299, (Loc. OKR)

00521667



**ISUZU NPR** 2014, White, 3S CENTRE HIGH LOAN,LOW DOWN PAYMENT FAST APPROVAL SPECIALIST LORRY WARE HOUSE ALL BRAND AVAILABLE RAYMOND CHONG, **RM93,200 Call 019-3236666**, (Loc.Selangor)

00520976



**ISUZU NHR (1TON)** 93/96, with canvas & frame, smooth engine, 100%accfree, nice interior, orig cond, must view, **RM1X,XXX Call 012-8881795**, 019-3333155, (Loc. K.Lumpur)

00521165



**ISUZU NHR (4100KG)** 1997, new paint, very smooth-engine, nice interior, 100% accfree, t/top cond, must view, Steel-floor Board, **RM1X,XXX Call 012-8881795**, 019-3333315, (Loc. K.Lumpur)

00521187



**ISUZU NHR 55E** 1996, 1-Careful owner, DVD/TV, Must view, Well maintained, Original condition, **RM13,800 Call 0193829102**, 0192303299, (Loc. OKR)

00521688



**ISUZU NPR** 97/96, 31 seaters, fully refurbish, call for best price, loan arrangeable., **NEGO Call 019-3333262**, 012-3991819, (Loc. Segambut)

00522115



**JINBEI H2L 2.5 (D/P)** 2014, alloy S/Rims, 15 Seater, Double Blowers, CD, Power wing mirror, ABS+EBD, From, **RM92,800 Call 0122308686**, 0126511283, 0166222163, (Loc. SETAPAK)

00521361



**MITSUBISHI 5000KG BOX** 2006, 1-Careful owner, Original condition, green engine, **RM43,800 Call 0193829102**, 0192303299, (Loc. OKR)

00521679



**MITSUBISHI CANTER(4500KG)** 2004, 1owner, new paint, l/mile, orig t/top, 100%accfree, call for price nego, **RM-** Call **012-8881795**, 019-3333315, (Loc. K.Lumpur)

00521136



**MITSUBISHI DELICA 1996 2.5 DIESEL** 1996, Red, Acc. Free, Clean Interior, Well maintained, 7 Seater, Loan Arrangeable, Must View, **RM NEGO Call 0123991819**, 0193333262, (Loc. Segambut)

00522110



**NISSAN C22 (PICK-UP)** 2007, 1-owner, stainless steel floorboard, very smooth engine, 100% acc.free, must view, - Call **012-8881795**, 019-3333155, (Loc. K.Lumpur)

00521523



**NISSAN C22 1.5(M) PANEL VAN** 95/07, 1-careful owner, acc-free, must view, well maintained, many spec to choose, **FROM RM13,800 Call 017-3866643**, 016-3368023, (Loc. Serdang)

00522139



**ISUZU NPR 71 WOODEN BODY 17 FEET**

- , Unregistered, Made in Japan, rebuild in Malaysia, new facelift, **RM68,800 Call 019-3829102**, 019-2303299, (Loc. OKR)

00521653



**MITSUBISHI FUSO OTHER 3908cc Euro 2**

2014, White, 3S CENTRE 3 YEAR WARRANTY SPECIALIST LORRY WARE HOUSE HIGH LOAN FAST APPROVAL RAYMOND CHONG, **RM95,933 Call 019-3236666**, (Loc.Kuala Lumpur)

00520979



**NISSAN C22 1.5(M) SEMI PANEL** 99/2006, 1-careful owner, acc-free, low mileage, must view, well maintained, **FROM RM15,000 Call 017-3866643**, 016-3368023, (Loc. Serdang)

00522305



**NISSAN C22 1.5(M) WINDOW VAN** 96/04, must view, smooth engine, good running condition, **FROM RM16,000 Call 016-3368023**, 017-3866643, (Loc. Serdang)

00522310



**NISSAN C22 WINDOW VAN** 1997, 1owner, smooth engine, very nice interior, accfree, t/top cond, must view, new paint, **RM18,800 Call 012-8881795**, 019-3333155, (Loc. K.Lumpur)

00521153



**NISSAN CABSTAR (DIESEL)** 1991, 1-owner, new-paint, new-seat with steel floorboard, value-buy, smooth engine, 100% acc.free., - Call **012-8881795**, 019-3333155, (Loc. K.Lumpur)

00521532



**NISSAN CMF (31 SEATERS)** 1995/97, window bus, fully refurbish, loan arrangeable, **NEGO Call 012-3991819**, 019-3333262, (Loc. SEGAMBUT)

00522117



**NISSAN G 4S41 WOODEN CARGO** 2007, 1-Careful owner, New paint, **RM33,800 Call 0193829102**, 0192303299, (Loc. OKR)

00521673

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**NISSAN JP 2008**, aircond, 44 seaters, new paint, loan arrangeable, acc.free, accept trade in, **NEGO** Call **019-3333262**, 012-3991819, (Loc. Segambut)

00522112



**NISSAN VANATE C22 1.5(M)** 1999, Clean Interior, Must view, No offroad use, Tiptop, FULL Seater, **RM1X,XXX** Call **0122059222**, 0122623336, (Loc. Kajang)

0052145



**NISSAN VANETTE 1.5(M) LUTON VAN** 2004, pasar malam box van, good condition, smooth engine, must view, well maintained, **RM27,800** Call **017-3866643**, 016-3368023, (Loc. Serdang)

00522313



**NISSAN YU41H5** 2005, Must view, New Tipper Body 14 Feet, Low Deposit High Financing, Worth To Buy, **RM4X,000** Call **012-2224490**, 016-3235698, (Loc. Klang)

00522260

**NISSAN C22 VANETTE**



91/10, largest & specialist in vans, all new paint, full spec, fully refurbished, opposite sek, teknik with blue signboard, **RM1X,XXX** Call **012-2867842**, (Loc. Sg Buluh)



00521379



**NISSAN YU41H5** 2006, Refrigerator box with thermo king unit, sell as it basic condition., **RM3X,000** Call **012-2224490**, 016-3235698, (Loc. Klang)

00522314



**P&H KOBELCO (5035) 35 TON** -, full hydroilid system, good cond, **RM330,000** Call **019-2225525**, 012-2811619, (Loc. Klang)

00520925



**PERODUA RUSA 1.6 (EX)** 2001, Acc. Free, Clean Interior, Well maintained, Call for best price, S/Rims, Full seater, **RM POA** Call **0123302626**, 0196138822, (Loc. SEGAMBU)

00522106

**TOYOTA HIACE**



92/06, Clean Interior, Tiptop, Well maintained, Accept trade-in, Call for best price, Ready Stock, largest & specialist in vans, all new paint, full spec, full refurbished, Sri Gombak 96 Auto City, **RM2X,XXX** Call **012-3725615**, (Loc. Sri Gombak)



00521377



**PERODUA RUSA 1.6(M)** 1997/2008, Excellent condition, Many extras, Must view, Well maintained, smooth engine, best buy, **FROM RM11,000** Call **017-3866643**, 016-3368023, (Loc. Serdang)

00522321



**TOYOTA HIACE 2.5(M) TURBO DIESEL** 2009, White, ABS, Acc. Free, Clean Interior, Airbags, Seater, CD player, Loan Arrangeable, **NEGO** Call **019-3333262**, 012-3991819, (Loc. Segambut)

00522114



**TOYOTA LITEACE** 1990, Clean Interior, Well maintained, **RM9,000** Call **019-222 5525**, (Loc. Klang)

00520926



**TRAILER CHASIS BDM 32,000KG** 94, Container Trailer Chasis 20FT, Sell as Basis Condition, make by Scomi Engineering, many units., **RM12,000(NEG)** Call **012-2224490**, 016-3235698, (Loc. Klang)

00522257



**TOYOTA LY DOUBLE CABIN**  
-, Unregistered, high Loan, low Interest, make in Japan, rebuild in Malaysia, **RM4X,XXX** Call **0193829102**, 0192303299, (Loc. OKR)

00521698



**VOLVO FM12 BDM 36,000KG** 2010, Must view, prime-mover 2nd generation and trailer kargo AM 41 feet double AX, **RM13X,000** Call **012-2224490**, 016-3235698, (Loc. Klang)

00522254

# Asian Trucker opens office in Singapore



Incorporated in October, Asian Trucker's Singapore office is now officially in business. Headed by journalism veteran Floyd Cowan, the Singapore edition of Asian Trucker has been in the market for three years. Asian Trucker decided to set up a dedicated subsidiary in the island

state as a sign of commitment to the market. "We are delighted. This is a good step forward for us" said Stefan Pertz, Editor of Asian Trucker Malaysia and the Bus Special.

Said Floyd Cowan, Editor in Chief "Singapore is a very exciting market for trucking. There is a lot going on despite it being small. Over the years, we have build a good reputation and our magazine can already be found in offices of transporters here in Singapore. We thank our advertisers for their support and look forward to further strengthening our relationships."

The opening of the Singapore office comes only a month after Asian Trucker established Asian Trucker Thailand Limited.

## Asian Trucker online suvey results



# Automatic Trailer Learning for Continental Tire Pressure Monitoring



### New Additional Function Simplifies Tire Detection

Continental has added a new feature to its successful ContiPressureCheck™ tire pressure monitoring system. Automatic Trailer Learning (ATL) can now monitor the condition of tires on trucks and trailers much more easily and practically. Semitrailer tractors with ATL can automatically and wirelessly detect each trailer tire equipped with ContiPressureCheck sensors. This means that the tire pressure monitoring for the trailer matches up with that of the tractor vehicle, even if the semitrailer is frequently changed.

The pressure and temperature data from all twelve tires on the truck and trailer combination are reliably transferred to the display in the cab. The wiring for the ContiPressureCheck system with ATL is fitted exclusively to the tractor vehicle. Once the ContiPressureCheck sensors are fitted in the tires, no further installation work is required on the trailer. It only takes the system a few minutes to detect a newly coupled trailer and display the initial data. This happens while the vehicle is in motion and without the driver having to do anything. When the vehicle has been stationary for more than 15 minutes, ContiPressureCheck™ checks again whether the tractor vehicle is coupled to a trailer and, if so, to which one. If a new trailer is detected it sends the tire data to the cockpit. Continental will be presenting the new Automatic Trailer Learning function to the general public for the first time at the IAA Commercial Vehicles Show 2014 in Hanover.

The tire manufacturer brought ContiPressureCheck™ to market in 2013. This modern tire pressure monitoring system essentially consists of a battery-

operated sensor module in each tire, a receiver on the vehicle frame, and a display on the dashboard. The sensor module measures about two centimeters across and weighs just 26 grams. It contains sensors for data acquisition, a processor, and a transmitter, all housed in a rubber bracket that is fixed to the inside of the tire tread. When the tire is changed, it can be removed from the bracket and used on the new tire. The battery lasts about six years or 600,000 km. ContiPressureCheck™ works with all tire brands and on all truck-trailer combinations and buses.



# MAN positive after huge success at IAA



**D**uring the IAA in Hannover we also met with Heinz-Jürgen Löw who is Member of executive board Sales & Marketing at MAN Truck & Bus AG, Munich since March 1, 2013. His review of the IAA and outlook for the coming years were positive.

"As an exhibitor, we have had a very positive response from the market. Round about 210.000 visitors came to the MAN stand to see our products and services" said Löw. According to him, the launch of MAN's new D38 engine at the

IAA coupled with other innovations drew the crowds to the stand. The MAN TGX EfficientLine 2 with the "Efficient Roll" system and the "GPS cruise control" are just a few of these innovations showcased. Another highlight of the show was the new NEOPLAN Skyliner, which will be available as of July 2015.

On the innovation stage, MAN introduced a TGM with CNG engine. Further, a hybrid prime mover was on display.

Löw also said "We are obviously also very proud of our safety systems. MAN has continually targeted and improved the active safety of its trucks and buses. This has resulted in assistance systems that support the driver precisely". He further stated that the success of MAN is based on having the right products with the right service and backed with superb sales and after sales networks.

MAN has also expanded the range of services with MAN ServiceCare with the goal of cutting the overall costs for the customer by forward-looking maintenance planning via connected data management.

The company is set to grow further within and outside of Europe. Commenting on the partnership with Volkswagen, Löw said "This is great! As part of a strong group within Volkswagen we have faster access to innovations, which help us to maintain the edge in our industry".

## DAF to establish office in Turkey



**D**AF Trucks N.V. will establish its own marketing and sales office in Istanbul to further strengthen its market position in Turkey. The new subsidiary – DAF Trucks Turkey Otomotiv Ticaret Limited Şirketi – will be operational as of December 1, 2014.

Turkey is one of the fastest growing commercial vehicle markets outside the EU. Market volume is expected to grow from 30,000 heavy duty trucks in 2012 to 42,000 next year, in anticipation of Euro 6 emission legislation coming into force in January 2016.

Last year, some 700 DAF trucks were registered in Turkey, resulting in a 2.2% market share in the heavy duty segment. Objective for the mid-term is to realize a market share of at least 6%. To support this target DAF aims to double the network of sales dealers from 6 to 12 and to increase the number of service locations from 15 to 18 within two years. "Turkey is a mature market which requires the presence of a DAF owned marketing and sales organization", said Gregor van der Mark, managing director of DAF Trucks Turkey Otomotiv Ticaret Limited Şirketi. "We thank distributor Tirsan for establishing the DAF brand in Turkey over the past 19 years."

## Hino Motors to Enter Two HINO500 Series Trucks in Dakar Rally 2015

*Trucks get power upgrades, team enhances capabilities as it aims for high rankings in the overall Trucks category*

**H**ino Motors, Ltd. (Hino) will be teaming up with Team Sugawara, led by Yoshimasa Sugawara, to enter two HINO500 Series trucks in the Trucks category of Dakar Rally 2015 as HINO TEAM SUGAWARA. The rally is scheduled to start on January 3rd, 2015, in Buenos Aires, Argentina.

In response to what has become an increasingly speed-oriented race, the team has been phasing in power upgrades by increasing the displacement of its trucks' engines. In the 2014 rally, the team achieved good results by mounting Car 1 with an A09C engine, an engine with 1 liter greater displacement than the J08C engines used in the past. Car 2 will also be powered by this engine for the 2015 rally, as well as receiving upgrades to its exhaust system to realize further power enhancements. Both trucks have also received front and rear suspension upgrades to improve road surface tracking performance as the team aims to improve the trucks' speed over rough surfaces.

The team will also be taking steps to improve its team capabilities. First, an additional navigator will be assigned to

Car 1, driven by Yoshimasa Sugawara. The total of two navigators is expected to reduce the crew's workload and improve racing performance. Second, with mechanics playing a critical supporting role in the race, the number of mechanics chosen from among Hino dealers nationwide has also been increased by one. This year one mechanic has been chosen from each of Hakodate Hino Motor, Tokyo Hino Motor, Yokohama Hino Motor and Hiroshima Hino Motor. Additionally, one mechanic from Hino's Vehicle Planning & Production Engineering Division and an engineer from the Engine Engineering Division will be joining the team—both returnees from the previous year—as part of the team's strategy for improving its overall capabilities by drawing in as many rally veterans as possible. Through these efforts, the team aims to win its sixth straight championship in the Under 10-litre Class, and finish with a high ranking in the overall Trucks category.

By continuing to race in the world's top rally, Hino hopes to share in the excitement of motor sport fans around the world, and build a stronger Hino brand overall.

# Schmitz Cargobull plant in Zaragoza impresses Chinese visitors



**B**oard members from the Dongfeng Motor Company and the Dongfeng Commercial Vehicle Company recently travelled to Hanover to attend the IAA Commercial Vehicles trade fair. They then toured Schmitz Cargobull's Spanish satellite plant in Zaragoza, which assembles curtainsiders. The Dongfeng Motor Company Ltd. is the joint venture partner for the Chinese factory in Wuhan (CN).

The Dongfeng management team were able to experience the comprehensive

range of services offered by the Schmitz Cargobull Group at its 2,500 m<sup>2</sup> stand at the IAA trade fair, and see how these have helped the Group achieve its position as a premium manufacturer and market leader. Among the products that caught their eye was the first grid mesh trailer from the new Chinese factory in Wuhan. This high-quality vehicle is a clear example of the Group's new strategy – to develop from a European leader into a global player. This new type of trailer features a chassis manufactured using the same high-tech cold forming

production technology used for the recently announced GENIOS series of vehicles developed for the European market. The robust vehicle attracted a lot of attention, not only from the Chinese guests, but also from a large number of attendees from outside Europe.

The visitors then travelled to the Zaragoza plant in Spain, where they gained a detailed insight into Schmitz Cargobull's industrial company and product strategies. In all of the areas they visited – research, development, construction, logistics, manufacturing and testing and quality assurance – the guests witnessed a value chain focused on quality, customers and reliable processes. The Group's mission statement of developing reliable vehicles and services, and innovative and market-oriented solutions, was clearly reflected in the Zaragoza assembly plant. In this "manufacturing satellite", the same high-quality standards are followed as in the competence facility in Altenberge, meaning its curtainsiders are assembled and delivered to nearby markets with incredible efficiency. This successful model is particularly impressive as it has been able to withstand the recent economic crisis, mainly due to its flexible production volumes.

## Pirelli introduces the "intelligent" truck and bus tyre

### One sensor contains all data for safe travel

Pirelli introduces Cyber Fleet, the intelligent tyre designed for road haulage that through an electronic sensor and computer system provides truck driver and fleet manager with up-to-the-minute data regarding the tyre's condition and the vehicle's geographical position. Cyber Fleet sees Pirelli extend to the haulage sector the Cyber Tyre technology designed for car tyre safety. The presentation took place at Truck Safety Day, a heavy goods vehicle road safety event held in Livigno where a snow-covered track was used to test the new Pirelli O1 Series winter tyre. Cyber Fleet is the latest in a line of innovative sustainable mobility solutions developed by Pirelli researchers. The new system is designed to provide continuous tyre monitoring, detecting irregularities

and ensuring proper maintenance. Tyre quality, maintenance and correct use are essential to road safety: having the correct tyre pressure at all times ensures steering precision and confident braking and cornering, whilst guaranteeing lower running costs by cutting fuel consumption and extending the tyre lifespan.

### How Cyber Fleet works

Pirelli Research & Development has developed – in partnership with Schrader Electronics, world leader in on-board tyre pressure monitoring technology – an electronic sensor capable of ascertaining the condition of the tyre whilst on the move. The sensor, called TMS (Tyre Mounted Sensor), is fitted to the internal surface of the tyre in order to collect all data regarding the tyre pressure, temperature and identification. The

system transmits the data gathered by the sensor simultaneously to the truck driver and fleet manager. The fleet is therefore able to carry out diagnostic and repair procedures, thus guaranteeing maximum safety for each heavy vehicle. The process of interpreting the data is not left solely in the hands of the truck driver, but also the fleet manager who handles the safety of the entire fleet from a remote position. Cyber Fleet will enable the manager to check that the tyres are kept at optimum pressure, such condition being essential for optimising fuel consumption and extending tyre lifespan to the maximum, whilst being aware of the mileage of each tyre, he can also schedule tread wear inspections with tangible benefits as far as safety is concerned.



# LPT Symposium & Gala Dinner 2014

If previous generations and even the present generation have been shaped by the values of our kampungs, future generations will be shaped by the values of our cities - Tan Sri Dato' Seri Dr. Syed Hamid bin Syed Jaafar Albar, Chairman of Land Public Transport Commission (SPAD)





# 11th Truck and Bus Expo in Bangkok, 6 - 8 November 2014 at BITEC





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